THIS IS THE 1,282nd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
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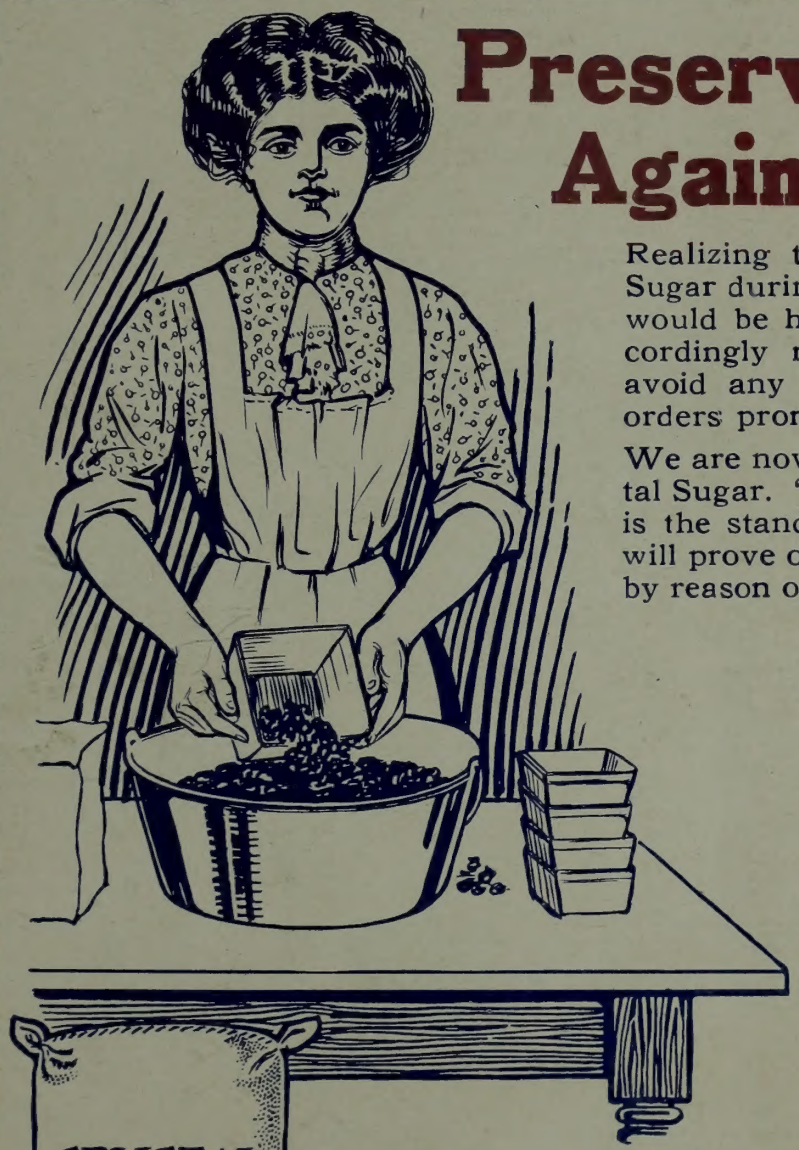


Preserving Season Again With Us

Realizing that the demand for our Crystal Sugar during the preserving season this year, would be heavier than former years, we accordingly made our preparation early, to avoid any unnecessary delay in filling all orders promptly.

We are now refining a special grade of Crystal Sugar. "We refer to our Berry Sugar." It is the standard of excellence and purity, and will prove of double value at preserving time by reason of its wonderful cooking qualities.

OUR BERRY SUGAR

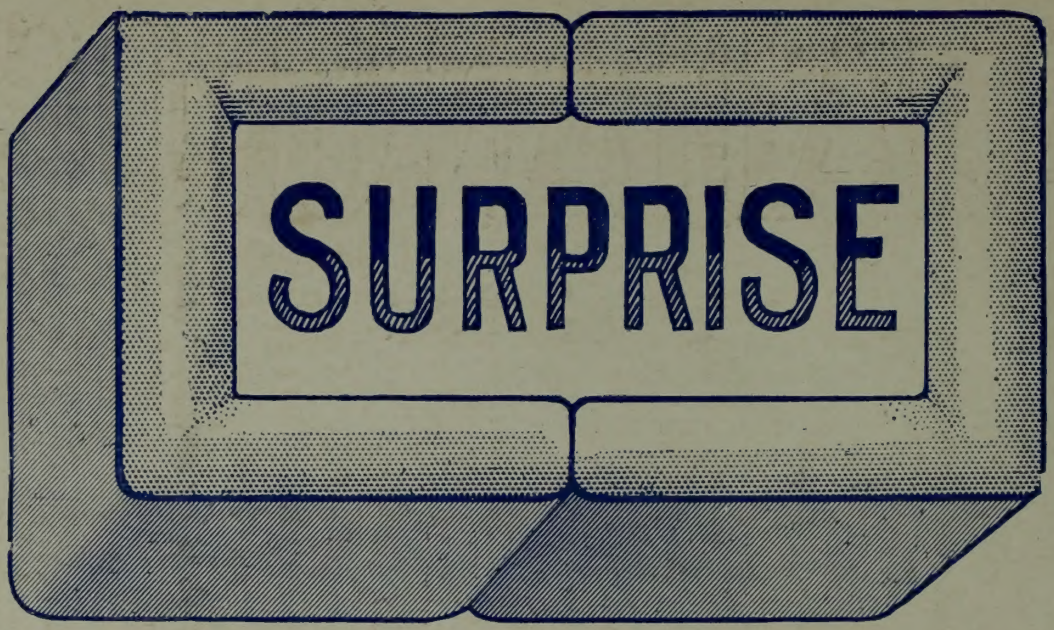
is sold at the same price as our standard granulated. Better start in now to exploit this superfine product so that when the heavier consuming season comes, your trade will flow easily along the lines of least resistance

REMEMBER, we make a specialty of prompt shipments of the following grades of Crystal Sugars:

Standard Granulated, in barrels, sacks and 20-lb. gunnies; Berry Granulated (especially recommended for preserving), in barrels, sacks and 20-lb. gunnies; Yellows, in barrels and sacks; Icing, in barrels, boxes and pails; Powdered, in barrels, boxes and pails; Cut Loaf, in barrels and boxes.

DOMINION SUGAR CO., LIMITED

WALLACEBURG AND BERLIN



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

A Message from Overseas

¶ There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

Codou's

¶ Vermicelli, Spaghetti, Fancy Letters and Figures, as well as Macaroni, are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Codou's" —that is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal - - Toronto

The Sign of Quality—

"ANCHOR" Brand FLY FELTS

The best value on the market

A 10c. pad to retail at

5 cents

KILLS THE FLIES
SATISFIES YOUR CUSTOMERS
PAYS YOU A BIG PROFIT

Boxes - 50 packages - $1.20 box

THIS WEEK—

We are offering some exceptional values in

RICE—

The primary markets of all grades have advanced considerably—we are quoting under the present cost to-day.

CANNED PLUMS, 90c. doz.

These are an exceptionally fine lot. The quality is away ahead of the average pack.

"BOAR" Brand Worcester Sauce

Put up in the usual ½ pint bottle, but the quality is such that you will have no trouble to get an extra 5c. per bottle profit. Can retail at 10c.

EBY-BLAIN, LIMITED

Wholesale Grocers
TORONTO

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

WIN AND HOLD TRADE

with BORDEN'S Brands

Eagle

Brand

Condensed

Milk

BORDEN'S CONDENSED MILK
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

(UNSWEETENED)

St.Charles

Brand

Evaporated

Milk

Have Received

HIGHEST AWARD

Wherever Exhibited

RECOMMEND

Reindeer Brand

Condensed Coffee

It will increase your sales and profits.

Borden Milk Co.

LIMITED

"Leaders of Quality"

MONTREAL

"Melagama" stands

for the name of our Package Tea, and we want to assure you that if you have not already placed it on your shelves, you will eventually. Every month our sales are going up by leaps and bounds, and we anticipate an ever-increasing demand. BE PREPARED to meet this demand. We guarantee the quality SUPERLATIVE, and the BEST value on the market.

MINTO BROS. 45 Front St. E. **Toronto**

POTATOES

ENGLISH STOCK IN GOOD ORDER—GOOD COOKERS

We have just received a large shipment. These must be cleared out, so we are offering them while they last at prices that will induce you.

Wire or 'Phone for a Ten-bag Sample Order.

Put up in 90-lb. bags. We quote ex-warehouse Toronto:

10 bags or more $1 per bag

GEO. KEITH & SONS
124 King Street East, - TORONTO

MONEY MAKING SATISFACTION GIVING

KO-KO-BUT

is one line to which you should give your most careful attention, because it is **bound to please**, both for its economical use and lack of greasy odors.

KO-KO-BUT

packed in neat, lithographed tins makes your shelves look attractive. More economical than butter or lard. One pound Ko-Ko-But goes as far as one and a half pounds butter, lard or any other cooking substitute.

Write re special free advertising scheme.

Dominion Cocoanut Butters Limited
Montreal

A "Get-Rich-Sure" Combination

You are missing an opportunity if you do not buy **now.**

"SIMCOE" BAKED BEANS

You know what they are, and surely our reputation as canners is sufficient to satisfy **you.** Don't let this good profit go by.

Feature the 3's family size —a **larger** tin at a **smaller** price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Twice as Much E.D.S. Catsup for 1912

There was an overwhelming demand for this quality relish, and in spite of the large quantity we had manufactured in 1911, the sales were greatly in excess of our stores, and there was a shortage in the supply. This year we will be able to fill all orders for

E.D.S. Catsup

There is a steady increase in the family use of "E. D. S." catsup—and there is no other source of supply than the grocer—see that you are stocked for the demand.

You cannot help but notice the new attractive label on all the new products of E. D. Smith—it is handsome and "well-made"—in keeping with the quality within.

"E. D. S." Catsup is 100% pure by Government test.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals, LIMITED

Sole Distributors - TORONTO

Astounding Facts

relative to the disease breeding force of dust are daily becoming known through the daily press. A good deal of sickness could be prevented through your customers' knowledge of the wonderful workings of

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

You can tell her it is economical, is a sure disinfectant, brightens and preserves carpets and makes sweeping a pleasure.

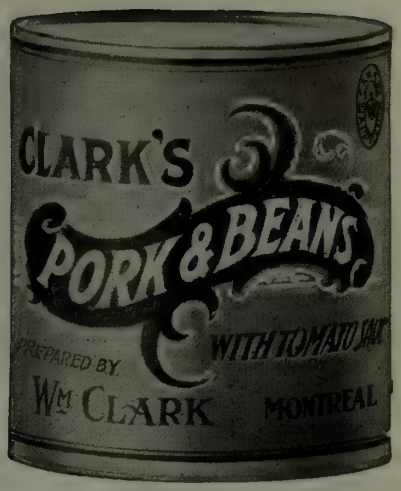
It's a good profit and you should have no trouble making the first sale. The rest is easy.

Put up in 25c, 50c and $1.00 pails.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound of Canada

CLARK'S PORK and BEANS



WHAT THE PEOPLE WANT

INFLUENCES

WHAT THE GROCER SELLS

The people undoubtedly WANT CLARK'S PORK AND BEANS because:-

Nothing but the best material procurable is used in their preparation, and the methods employed in cooking ensure the retention of the full flavour and Nutritive power of the Beans.

They are packed in a variety of sauces and sizes which makes it easy to cater to all.

Their old established reputation for quality is beyond cavil, and what the people know, and know to be good, is what the people want.

THE PRICES ARE RIGHT

CLARK'S PORK AND BEANS are extensively and judiciously advertised. Their superior quality commends them to all. Both these factors create the large demand for them.

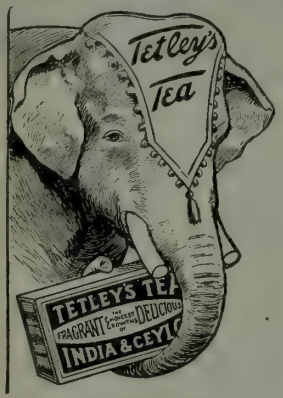
KEEP YOUR STOCKS WELL REPLENISHED

W. CLARK, MONTREAL

When it Comes to Tea the Grocer Who Knows, Stocks—

TETLEY'S

TEAS



The superiority is unquestioned. Since particular women from coast to coast call Tetley's Tea the purest and most delicious of all teas, the reason for the wise grocer's preference is self-evident.

Put up to retail at $1.00, 75c, 60c, 50c, 40c.

Look for the elephant on every package—the guarantee of quality and excellence.
Beware of Imitations.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN

COFFEES

MONTREAL

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S

PRICES AND SAMPLE ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

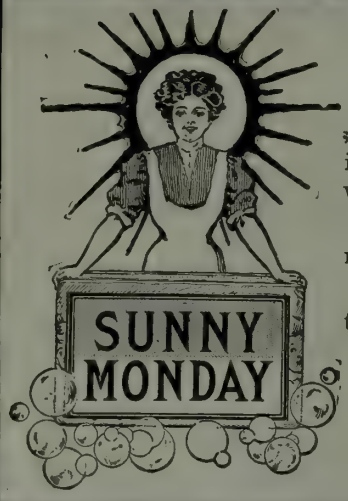
OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

SANITARY CANS

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

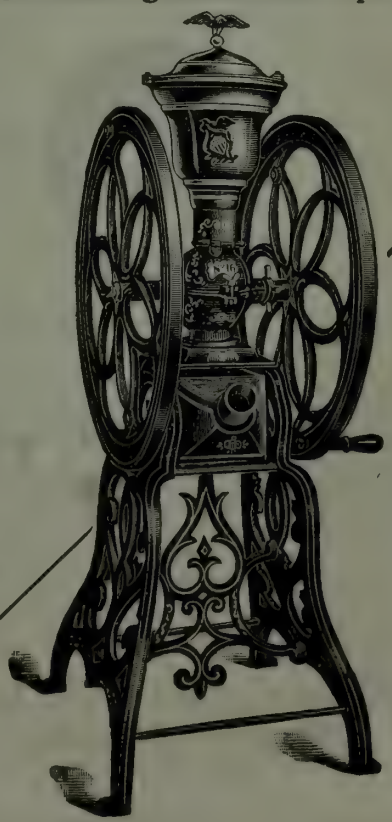
Enterprise Accuracy and Enterprise Quality are in These Coffee Mills

It is best to consider well, in buying a coffee mill for your store, whether there is *character* under the brilliant finish—whether the machine will do the work perfectly and *continue to do it. That is what*

ENTERPRISE Coffee Mills

are made to do. **Enterprise** Mills are made under our own patents. Expert mechanics make every part. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness you want—every time.

All parts interchangeable. And under our system of manufacture, there cannot be the deviation of the thousandth part of an inch. Replace a part next year—ten years from now—and it fits *exactly.* Strong, staunch grinders guaranteed equal to steel do the work evenly and perfectly. New grinders can be put in your machine at low cost. The easiest running machines made. Better to be sure of good quality—service—first of all. The name **Enterprise** is your guarantee of both. Let us send you catalogue showing you the line of **Enterprise** machines—many styles in hand and electric power.



There is a maximum service in ENTERPRISE Meat and Food Choppers. The one right cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Cuts like shears.

The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia, U.S.A.

21 Murray St, New York — **176 North Dearborn St. Chicago** — **530 Golden Gate Ave. San Francisco, Cal.**

Kops Ale & Kops Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld

KOPS BREWERIES, London, S.W., England

WARNING!

Crescent Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Sales Increase Steadily

As the convenience and quality of EDWARDS' DESICCATED SOUP become more widely known, its sales are bound to become enormous.

The grocer who features

EDWARDS' DESICCATED SOUP

and thus links his store with the advertising now going on all over Canada, will reap the greatest benefit, and build up a steady trade which will help the sales of all his goods.

EDWARDS' DESICCATED SOUP

is made in three varieties, Brown, Tomato and White. Retails at 5c. a package, and in canisters at 15c. and 25c.

Your orders will be promptly filled if sent in at once. Novel Window and Counter Cards and other sales stimulants are liberally supplied.

DISTRIBUTORS:

W. H. DUNN, 396 St. Paul St., Montreal
W. G. PATRICK & CO., Toronto
W. H. ESCOTT & CO., Winnipeg

Potted Bloater

Another line of the famous Brand & Co. family of high-grade meat foods. Attractively packed in glass and is NOW a big seller.

Summer days are for pleasure. Your community are holidaying and merrymaking—certainly is the housewife not preparing cooked meals, and it is to satisfy this class that we advise you to stock Brand & Co.'s Bloater. It is a delightful meal itself (already prepared); it is unexcelled for sandwich making (so out of the ordinary, don't you know); and it is packed neatly and securely for cosy carrying

It's just good seasonable business that you are losing if you have not a stock of Brand's Bloater.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL.
McLEOD & CLARKSON, VANCOUVER.

Parker

The Broom

WE do not consider it sufficient to make ordinary **Brooms and Whisks.** We are trying to make the **Best Brooms and Whisks,** as evidenced in the

Parker Broom

which is the last word in

Good Brooms

Agents:

The Lind Brokerage Co., Toronto.

Nicholson & Bain, Winnipeg, Regina, Calgary, Edmonton.

Gordon M. Millar, Montreal.

Albert Dunn, Quebec.

For sale at any good Wholesale Grocer.

The Parker Broom Co.

OTTAWA

HELP HER WITH THE BAKING

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly, and, above all, tasty Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor salt means poor baking — everything goes "Flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO.,
LIMITED
WINDSOR, - - ONT.

Clean Hands Always

That's a surety when you use

SNAP

HAND CLEANER

There's no preparation so widely approved by people who require a thorough hand cleanser. It removes instantly all vestige of paint, grease, tar, ink, or dirt, without injuring the daintiest of skin.

Stock Snap and increase your sales.

Snap Company, Limited
MONTREAL

THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a **COLES** mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent.

NELSON'S

Gelatine and Liquorice

LOZENCES

Should be in your confectionery department.

C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Rarer than Radium! Quality with Quantity.

"OCEAN" is an adjective of quality and quantity in laundry blues. 5 cents is little enough to pay for both, but sufficient. Three most highly concentrated, readily dissolved great big squares, or two surprisingly large bags, of "OCEAN" Blue, ready to put a perfect finishing touch of whiteness and brightness upon the clothes, in exchange for 5 cents! Can anybody wonder that it is always included with the soda, soap, and starch by the grocer keen on keeping custom.

OCEAN BLUE

Squares in 5 cent. packets.
Bags in 5 cent. cartons.

Cheap enough for the million.
Good enough for the millionaire.

HARGREAVES BROS. & CO., LTD., HULL, England.
Agents for Ontario:
F. E. ROBSON & Co., 25 Front Street East. TORONTO.

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1.** It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED
Hamilton, Canada Buffalo, U.S.A.

WHEN SHE COMES

—the housewife, to your store, and asks for soap, your selling chances are increased ten-fold if you can offer her

It is well-known for its wonderful achievements on wash-day. It saves hours of toil by making the clothes white with only little rubbing.
Prepare for that visit—Order now.

The Guelph Soap Company
GUELPH - - ONTARIO

Tartan BRAND

THE SIGN OF PURITY

You can please ALL of your customers ALL the time with TARTAN BRAND.

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

Every package or tin fully guaranteed by

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, **HAMILTON**

Our mail order service is just what you need. 'PHONES 3595, 3596, 3597 3598, 748, 462 (free to buyers)

James Methven, Son & Co., Limited

2 TALBOT COURT, EASTCHEAP, LONDON, E.C.

Also at Liverpool and Glasgow

Shippers of all kinds of British and Foreign Confectionery, Candied and Cut Drained Peels, French Fruits, including Glace Cherries, Metz Fruits, Angelica, etc. We represent one of the oldest and best French Houses for the latter goods and have sole control in Canada.

We are also sole export agents for Karl Fazer's FINLAND FRUIT SWEETS. We shall be glad to have trade enquiries.

We are also open to take any first-class Canadian agencies for lines suitable for this market.

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

They represent the maximum efficiency in grocery equipment---the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W.

Berlin, Ontario

RIDEAU HALL COFFEE

Our triumph in perfect blending and roasting is Rideau Hall Coffee. Sell your customers the best. Packed in one pound and 25c. tins only.

Gorman, Eckert & Co., Limited

London, Ont. -:- Winnipeg, Man.

FRUITS

Just now you customers are all busy buying fruits for preserving and canning purposes. It will serve your interests as well as your customers' to supply

St. Lawrence Granulated

the pure cane sugar that ensures the keeping quality of preserves, fruits, etc.

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT. DOES GOOD WORK.

W. G. A. LAMBE & CO. TORONTO

CANADIAN AGENTS

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY

Trade Mark of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills,
Limited

LONDON - - ONTARIO

By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)

HAMILTON, :: :: :: ONTARIO

FURUYA & NISHIMURA

have early picked NEW SEASON'S JAPAN TEAS and SIFTINGS arriving at different points about the 22nd instant.

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East,
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

The Hotter-- The Better

We are referring to the weather—and the more desirable Laurentia Milk is in hot weather than dairy milk.

LAURENTIA MILK

Has Big Sales

We are more than pleased with our sales, and our greatest effort is to fill orders, so popular has Laurentia Milk and Cream become.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

THE NEW ENGLISH BISCUIT IS BEING SOLD IN MILLIONS!

CARR'S

"SHORTCAKE"

32
PIECES TO THE POUND

HAS INCREASED THE BISCUIT SALES OF THE TRADE BY AT LEAST **50%**
WHY NOT LET IT INCREASE YOURS?

WIRE, PHONE OR WRITE THE AGENTS BELOW:

SIMPLY DELICIOUS!

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg, Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

BY ROYAL APPOINTMENT

CARR & CO., LTD. CARLISLE, ENG.

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES

Escott & Harmer
Successors to W. H. ESCOTT CO.

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Manufacturers' Agents, Commission Merchants, Warehousemen.

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THE WESTERN BROKERAGE & MANUFACTURERS' DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.

222 Ninth Avenue West - Calgary, Alberta

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IN ONE OF THE BEST TOWNS IN ONTARIO, a splendid grocery business will be sold on account of owner's ill-health; capital or security required $3,000. For full particulars apply

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Manufacturers' Agents
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Importers

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TORONTO

Grocery Brokers and Agents.

Established 1885

MacLaren Imperial Cheese Co.
Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases,
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THE MARSHALL BROKERAGE COMPANY
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First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab" St. John's.

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Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

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(Continued.)

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O. E. Robinson & Co.

Manufacturers and Buyers of Dried Evaporated and Canned Apples

Ingersoll, - - Ontario

ESTABLISHED 1886

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.

FRANK L. BENEDICT & CO., Montreal Agents

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

It drives them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.

Creston, Iowa, U.S.A.

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L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant

235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

McDOUGALL

Insist upon having them

D. McDOUGALL & CO. Ltd., Glasgow, Scotland

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If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

DINING ROOM

Big list money making-oppurtunites. $300 to $32000 Lunch Room Tables, Counters, Meat Cases, Ice Boxes, Stoves etc., inventory $450. Right location to work up fine business. Price $300.

V. delaRONDE, Business Broker

Room 14-16 McGill College Ave., Montreal

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

TRY A

Condensed Ad.

IN

This Paper

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.

143-9 University Ave., Toronto

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

MacLean's WHITE MOSS

Made a big "hit" years ago.

Does ALL the "home running" to-day.

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
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RICE'S SALT IS Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

Seek to Give Satisfaction

Even in the little things. A match is small in stature but mighty in power towards building a satisfied trade. Try your trade with

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

The Proper Fly-Destroying Stock

Sticky papers, etc., are outclassed for effectiveness now that this "sure death" to the fly is on the market. Have you a stock? Send right away.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

THE PEDDLER IS STILL ABROAD

He is destroying your Tea Trade to-day even more so than four or five years ago. Put him out of business by selling

"SALADA"

the only tea that will do it—for the peddler cannot buy "Salada."

BUILD UP THE TEA TRADE.

In last week's issue announcement was made of the formation of a tea company to operate tea routes in various parts of Ontario. This is taken to infer that there will be a large tea-peddling company in opposition to the retail trade.

The natural outcome of such a situation will mean less trade to the dealer unless he can counteract its influence by making sure he holds his present tea business and gradually adds more.

—From "The Canadian Grocer," June 28, 1912.

The Peddler, hawker and transient trader can be found to-day in increasing numbers in almost any community. They sell tea, coffee, curtains, clothing, caps, carpets—in fact, almost all lines carried in the average general store. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back.

—From "The Canadian Grocer," Nov. 27, 1908.

IT SELLS THE GOODS

You know very well that public sentiment is with the storekeeper that follows the cleanest and most healthful storekeeping methods. Then why postpone the inevitable?

INSTAL A

Silent Salesman Arctic Refrigerator

right away, and win the approval of your trade and add to its numbers. You can display more artistically in a silent salesman all classes of perishables, because they will keep perfectly fresh and fairly draw sales.

Representatives in the west: Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

The Manufacturers of

Cold Springs Lemonade

Offer You a Treat

Drop a card for free tin of Cold Springs Lemonade Powder, the only preparation on the market which has the true lemon flavor. Have your wife make you up a drink and you will soon conclude that

COLD SPRINGS

is the line for you par excellence.

Don't hesitate.

S. H. Ewing & Sons
MONTREAL

For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

COLMAN'S MUSTARD
KEEN'S MUSTARD

Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

Every Woman Who Cooks
WILL EAGERLY PURCHASE
Benson's Prepared Corn

¶ The Corn Starch that fills a hundred wants in the kitchen.

¶ Women want Benson's because it lightens the drudgery of Summer cooking—enabling them to quickly prepare delicious and nourishing dishes.

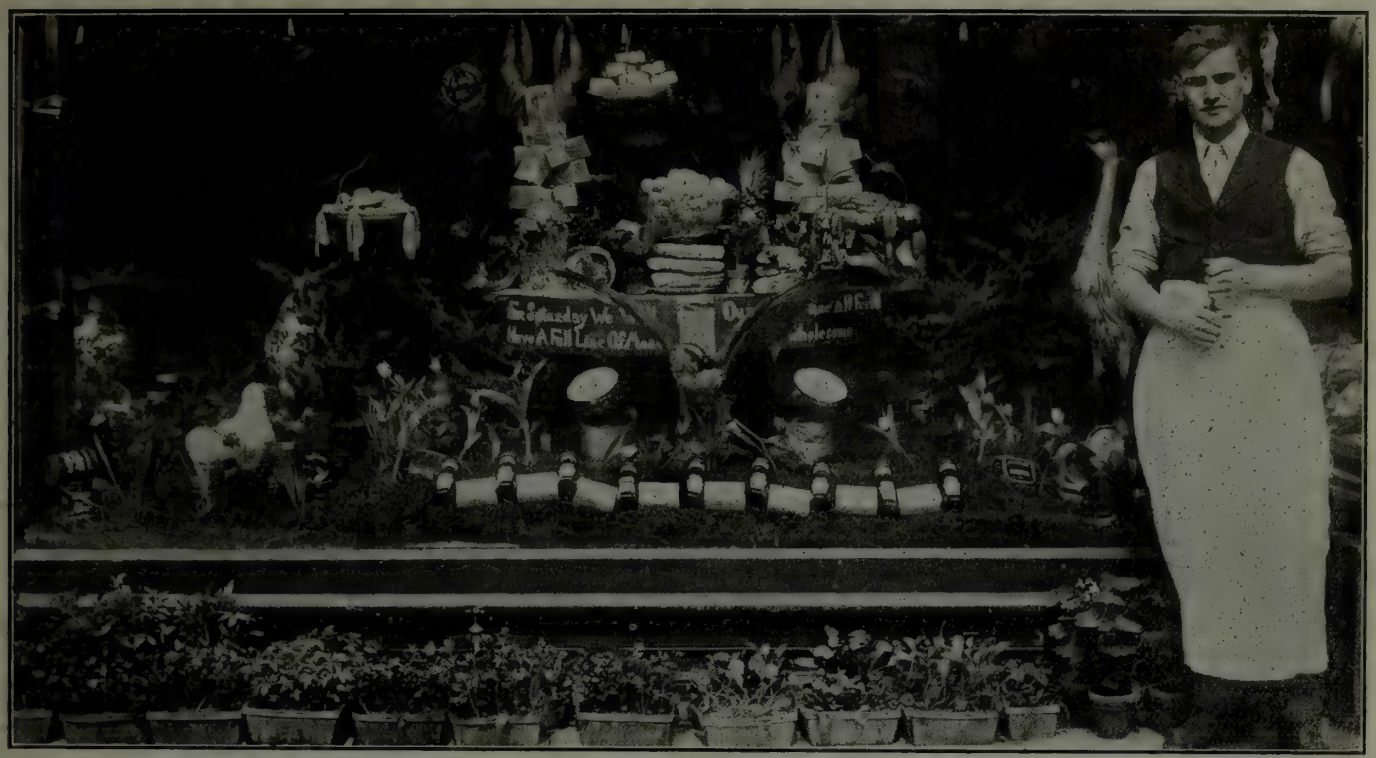
¶ Women want Benson's because of its unequalled purity and fineness. They want it for baking, pastry making, preparing custards, ice cream, blanc mange, etc.

The Demand Is There—You Simply Have To Supply It

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



A window display carrying with it the breath of Spring. The clerk who dressed it gives a description of it in the article below.

Spring Represented in Window Display

An Ingersoll Window Trimmer Taking Advantage of the Seasons—Has Committee of Town's Business Men Call to Tender Congratulations—How the Display was Arranged—Responsible for Many Sales.

By Bruce McDougall.

Editorial Note.—During the past few months The Grocer has harped a good deal on seasonable displays, their character and advantages. It is very gratifying to note that several of these displays are being used by Canadian dealers to good advantage, and we are pleased to receive the many photographs and descriptions of windows, and opinions on the value of displays that are being sent in by readers. The accompanying window is one of the most original sent in for some time, and it is only to be regretted that a better photograph was not obtained. The writer of the article, Bruce McDougall, is clerking in his father's store at Ingersoll, Ont. He dressed the window himself, and from what he says, it will be seen it created a good deal of business, besides being a splendid publicity advertisement for the store. The Grocer will welcome similar contributions by other clerks and dealers as well. They all assist in making the work in the store more practical and valuable.

The photograph I have sent you is of a window display I arranged about a month ago to represent spring. Prominent among the articles shown will be noticed greens, plants and flowers coming out in bloom, as well as a complete line of meats, smoked, cooked and canned.

In the past we have had good results from advertising window dressing, but I think from this display more results have been secured than from any other manner in which we have advertised. A committee of some of the most prominent men in Ingersoll called while the display was in to congratulate us on its originality, but apart from that, it sold a considerable quantity of goods.

The Breath of Spring.

In the background may be seen evergreen shrubs, and the Spring idea is carried out by using grass on the floor and the addition of birds, including a crane, hawk and owl. In the centre is a small pond of water with ducks swimming about. On the table are the seasonable goods heralded in by the coming of Spring. Butter is piled in zig-zag style on either side. In the centre is a wire basket of eggs, flanked by bacon, ham and pineapples, while dressed chickens and smoked meats hang in the background from the window top. On the right and left are canned meats, and in the front-centre pickles and lard.

From a close inspection of the display one will see large numbers of tulips strewn throughout the grass. On a ledge ouside the window were placed geraniums and garden vegetable plants.

Users of Show Cards.

Our store believes that show cards are advantageous to selling, as will be observed from the two that appear in the photograph. We believe strongly in seasonable displays, and it is our endeavor to show at all times goods which the window can assist us in selling rapidly. At the time of writing, for instance, we have what we think to be a pretty good showing of a package cereal food.

A Business Producer.

There can be no question of the advantages derived from these displays. We cannot overlook them when business men come in a body with words of praise or women are attracted inside to purchase the goods shown. I look after the window because I like the work and naturally one feels flattered when he sees actual results accruing from his labors. I thing, too, that originality combined with attractiveness and selling power are splendid combinations in any window.

I trust I may have the privilege of seeing other displays in The Grocer sent in by clerks, because they all help in the work.

Stock Quality Spices for Pickling Season

Women Lose Confidence in Their Dealer if Given Poor Goods —Are Always Anxious to Excel in Pickle and Sauce Manufacturing—Time to Begin Thinking of New Stocks—Market Is Firm—Care Necessary in Handling Spices.

Not yet, but soon, the pickling season will begin to loom up large to both the Canadian housewife and retail dealer. The price at which cucumbers, tomatoes and other kindred lines are selling at the present moment may not suggest pickling very strongly to the mind of the housewife. However, there will shortly be a change in the order of things and when it commences, it will develop rapidly. Market gardens are blossoming forth in splendid array, excellent progress is being made in most every district, Canadian crops will soon begin the annual outturn, prices will ease off to a more reasonable level and the pickling season will be here once more.

Time to think of Spice Stocks.

The time is indeed close enough at hand to claim the attention of the grocer. It is none too early for the retail dealer to look to his stocks in anticipation of the trade that will before a great time be in evidence. The selling campaign, no matter in what line it may be in which purchasing is done well ahead and plenty of time is left for planning, is always productive of good results. It is so with spices. Having bought early, the dealer need give no more thought to this part of the problem, but may direct his atention to his selling campaign.

Prices Look Firm.

A review of the spice markets just at moment would seem to indicate that nothing is to be gained as far as prices are concerned by holding back in purchases. Indeed, the general tone of spices as indicated by reports from primary markets is one of steadiness which in case of some lines is quite marked. With this condition existing now at a time when the big season of demand is just opening up there would seem no reason to look for anything but steadiness, at any rate in most lines of spices.

In purchasing his season's supply of spices, one of the big questions which comes up for the dealer to solve is, "How much shall I buy?" The purchases of the preceding year should serve as a fairly good gauge of the next year's business. From past years' experiences a dealer knows the lines which he can sell easily and those which are less prominent.

There should be an increase in the total spice sales of a grocer each year for, in this progressive country, the population is constantly mounting upward and spices is one of the lines benefited. However, it is well to keep on the safe side in buying. Wholesalers and manufacturers who have their customers' interests at heart will agree with this.

Get the Housewife's Ear.

A good shelf of homemade pickles, catsup and similar lines is the housewife's pride. As the season draws near she is "all on pins" until she gets started "putting down" the annual supply. The day to commence is awaited with as much impatience as the annual housecleaning. She may remark to her friends that she wishes it was over, but nevertheless she delights in the work. And when she once begins she puts forth her best efforts to produce a product that when friends come in for a meal, she can point to with pride as her own handiwork.

Elevate Standard of Quality.

With her reputation thus at stake, it is plain that she will want the very best goods with which to work. For this reason the wise grocer will make sure that he gives her the best spices and vinegar. If she should waver in this regard in an attempt to buy cheaply, it will work much to his disadvantage; it will break down the housewife's dependence in him and his goods. To such a housewife, what difference does a few cents more on a pound of spice or a gallon of vinegar make? The grocer who buys high quality spices can recommend them with confidence which means much in promoting sales.

Require Some Attention.

Spices are not the easiest thing in the store to handle, but by proper arrangement this handicap may be reduced to a minimum. It must be remembered that spices contain a volatile oil which is really the strength of the spice. This oil easily evaporates, and to avoid this the spice should be contained in a receptacle that will prevent evaporation. The grocer should now make provisions for this before his season's supply comes in.

The tin canister in which spices are sometimes sold is a good receptacle provided it does not become dinted in such a way as to admit air. The most attractive method is perhaps air tight bins with mirrored fronts, while some grocers use glass bottles with glass stoppers which not only preserve the strength but display the spice to fairly good advantage. With bulk goods, a separate scoop for each spice is advisable for a trace of turmeric amongst cloves for instance will not impress a customer with the grocer's carefulness.

It is well to prepare now for the trade so that when the demand sets in, the grocer will be ready to take care of it.

"Twenty Years Ago" in the Grocery Trade

The following items of interest are taken from The Canadian Grocer of July 8, 1892:—

"The Windsor merchants will close their stores at 6.30 each evening, except Saturdays, during July and August."

Editor's Note.—Even 20 years ago Windsor merchants realized that some time for recreation during the warm weather was desirable. This year the grocers are observing a half holiday on Thursday afternoon during the summer months.

* * *

"At the Sarnia Court of Revision the other day, Edward Adams and A. M. Smith, wholesale grocers of London, have each a quantity of sugar in store in Sarnia, which was down in the assessment roll at $1,000 for each lot. Sugar is cheap now, and the valuations were appealed against, and reduced to $700 in each case."

Editor's Note.—Sugar on the Montreal market at that time was quoted at $4.50 whereas now it is $5.05.

* * *

"John Scandrett, the well-known grocer of London, Ont., died on the 23rd., after a very short illness. A week ago last Monday, he was attending to his business as usual, and, in fact up to the day before his death had no ill-health."

* * *

"Hon. Mr. Foster has given notice of a resolution extending the period for granting a bounty on sugar made from Canadian-grown beets, which expires on July 1 next, until June 13, 1895."

Editor's Note.—Mr. Foster is now Minister of Trade and Commerce, and at present time is engaged in bringing about a trade agreement with the British West Indies in which sugar will likely be affected.

* * *

In The Grocer of July 8, 1892, tomatoes on the Toronto market were quoted at $1.05 as compared with $1.65 to $1.75 to-day; horseshoe salmon at $1.60 as against $2.55 to-day while lobsters which are now selling around $2.90 were then quoted at $1.90 per dozen.

The Sugar Market and Future Prospects

Developments in Prices During First Half of 1912 and Causes—Difference in Market Compared to First Six Months of 1911—Cuban Crop Better Than Anticipated—Future Depends Largely on European Beet Crop.

It was just one year ago that the sugar market began its spectacular upward flight, reaching before a halt was called, the highest point registered in 22 years. Little did the housewife or the grocer, or even the refiner himself, dream one year ago that sugar would make history before 1911 was out; which merely goes to show just how uncertain a proposition the sugar market is.

It was Europe that started all the trouble. Up to this time it had been peacefully reposing in the background creating but little attention when suddenly, like the proverbial bolt from the blue, the adverse reports from this source descended upon the sugar world. Rather doubted at first, they developed into grim reality as the record prices reached during the year will testify.

Change From Year Ago.

The order of things has been partly reversed during the first six months of this year but it must be remembered that this is an abnormal year. From February onward last year the tendency of the market was upward while since February this year the trend has been decidedly downward.

When the Cuban crop began its outturn this year, prices began to recede from their abnormal level. Three ten-cent drops were registered in January only to be followed by a 20-cent reaction in February when the Cuban prospects looked somewhat less favorable; while lurking in the background was the possibility that Cuba might start some 'high jinks,' such as Europe did last year.

Then in March things in Cuba began to look rosy, confidence in the prospects were strengthened and prices dipped downward ten points, followed by a similar amount in both April and May and a 20-cent decline during June. While refined sugar is to-day 60 cents below the price of early January, it still shows a 45-cent margin over the prices ruling one year ago.

What Will Future Bring Forth.

But the question in which the grocer is now deeply interested is the future course of the market. The preserving season is opening up and for the next few months there will be a big demand for sugar and it means much to the grocer to buy right. If the market is going up, he wants to get in on the ground floor. If there are to be still further declines, he will want to adopt a waiting policy.

Let us consider what happened during the last siege of high prices, namely in the crop year of 1904-1905. In January, 1905 prices had reached the high point of that campaign, $5.75 on Montreal market. The market then began to slump and continued its downward movement during every month of the year, the low figure of $4.30 being reached in December, while 4.20 the lowest point for several years was reached in January, 1906. The same thing may follow this year and again it may not. The October beet crop and the January cane crop will decide whether history is to repeat itself.

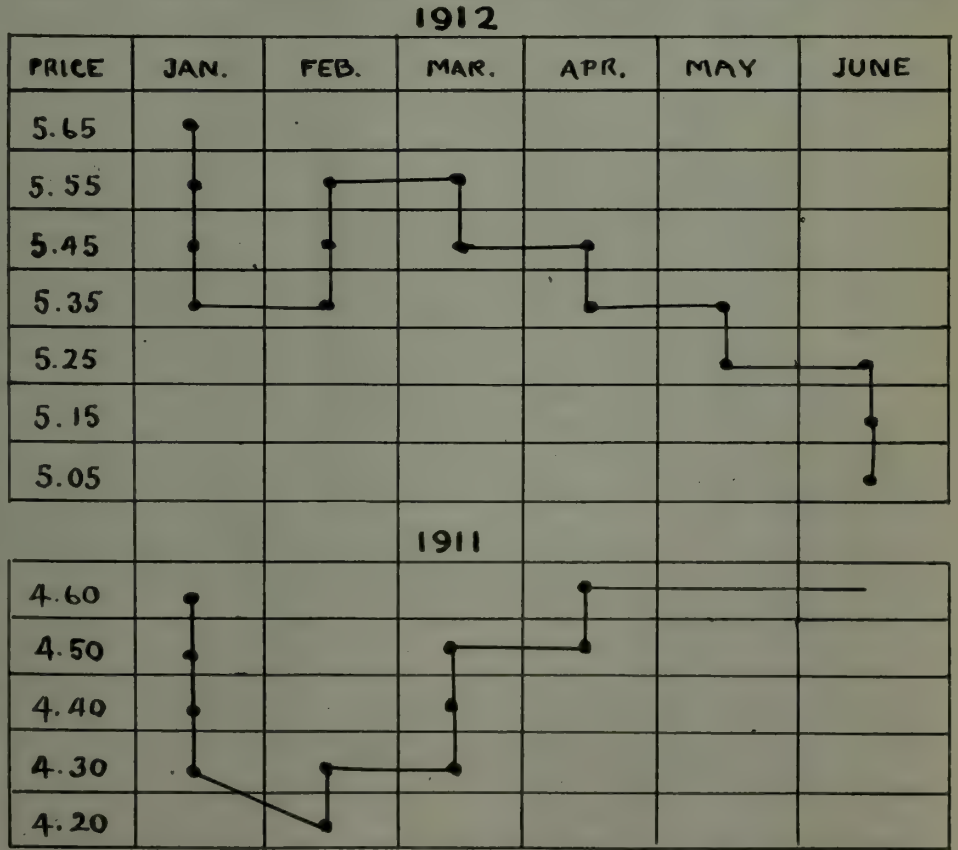
One of the depressing features during past few months has been the good outturn of the Cuban crop and only recently sugar authorities have felt it necessary to increase their estimates of the total yield. The statistical situation keeps on improving, the visible supplies of the world now being 127,627 tons less than a year ago, a reduction from 500,000 tons deficiency two months ago. Added to this the European beet crops show favorable progress in all directions, and this no doubt has much to do with the weakness of prices abroad.

Therefore the immediate outlook is one of easiness but what the future may hold in store is uncertain. Last year's performance shows just what a big change is possible in the situation in a short time. Cuba is now becoming more of a finished issue and attention is being directed to the beet crop in Europe. So far reports from that direction have shown no reason for easiness.

The first of the week found Cuban raws in New York quoted at $3.80. Beet sugar quotations were 10s 10½d. for spot and 10s 11¼d. for July. "Raw quotations," said a sugar man, "warrant lower prices in refined. The market is now in the process of readjustment.

"As for what is ahead," he continued, "all depends on the development of the European beet crop."

In absence of any immediate indications of higher prices. dealers will no doubt continue a hand-to-mouth policy, keeping a sharp eye on Europe, however, for any unexpected developments.



The Canadian Grocer's Sugar Chart, showing sugar prices on Montreal basis for first half of 1911 and 1912.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JULY 5, 1912

THE BARGAIN MANIA.

It would have to be a very elastic mind that would accept everything as gospel told by many customers of a retail grocer. It seems as if the bargain hunting craze had obtained such a hold on many feminine shoppers that their consciences slip a cog sometimes in attempting to get retailers to cut prices.

The following letter received by a Toronto grocer from a dealer in a summer resort district, in Northern Ontario is apropos to this question:—

> Dear Sir:— A lady, from Toronto, who is spending the summer here, claims she can purchase any of ———— soups at your and other stores in Toronto for ten cents.
>
> The lines of these soups that I handle, cost me $1.25 per dozen and I cannot sell them for ten cents. I would feel grateful to know if Toronto grocers' can buy these soups and retail them at ten cents.
>
> I will greatly appreciate your reply and will hold myself in readiness to do you a favor at any time.

As a matter of fact, the soups in question sell wholesale generally at $1.25, in Ontario, and some sell at $1.20, but the majority at the former figure. It is needless to say that the Toronto dealer written —he is one of the largest and most successful in that city—does not sell these goods at ten cents, nor does any other dealer so far as The Grocer knows.

This is just another of the brow-beating cases that so frequently occur in retail stores, and it stands to the credit of the summer resort dealer that he stood his ground. Too many fall easy victims of the chronic bargain hunter instead of investigating the case. In the majority of such cases there is either no truth in the statement or the other dealer is selling an inferior article. The latter, of course, couldn't occur in a branded article such as the soup above referred to.

BUYERS OF GOOD FIXTURES.

A manufacturer of store fixtures who knows the retail trade in both Canada and the United States, is responsible for the statement that the dealers in Canada demand better quality fixtures than those in our neighboring country.

This man should know whereof he speaks, because he has had considerable selling experience in both countries and his assertion adds much weight to the declaration The Canadian Grocer has frequently made, that Canadian dealers—that is, the progressive men in the trade—are of a particularly high grade order.

Merchants in Canada do not at all install new fixtures or store equipment for the mere sake of appearances. They have learned by experience that these things mean more business, because of the facilities in service they offer and because of their cleanliness. They spend money to make money, and the most progressive when they do purchase, usually get the best they can. Farsightedness is a characteristic possessed by men of action and courage, and these are the men who eventually make the successes.

GOOD QUALITY LARD.

That lard sold in Canada is on the whole of good quality is shown by a report by the Inland Revenue Department on 268 samples collected from different parts of Canada and examined.

One sample was compound, but was sold as such. Two samples sold as lard contained cottonseed oil, and should have been sold as such. Three samples contained an excess of water, but the amount in two instances were so slightly beyond the legal limits that it was regarded by the analyst as accidental. All other samples, 262 in number conformed to the requirements of legal lard, and were therefore genuine.

The inspection by the department shows that manufacturers of compound lard are careful to state correctly the nature of the article on the container. The occasional sale of a compound lard, says the report, is to be regarded rather as an act of carelesness on the part of the retail dealer, than as intentional on the part of the manufacturer.

CARELESS METHODS OF PARTNERS.

Confidence in one's fellow workers where money is concerned, may in a great many cases be warranted, but it is not always good business.

In the retail trade there are so many partnerships being run in a loose fashion that the question commands serious reflection. There is much room for improvement in methods where partnerships exist. Cases, for instance, where the partners of a business take whatever they want from the store to feed their families without making any record of the transaction, are frequent. They never charge themselves up with anything, and it is safe to say they don't use exactly the same value of goods in a year. One, therefore, has an advantage over the other.

The business man of to-day, even if he is the only proprietor of the store, charges himself with the goods he uses at regular selling prices, and allows himself a set salary.

There is greater reason why partners should follow this example. By all means, when a partnership has been formed a set salary should be assigned each member. Otherwise there is almost sure to be trouble later on when one becomes suspicious that the other is getting more than his share. This method of dipping into the cash register for money from time to time does not belong to the present. It is antiquated and should be relegated to the proverbial ash heap. A definite salary based on qualifications removes doubt, as does also the charging

of everything taken for the table. At the end of the year the money is returned in increased sales and profits and sound, practical methods have prevailed.

AGREEMENT WITH WEST INDIES.

Although no official announcement has come from the Dominion Government as to the exact nature of the trade agreement with the British West Indies, yet an apparent authoritative statement has been given out in the Barbadoes by one who was present at the conferences.

One important announcement made by this party is that the present preference granted by Canada on raw sugar from the British West Indies has been doubled, and the twenty per cent. refiners' privilege abolished. This, if ratified, should, from all appearances, result in Canadian refiners practically confining their purchases of raw sugar to the British West Indies. Some at least of the Canadian refiners are opposed to this, claiming that producers in the British West Indies would be in a position to manipulate prices of raws unfairly.

From further information it is stated that a duty has been placed on feed molasses coming into Canada from the United States, and that the benefit of the Canadian preferential tariff, which is almost four-fifths of the general tariff, will also probably be enjoyed by such West Indian products as cocoanuts, raw spices, arrowroot, salt, sponges, honey, fresh vegetables, essential oils, etc.

The West Indies in return for these concessions will grant a preference of twenty-four cents per barrel of 196 pounds on Canadian flour, the present duty on which varies in the Islands from eighty cents to a dollar a barrel. In addition a long list of Canadian products, embracing all kinds of grain, flour and feed , animals, fresh and salted meats and fish, cordage, brooms, boots and shoes, agricultural implements, machinery, automobiles, pianos, all kinds of wood and leather goods, cement, plated wares, soaps, paints, vehicles, paper, calcium carbide and a number of other manufactures will be admitted into the islands under a preferential tariff twenty per cent. lower than on foreign articles. Great Britain, it is understood, will enjoy a similar preference in the West Indies.

The preference granted to Canadian flour should result in almost the total capture of this trade by Canadian millers. Already United States milling and produce interests are frightened, and have had a lawyer in the West Indies for some time trying to intimidate West Indian merchants by threats if the reciprocity agreement goes through.

STRENGTH IN AGE.

When a customer deals at a certain store for twenty years or more, it must be concluded that he or she has confidence in that store. The same applies to a trade paper.

On looking over the files of The Canadian Grocer twenty years back for items for our "Twenty Years Ago" column, the names of many subscribers to The Grocer are mentioned, many of those still living having been readers of this paper during the past two decades. They have been subscribers all those years for the reason that they have been able to place confidence in the paper, just as many of their old customers have been placing confidence in them. Verily, there is strength in age.

The new "Twenty Years Ago" column is already proving a most interesting one. Coincidences are bound to occur, and this column should be looked for every week.

THE MAN WHO STOOD STILL.

A story is told of a southern merchant, who, after the war remained just where he had been when the war commenced. He continued to carry on business in the same easy-going way. He continued to show the same calicos and the same ribbons. All about him there was advancement, but he closed his eyes deliberately to this. He did not mark time, but stood still. Marking time denotes readiness to advance; but whatever in this man had urged advancement was atrophied. He stood still.

Years passed. Still the man showed the calicos and the ribbons. Still he conducted business in the same old way—or would have, had business come. Finally some business did come, for he fell so far behind the procession that he became an antique. His store was pointed out to strangers in the city who visited it, and bought a little out of curiosity.

It is a strange tale—the tale of a man who forced himself to believe that the civil war marked the end of all things which could influence him. But it is stranger to hear that there are dealers to-day who have adopted this stand-still policy. "There are plenty such men even in Canada," states a dealer who has traveled far.

If these men stand still long enough, they may—like the southern merchant—make their stores famous as fossils of an earlier age; but they run a risk. They may meet the fate of the Irishman's horse. You remember the Irishman wanted to get his horse to the point where it could live without eating. He worked hard at this, and just got the horse to the desired point when the pesky animal spoiled it all by dying.

To-day there is little use for the man who stands still. There are times when it is wise to mark time, until it becomes quite evident in which direction the advance should be made; but standing still is only appropriate beside a grave.

EDITORIAL NOTES.

The dealer who sells goods not as good as the customer expects is the sure loser of trade.

* * *

The hot weather prevailing in many places in Canada looks like history repeating itself.

* * *

Watch the sugar market. Better buy for present needs than take chances on an advancing market.

* * *

The West Indies is destined to be a splendid market for Canadian flour.

* * *

A good bottle of pickles is dear to the heart of a thrifty housewife. Perfection in manufacture requires quality spices.

* * *

Lemons are splendid sellers these hot days. But the strawberry crop is being cut short for the same reason. It's a good wind that blows nobody ill.

* * *

Our sympathy is extended to Regina for the loss of life and property left in the wake of the mighty cyclone. But it is not likely such a storm will strike twice in the same place, and Regina will continue to grow.

Handicap of Borrowed Capital and Illness

A Business Statement Lacking Details—Whether There is a Loss or Gain is a Conundrum—Expense Account Shows Discrepancies—A Loss in 1911—More Information Wanted.

*By Henry Johnson, Jr.

Quebec, May 25, 1912.

The Canadian Grocer:

Dear Sirs,—Some time ago I found the enclosed statement of one of your reader's business for his first year. This seems to work out all right in his particular case, but I have compared my figures of my last year's business, as well as the figures of my business since I started in business, January 1, 1909.

In both of these statements, which I enclose, you will find that I have included my living in with the general expense, and all of the expenses are included in the one amount.

I note that you have a question department connected with your paper. If this is not too much trouble for you, I would like to have you look over my figures and if my figures are not correct, will you kindly send me a corrected statement of the same, according to the enclosed statement.

I find that on the three years' business I have made $679.41, and on my last year's business I find that I have lost $389.50. Neither one of the amounts compares with my figures on my old way of figuring, and I would like to get your figures.

I would also add that I am doing business on $900, borrowed capital. I have had a great deal of sickness, which extra is added to my personal expense, which is included in the general expense. I trust I may hear from you at your convenience, and thanking you in advance, I am,

Very truly yours,

C. F. C.

P.S.—I would kindly ask you not to publish my name or place of business, but, if you choose, you may publish the statement.

A Two-year Statement.

The statement to which my friend refers is an old one which, while admirable in form, seemed, on close examination, to strain some points, and the fact that the firm failed later on, should seem to indicate that the strain reached the breaking point. So we can pass that and see what may be suggested to this correspondent.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Have All the Facts.

I wish he had given me the whole story. He says these figures do not agree with some other he has made. Question is, are all the facts here? If so, we can maybe help a bit. Otherwise, this will be waste of labor.

I cannot but think that the statement that he is doing business on $900 of borrowed capital is incomplete. That is to say, he may have $900 of borrowed money, but he must also have had some other capital. For you can see that, on the basis of only $900, he turned his entire capital over 17 times annually on the average in 1909, 1910 and 1911. Then he shows that he has turned his stock only a little better than six times in 1911. This would make his other two years show up at over 20 turns of the entire investment in a year. If he had only $900 to begin with how did he acquire that stock of $2,333.39; not to mention some fixtures, etc., that must have been there at that time?

What Profit Appears to Be.

The statement does not list any debts in detail. If the "Bills Payable" of $1,913.26 covers everything; if the tools and fixtures account is conservative; if the bills receivable are all good, then it looks to me like the net profit made during the three years is $1,629.86. I may be missing something; but that is how it looks. Here is how I get it:

Stock and fixtures accounts, January 1, 1912, amount to $4,178.90. Cash on hand is $302.46. Bills receivable show $1,396.15. Add these together and we have tangible resources of $5,877.51. Going back to January 1, 1909, we find that we had stock of $2,333.39. We must account for that and also for the $1,913.26 that we now owe. These two make a total of $4,247.65. Take that from the other total of $5,877.51, and we have a remainder of $1,629.86, as stated, for net gain during three years.

Further Details Desired.

I think I shall have to ask for fuller details. I want to know just what went into the business January 1, 1909. Give me a clean statement showing just what you had, what you paid, what you owed, etc. Then give me details of expenses also. There is often something wrong where "everything is put into one account." Think it all over, so as not to miss anything. Remember that I know only what you tell me, so my aid may be rendered of little value if the data be not full and complete.

One very encouraging sign I think I see—no, two. One is, that my friend is not inclined to fool himself much. He depreciates things. He figures things out logically, without seemingly sparing himself anywhere. He appears to look facts in the eye. Then when things do not work out right, he immediately asks for help. This is an excellent point. Advantage No. 2 is that he has $302 on hand in money. That looks as if he is not exactly "broke." A man is not lost who has some ready money on hand. It may not be enough to carry things over all at once, but its presence is usually reassuring—indicates that the buffer is apt to be present all the time.

Expense Looks Low.

Examining his figures a bit further, we find that the sales exceed the cost of merchandise by $9,158.41. That is so near 19 per cent. that we can call it that for the present purpose. The expenses given as $6,648.30 we shall call $6,650 for easy figuring. This makes an expense ratio of 13.85 per cent., which is so very moderate that it looks suspicious—without casting any evil suggestions, I shall have to be "shown" on this. But taking it as it is stated, the difference between the 13.85 per cent. and the 19 per cent. is 5.15 per cent.—so we should have a net profit of 5.15 per cent., or $3,120 for the three years. As I have stated above, the best I can get out of these figures is a net gain of $1,629.86, so we seem to be short $1,490.14. Of course, I am not unmindful of the fact that my correspondent claims to have made only $679.41; but I am getting what I can out of the figures.

Another indication, by the way, that expenses are not all included under that one account is the depreciation on fixtures of $49.84. That item should have gone into the expense account—if we are going to have it "all in one account." Maybe interest on investment is not included. How about that? How much?

Poor Showing in 1911.

The year 1911 shows up rather badly. There is a spread between amount paid for stock and sales of only about $3,000, which shows only 15.30 per cent. gross margin against expenses of 14.1 per cent.; but at the same time the stock has been depleted about $300, which makes our gross margin only about 13.8 per cent., so that we show an actual loss. There is something radically wrong with this business. For even with sickness and all that, the expense shown this last

year is only a trifle over 14 per cent., which cannot be called heavy as things run nowadays. Either expenses are not all reckoned, or some figures are omitted, or there is some shrinkage not noted.

Maybe somebody is stealing from my friend.

Let us have the remainder of the facts, Mr C., and I shall try very hard to help you land on the real difficulty.

Employe Who Missed Two Days in 21 Years

Two Years Ago He Became Grocery Store Proprietor — Not Afraid of Work—Opinion on Delivery—Making Casual Customers Permanent—Evidence of Selling Value of the Window.

Barrie, Ont., July 4.—(Special)—If a man as an employe misses only two days' work in 21 years, he has a record to be proud of. Anyone would say he is gifted with one of the main characteristics of a successful employe—that of being fond of hard work.

Before entering the grocery business some two years ago, Alfred Rayner, a Barrie grocer, held the above record in his former work. During only two of the working days in 21 years was he absent from his daily labors—and he has been on the job since he opened his grocery store.

Mr. Rayner's experience as a dealer in groceries has taught him a few successful methods in holding and gaining trade. One of them is prompt delivery.

"If a woman telephones for her groceries and wants them at a certain time, I figure that the horse might just as well be delivering them as standing at the door He eats just as much whether he goes or stays and I find that being prompt has made permanent customers out of casual buyers. Some tell me they appreciate the way the goods are delivered."

No Saturday Night Delivery.

More than a year ago, the Grocers' Association in Barrie arranged last delivery hours by which all were to abide. For instance, the majority decided in favor of no delivery before noon of goods ordered after ten o'clock, and none in the afternoon if ordered later than four o'clock. This, however didn't last. It is Mr. Rayner's opinion that had the hours been 11 and 5 respectively better results would have followed, because then customers would have had no excuse. He felt that 10 and four were too early to take the delivery wagon off the road. Goods ordered after four had to be held over until the following morning, creating, he maintained, a congestion at a busy time.

At any rate the regulation did not hold and now each dealer suits himself in the matter.

"But one good result of the association," says Mr. Rayner, "is that we have no delivery after 6 o'clock on Saturday nights. This gives the drivers a chance to get home early and as everybody in Barrie knows of the rule, the grocers have few if any requests for late Saturday night deliveries."

Direct Sales From Displays.

Mr. Rayner has many evidences of the power of the window to make sales. Recently he displayed some 5-cent jars of marmalade and the results even surprised himself. He placed a price ticket on the display and he believes this is the reason so many asked about the line. One woman thought the small jars contained honey and came to purchase a jar. Mr. Rayner, of course, had a stock of honey and sold her a large pail as well as a jar of the marmalade.

On another occasion he placed a 10-cent ticket on some baskets of pineapples. The pines were small and he could well afford to sell at that figure.

"In a short time," he says, "I had them all sold, three people buying the lot for preserving."

Less Work in Bookkeeping.

Mr. Rayner has a bookkeeping system which he claims eliminates much of the work and worry he formerly had. It is the system which brings up to date, the amount of the accounts of all credit customers. With every purchase, the customer has her account totalled to date so that there is not the same tendency to allow the grocery bill to accumulate to large proportions.

Stopping Big Alterations Significant

Prospects of the T. Eaton Co. Moving to Corner of Carlton and Yonge Streets—City May be Asked to Assist in Straightening College Street—What About the Old Building?

Toronto, July 4.—(Special)—There is apparently "something doing" so far as the T. Eaton Co., and the block of land at the corner of Carlton and Yonge Streets are concerned. As pointed out some time ago in The Grocer the block north of Carlton on Yonge Street has been acquired by some party and it was surmised that the department store was the purchaser.

The stopping of extensive alterations planned on the old building at considerable loss to the company, would indicate that they intend to make a start at a no far distant date.

Large Ground Floor.

One of the features of the proposed new building, it is claimed, will be an extensive ground floor space. The company realize that the major portion of their business is done on the street floor, and it has even been said that the percentage runs as high as 75, and that this important point will be kept in view in the designing of the new building.

The main business corner of the city is Yonge and Queen, where both the Eaton and Simpson stores are located. This corner is the favorite haunt of those in search of the so-called bargains. It is the supposed idea of the Eaton Co. to transfer this centre of business activity to their new location, and the city will be asked to assist them in this.

May Want College Street Straightened.

They will probably ask the city to remove the jog between College and Carlton streets, or in other words to make College one continuous and main thoroughfare. Of course, this would be much to the advantage of the Eaton store. Also, it would be in the nature of public improvements, and the other retail merchants of the city would necessarily have to contribute to the cost of providing the big store with a better location than it would otherwise have.

Nor will the mail order portion of the business be forgotten in the general expansion. It has been suggested that the old building may be used for this purpose, but this is unlikely. Provisions for this will probably be made in the new building. Some of the old buildings may be retained for manufacturing purposes.

A GREAT CANNING COUNTY.

It is estimated that $100,000 is being invested in canning factories in Prince Edward County, Ontario, this year. Six new plants are going up, small ones at South Bay, Northport, Picton, Consecon and Wellington, and the Beaver Co.'s factory at Bloomfield costing $40,000. With the completion of these, Prince Edward county will have 20 canneries.

Current News of the Week

Quebec and Maritime Provinces.

D. A. Morrison, of Morrison, Ltd., wholesale dealers, Amherst, N. S., has been elected managing director of the McLean Milling Co., Ltd., Amherst.

One report from Nova Scotia regarding lobsters says that pack west of Halifax will probably be found to be about an average one, while the eastern shore men are having about as good an experience as they had last year, and the Cape Breton men a little better.

A. P. Tippett, of A. P. Tippett & Co., is visiting the various factories of the Thistle Canning Co. on the Bay of Fundy this week.

It is with regret that we have to announce the death of George H. Ramsay, Montreal, of Ramsay's, Limited, biscuit and confectionery manufacturers. Mr. Ramsay was the Montreal manager, and was at business on Friday, prior to his sudden death on Monday last. We take this opportunity of extending our sympathy to his brothers in the Vancouver branch.

Ontario.

Many of the merchants of Kingston, Ont., have signed an agreement to close their stores daily at 5 p.m., Saturday except, during July and August.

Wm. C. Miller, a Toronto grocer, and secretary of the Ontario Retail Grocers' Association, was injured by being struck by an automobile last Saturday evening. He was thrown to the pavement and suffered a number of bruises about the body and legs. He is still partly incapacitated, but manages to get to the store every day.

City Solicitor Johnston, of Toronto, has given it as his opinion that any by-law which the council might pass against the shouting of hawkers on the streets would be ultra vires.

Stewart Oliver, of Jas. Lumbers Co., wholesale grocers, Toronto, has returned from holidaying near Ottawa.

Among the retailers from Ontario points who were in Toronto this week were:—W. A. Brunton, Newmarket; Louis Kaufman, Shawanaga; T. G. Hawkins, Janetville; T. Shephard, Caesarea; Mr. Rehder, Paris, and W. Watson, Coleraine.

The Cheese Board, of Belleville, Ont., district is sending a specimen box of cheese to the London, Eng., office of the Ontario Government, where it will be placed on exhibition. The cheese industry is being extensively advertised by John Elliott, president of the Board of Trade, by means of photographs of dairying in Hastings and Prince Edward counties. Mr. Elliott is leaving for England shortly.

N. H. Stevens, of the Canada Flour Mills Co., has bought the Dominion Milling Co.'s mill at Dresden, Ont.

W. C. Omand, flour exporter, Board of Trade Bldg., Toronto, is on a visit to Great Britain.

W. C. McCuaig, who has been manager of the Walker Bin & Store Fixture Co., Berlin, Ont., is leaving Canada for the head office of the company in Pennyan, N. Y., to take charge of the work of developing the organization in the United States. The Canadian company first began business under the management of Mr. McCuaig, in Brampton, in 1905, and since 1906, has been manufacturing in Berlin.

The business carried on under style of Underdown & Crichton, Limited, will in future be known as F. W. Rowley & Co., F. W. Rowley having acquired the whole interest in former. The addresses, however, in London, Eng., and Denia, Spain, will remain unchanged.

E. Bong & Co., grocers, and J. C. McGladdery, grocer, London, Ont., have sold their businesses.

Crabtree & Trowbridge, grocers, Ottawa, have succeded Baxter & Trowbridge.

Wm. Smith, grocer, Ottawa, has discontinued business.

J. F. Honor, grocer, Port Hope, Ont., has sold his business.

A. Rumford, grocer, Thedford, Ont., is moving his stock to Forest.

A. H. McNabb, grocer, Thessalon, Ont., has disposed of his business.

H. A. Sydie, general merchant, Pefferlaw, Ont., has sold to Mr. Boddley.

Jas. W. McDonald, general merchant, Oberon, Man., has sold to G. J. Brown.

The Wm. Beatty Co., general merchants, Parry Sound, Ont., have commenced the erection of a large new store.

Western Canada.

Cereals will be packed by the Western Canada Flour Mills Co., Winnipeg, the Pneumatic Scale Corporation, of New York, having the contract for the installation of the plant.

„The Lynn Valley general store, North Vancouver, B. C., will soon occupy the corner block at Centre and Pipe Line roads.

A. R. S. Sparling, a retired wholesale grocer from Hamilton, Bermuda, is in Western Canada, looking after some interests there.

A petition is in circulation among the grocers of Winnipeg, to make Wednesday afternoon a half-holiday during July and August. Already the central part of the city have agreed and will close, starting from June 26. Providing, any week a public holiday is declared, the stores will not close Wednesday afternoon.

W. H. Colborne is opening a grocery store at Fort William.

The brake on his automobile giving way while ascending a hill, Wm. Hill, general merchant, Markdale, Ont., narrowly escaped a severe accident last week. The car was damaged considerably.

The following foodstuffs were condemned by Winnipeg Health Department in May:—Beef, 300 pounds; veal, 349; pork, 98; poultry, 5; fish, 500; fresh and dried fruits, 500; vegetables, 600; butter, 431; canned goods, 1,102, and flour 300. This makes a total of 4,230 pounds.

The J. F. Cairns' big departmental store at Saskatoon, Sask., was destroyed by fire. Mr. Cairns founded this store in 1902, having once been a high school teacher in Chatham, and later manager of opera houses in different places.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you desire the manufacturer of any line of goods, where an article can be secured, etc., etc., write us.

Editor Canadian Grocer. — Can you tell us the name of any firm in the West handling potato flour in packages? If so kindly let us know. We would also like to know who handles Farrows Net peas in sacks. M. & M.

Saskatoon, Sask, June 25, '12.

Editorial Note.—Ruttan & Chapman, Fort Garry Court, Maint St., Winnipeg, handle Farrows' Patent Net Peas in net sacks. Can any of our readers tell us who handles potato flour?

Latest Review of the Grocery Markets

Sugar Still Continues Weak—Further Re-adjustment Anticipated—Another Reduction in Canadian Sardines—Competition Among Packers Is Keen—Manilla Wrapping Paper Firmer and Higher—Corn Syrups Down 10c. Case in Manitoba.

QUEBEC MARKETS.

POINTERS:—

Sugar—Still weak.

Seeded Raisins—Slightly lower.

Brown Wrapping Paper—Lower.

Montreal, July 4.—The first week of July has started off quite satisfactorily for wholesale grocers, general lines as well as picnic and camping goods showing a fair movement.

There has been no further change in sugar, but market still gives indications of weakness. Local price is now $5.05, as compared with $4.65 one year ago.

Brown wrapping paper is quoted down 15 cents per cwt.

SUGAR.—Last week a full shilling decline on beet sugar took place in Europe, and New York weakened in sympathy. The market at time of writing is still weak, and traders seem to be going slowly because some weight must be placed on the chances of a good crop on the Continent, and on the probability of the Cuban crop now ending being far in excess of the previous record crop in 1910. Prices are still considered high, and there is not enough confidence in the situation to warrant the trade purchasing more than will meet current requirements. Of course, a further drop in price would mean increased consumption, but conditions have been so uncertain during the past year that no one feels inclined to purchase in quantities on chance of the increase coming along. This being so, sugar may be offered on low terms to induce buying. On the other hand, it must be remembered that there is a fair amount of preserving going on, but owing to bad weather and adverse fruit growing conditions, busy period is somewhat ahead yet, and consumption should then be on a large scale.

It looks, therefore, that there should be a readjustment soon as the steady declining on the Continent and dropping of raws in Cuba make it seem as if refined prices cannot be maintained. Still it is more than hard to make any definite statement so great is the fluctuation in this particular line.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—Quite a fair amount of business is moving in molasses, there being a good demand. Syrups are a little on the slow side, as might be expected. All prices remain unchanged.

Fancy Barbados, molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUIT.—As stated in previous issues, optimistic reports have come to hand relative to prospects of new crop of Californian prunes, and as a result offerings are small, lower prices being expected. While there are few particulars to be had, it is rumored that England is buying prunes freely. Apricots are not receiving as much attention as usual, and the market on the whole is dull, while peaches are easy, and will remain so unless some reports reach the trade to kill the present hopes for a fine crop.

Raisins have not been moving freely of late, and the supplies on spot have no doubt brought about the decrease in two varieties, as indicated in quotations.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS. — The market at present is steady, there being more inclination on the part of the trade to stock up. The situation in the far East is steady, advices, however, from Hankow stating higher prices.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 35
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Quiet conditions have prevailed in the coffee market lately, the demand being principally routine. There is little of interest to note, prices remaining unchanged.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

NUTS.—The market at present is in a rather uninteresting state, as we are now in a dull season when business is mostly done with manufacturers and confectioners. The new crop of walnuts, according to an advance from Bordeaux, will only amount to one half of last year's yield, but prices are not likely to be made until the nuts are in store. According to other estimates the coming crop of Sicily filberts will also be away below last year's output, so that it seems that prices will stiffen up a bit and that shortly a better turn of business should take place.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 11
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

SPICES.—Market rules firm. Peppers are still moving upward, the white varieties in particular being strong. Nutmegs are moving freely, and in fact there is complete satisfaction expressed

with the business being done in all lines.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE AND TAPIOCA.—It may be quite possible that things have been somewhat exaggerated as far as the Eastern rice situation is concerned, and while we have reported according to advices received from the East by responsible firms, etc., nevertheless here is a slowness now noticeable in the market which makes one somewhat suspicious. Reports from the South indicate higher prices before new crop is harvested, while there is also a better demand in New Orleans. However, it is hard to say just what will be the outcome until a full explanation is to hand of the Eastern situation, although we feel confident that stocks must be pretty nearly depleted.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 75	3 85
Rice, grade B, bags, 100 lbs.	3 75	3 85
Rice, grade B, bags, 50 lbs.	3 75	3 85
Rice, grade B, ½ pockets, 12½ lbs.	3 95	4 05
Rice, grade B, pockets, 25 lbs.	3 85	3 95
Rice, grade C.C., bags, 250 lbs.	3 65	3 75
Rice, grade C.C., bags, 100 lbs.	3 65	3 75
Rice, grade C.C., bags, 50 lbs.	3 65	3 75
Rice, grade C.C., pockets, 25 lbs.	3 75	3 85
Rice, grade C.C., ½ pockets, 12½ lbs.	3 85	3 95
Patna, polished	4 30	4 35
Pearl	4 85	4 95
Imperial Glace	5 25	5 35
Sparkle	5 40	5 50
Crystal	5 40	5 50
Snow	5 70	5 80
Ice Dips	5 95	6 05
Caroline Rice	7 25	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS—

Sugar—Still weak.

Wrapping Paper—Firmer and higher.

Domestic Sardines—Prices lower.

Toronto, July 4—The first week of July finds a satisfactory movement of groceries. At least local jobbers have no complaint to offer regarding business, it being regarded as well up to standard for season. General lines are moving out well, while there is more life to camping and picnic supplies. Preserving season is developing and sugar is selling better, while sealers, rubbers rings and other preserving supplies are in demand.

Manilla wrapping paper has continued to firm and is quoted higher again by some manufacturers. Early in June there was an advance of 10 per cent. At least this was the upward movement noted by one firm which has since added another 5 per cent. on to list prices.

SUGAR.—There has been no change in refined during past week, price ruling at $5.15 locally as against $4.75 one year ago. Market is still weak and further readjustment is generally anticipated. Good showing of Cuba and continued favorable reports from European beet crops are the chief bearish features.

There is a fairly good consumptive demand but retailers in absence of any indication of higher prices pursue a hand-to-mouth policy.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUP AND MOLASSES.— There has been a reduction in corn syrups at Winnipeg but local prices are unchanged. This is most certainly not the big season for this line but trade is reported as quite up to standard for time of year.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals. 12 to case	5 40
¼ gals, 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS. — As far as spot dried fruits are concerned there is nothing or little to report. There is a certain demand but it naturally lacks life.

Future prunes show little change. Packers are quoting slightly easier prices on some lines of apricots. Prospects are for a good-sized crop of California raisins.

Valencia raisins look good so far and a price of 25 shillings is quoted which is much the same as last year's opening price which was,however followed by a slight decline.

A good crop of currants is expected and price is slightly below last year. There is a tendency to look for lower prices. "I am not recommending customers to buy," said one broker.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 11	0 11½
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes	....	0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 11
Slabs	....	0 13½
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Figs, 2 to 2½ inches, per lb.	0 09	0 13
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

COFFEE. — There is no particular change in coffee situation locally or on primary markets but a fair undercurrent of steadiness prevails. Deliveries have again been on the increase but trade appears to be becoming more impressed that crop soon to be on the market will be a small one and that it will be late in getting to the seaports. Demand locally is fair for season.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is no change in local quotations but as pointed out before general firmness prevails. Perhaps most prominent in this behalf at present are peppers and cloves. Celery seed maintains the position reached during the late spectacular advance.

	5 and 10 lb. Tins.	¼ lb. pkgs.	⅛ lb. tins doz.
Allspice	15—19	60—0 70	70—0 80
Cassia	20—32	85—1 15	95—1 25
Cayenne pepper	23—33	80—1 06	90—1 15
Cloves	23—29	75—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	30—60	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb. in bulk	....	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Steadiness is still present in rice, but there have been no changes recently. Some very disquieting reports have been coming forward from the producing sections in the East. Trade is on a normal basis.

Standard B., from mills, 500 lbs. or over, f.o.b., Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83
	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05
Patna	0 05½	0 06
Japan	0 05	0 07
Java	0 06	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Trade on whole is rather quiet. Reports say Brazils continue to be brought into primary market in good sized quantities. France looks for a fair sized crop of almonds and a moderate crop of walnuts. Tarragona almond crop is reported short in Spain. Everything points to a large crop of filberts in Sicily.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16

Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Some of the foreign beans imported were as one importer admitted, "Nothing to blow about." Still some more are being brought along. There is a difference in quality and prices vary. Canadian beans are scarce.

Prime beans, per bushel	....	2 85
Hand picked beans, per bushel	....	2 95
California Lima beans, lb.	....	0 08

CANNED GOODS.

TORONTO.—Competition is apparently keen in domestic sardines. A few weeks ago there was a cut of 15 cents per case made by packers. At least, some firms cut the price that much, and others followed suit. Since then another ten cents has been lopped off prices. It appears like a price-cutting war, and there is a probability of it being further continued. Although this is not supposed to be a big year in sardine pack, anxiousness of packers to sell would seem to indicate that they look for a big yield.

Opinions vary on spot corn, and peas, or conditions vary with different houses. This is shown by statement of one house that "We are asking a premium on corn," and that of another house that, "There may be a surplus of corn."

Canners are commencing to pack peas, which look fairly good. Tomatoes and corn are not far enough advanced to form any accurate idea as yet.

Fact that a large yield of strawberries could not be expected has been pointed out before. Dry, hot weather of past two weeks has been rather bad for advancement of raspberries and lawtonberries.

MANITOBA MARKETS.

POINTERS—

Corn Syrups—Down 10c case.

Sugar—Weak.

Prunes—½c off.

Winnipeg, July 3.—Last week was one of considerable activity in wholesale grocery trade and both country and city orders have been coming in satisfactory volume. Two factors have however come into existence that make outlook anything but encouraging for future business. The extreme heat and generally dry weather prevailing will if longer prolonged seriously affect the crops. The other factor is breaking out of serious labor troubles in the city which unless speedily setttled will throw several thousand men out of employment and cause serious loss and inconvenience generally.

Sugar is weak and a further decline is anticipated. At the same time there is an excellent demand for this commodity.

Syrup has declined 10 cents per case for 2-lb. tins and proportionately for other sizes.

Canned meats have generally advanced.

SUGAR.—As announced last week sugar declined 10 cents on all lines. Market is reported weak. Demand is excellent.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 00
Lump, hard, in bbls.	6 50
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—Corn syrups have declined in sympathy with sugar. There is but a light demand at this season when butter prices are at their lowest.

Syrups—		
24 2-lb. tins, per case	....	2 38
12 5-lb. tins, per case	....	2 78
6 10-lb. tins, per case	....	2 60
3 20-lb. tins, per case	....	2 67
Half-barrels, per cwt.	....	4 20
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS.—Prunes have dropped ½ cent following reports of heavy crops on Pacific coat. Evaporated pears are 1 cent per lb. lower and orange and citron peel are reported very firm and liable to go higher.

	Per lb.
New Prunes—	
90-100s, 25s, s.p.	0 07
99-100s, 10s, s.p.	0 06½
80-90s, 25s, s.p.	0 07½
80-90s, 10s, s.p.	0 08
70-80s, 25s, s.p.	0 08
70-80s, 10s, s.p.	0 08¼
60-70s, 25s, s.p.	0 08½
50-60s, 25s, s.p.	0 09
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05½
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 28s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 28s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEE.—Prices are steady with no prospect of an immediate change.

Roasted Rio, per lb.	....	0 22
Green Rio, 5's, lb.	....	0 17½
Green Rio, 7's, per lb.	....	0 16¾
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

BEANS.—Prices are unchanged and demand moderate.

Beans, 3-lb. picker, per bushel	....	3 00
Hand picked, per bushel	....	3 10
Peas, split, 100 lbs.	....	4 00

NUTS.—No further changes in prices are announced and there is a first-rate holiday trade.

	Per lb.
Nuts—	
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 09½
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 14
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27½
Walnuts, shelled, in less quantities	0 28½

WINNIPEG.

FRUITS AND VEGETABLES.—The extreme heat of the past week has given a great impetus to the fruit trade which has been active. Lemons have advanced and there are other changes in prices to be noted.

Fruits—		
Apricots, crate	....	2 00
Water melons, doz.	....	7 00
Bananas, bunch	2 50	3 50
California lemons, crate	....	7 00
Cauliflower	....	3 50
Cucumbers, doz.	....	1 50
Florida celery, dozen	....	1 65
Cherries, case	2 25	2 75
Florida tomatoes, crate	....	5 50
Limes, box	....	2 25
Messina lemons	5 00	5 50
Washington apples, box	3 00	3 50
Onions, Cal., sack	....	3 50
Onions, Bermuda, case	....	2 75
Peaches, crate	....	2 00
Plums, crate	....	2 50
Peppers, basket	....	1 25
Potatoes, per bushel	....	1 10
Carload lots, F.O.B.	....	0 80
Pineapples, case	4 00	4 25
Raspberries, case	....	5 00
Florida tomatoes	....	5 00
Almeira grapes	5 50	8 00
Oranges, Valencia	4 50	5 00

WINNIPEG.

FLOUR AND CEREALS.—Two of the big milling companies announced an advance of ten cents per cwt. on patents on Saturday and other companies will likely follow suit. The advance is due to the advanced price of cash wheat.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 69
40 lb. sack	....	1 35
80 lb. sack	....	2 65
Granulated oatmeal, per cwt.	....	2 90
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 20

NOVA SCOTIA MARKETS.

Halifax, July 3.—Some local dealers are importing pork products from Chicago. Lard and canned meats packed in Chicago have been sold in Halifax before, but now dealers are importing hams and bacons. With the duty the stock comes high, but the dealers say it finds a ready sale.

Sugar situation continues unsteady, and tendency is downward. United Empire is one cent per pound less than a month ago, and three-fifths of a cent on other grades. Standard granulated is now quoted at $5.20, and United Empire at $5.00.

Molasses is steady at 35 to 36 cents for fancy Barbadoes, but it is likely to go higher in the near future.

The bottom has dropped out of potato market and there is a big slump in prices. Farmers who were holding for higher prices are marketing them now, and the price has dropped to 80 cents per bushel. Some new American potatoes are now on the market.

Reduction in the Price of New Potatoes

Result of Increased Supplies—Old Stock Off at Some Centres in Sympathy—Strawberry Season Said to Be at Its Height—Pines are Coming to a Close—Tomatoes in Better Supply—California Fruits Coming Along.

One of the important features of the week is an appreciable reduction in prices of new potatoes. Under the liberal receipts which have been pouring out of Virginia the market could not hold up and more reasonable figures were the result. There is a big tadre now being done in this line. In a couple of weeks New Jersey will begin to contribute to supplies. In sympathy with trend of new potatoes, old stock at some centres has continued the easier trend which the first drop in new ones started.

The strawberry season has reached its height or almost so—at least in some of the provinces. Season this year has been considerably behind last year but warm bright weather of past week has ripened up the berries and prices have accordingly eased. With 50 to 60 percent. of a crop beng expected, no really cheap berries can be expected. One Ontario fruit firm comes out emphatically this week in its circular and says: "Dry weather together with short acreage and extra heavy demand is causing prices to remain firm and we advise our customers to order their preserving supplies this week as prices will not be any lower this week."

With exception of potatoes, there is no material change in general vegetables. Tomatoes are coming along in better supply from Texas and Mississippi at lower prices. Florida shipments are done.

There are a few pineapples coming but season is fast approaching the end of its tether. Oranges are rather inclined to firmness.

MONTREAL.

GREEN FRUITS.—Prices are still on high side for many lines but demand is particularly good considering. Oranges are not so plentiful and Valencias are mighty scarce. Usually large cases of Valencias reach this market annually, but none have turned up in this particular packing owing no doubt to shortage in centres of production. Two weeks ago oranges could be bought at $2.25-$2.50,but a glance at quotations will soon show the difference and how they have been moving up. Lemons are selling well and present prices may be maintained if warm weather keeps up, in spite of general weakening tendency which prevails when new crop starts to reach this market. Strawberries are becoming cheaper but prices are inclined to fluctuate according to quality. Pineapples are becoming firmer owing to falling off in supplies and we will not be surprised to see higher prices if present conditions continue.

The caterpillar is doing considerable damage in many orchards and plantations and it is evident that drastic measures must be taken to arrest its depredations. The present season has certainly served to prove conclusively the value of scientific horticulture inasmuch as it has shown just what effective spraying means. It is interesting to

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Lemons	3 00	3 50
Limes, box	....	1 50
Oranges—		
Navels	3 50	4 00
Mexican	....	2 50
Sorento	2 00	2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 08	0 10

VEGETABLES.— Local wholesalers are quite pleased with the encouragink demand in face of high prices but after all the consumer needs vegetables and present high quotations seem to have little diminishing effect on demand. Chief cause of high prices may be attributed to short crops. Sweet potatoes, for instance are not to be had everywhere; while fancy tomatoes, parsnips and garlic are all being entered on the "supplies wanted" list.

Potato market is somewhat weaker than usual owing to fact that old potatoes here are being replaced by American barrels which are fairly cheap and good value for the money. Conditions in Quebec Province as far as the farming communities are concerned, are in a backward condition owing to adverse growing weather and heavy rains accompanied by cold winds. The farmers as a body are not inclined to talk business to buyers and if full credit is to be given reports to hand, their plight is certainly discouraging.

Beans, green, hamper	....	2 25
Wax beans	....	2 25
Carrots, boxes	....	5 00
Cabbage, crate	....	3 00
Cauliflower, dozen	1 25	3 00
Celery, Bermuda, crate	....	9 00
Cucumbers, basket	2 00	2 25
Peppers, green, crate of 6 baskets	....	4 00
Lettuce, Boston, doz.	....	0 50
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04½	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 50
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinage, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes—(Florida)—		
Choice	3 75	4 00
Fancy	4 00	4 50
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS .— Dominion Day stimulated trade in fruits last week while generally brighter and warmer weather has been beneficial to demand. Strawberries now occupy a prominent position on the market, this being a big week in which preserving is well under way. One firm in circular sent out this week said: "With any real hot weather strawberries will ripen up fast and we think crop will not last long. We do not look for any real cheap berries." Prices are lower this week but fluctuate according to supply and demand.

Cherries are in better supply and cheaper. California fruits are quite a feature, peaches, pears, apricots, plums and cherries being offered. Georgia peaches were offered this week in six basket carriers at $2.75. Cantaloupes are down to $4 to $5 per case.

Lemons are moving quite well and market is firm. Pineapples are closing up fast and it is difficult to get a line on prices this week.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, qt. box	0 16	0 18
Lemons, fresh cuts	2 25	3 50
Lemons, November cuts	4 00	4 50
Lemons, California	....	3 50
Lemons, Verdelli	....	4 75
Limes, per 100	....	1 50
Oranges—		
California navels	3 00	3 50
California, late Valencias, case	....	4 25
Tangerines, half box	1 50	2 00
Pineapples	3 00	3 50
Strawberries, quart	0 08½	0 13
Rhubarb, per dozen	0 00	0 40
Watermelons, each	0 50	0 65
Canadian Cherries, black, 11-qt. basket	....	1 50
Canadian Cherries, white, 11-qt. basket	1 00	1 25
Gooseberries, 11-qt. basket	1 00	1 25
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Apricots, box	1 50	1 75

Plums, box	2 00	2 50
Cherries, box	....	1 50

VEGETABLES.—The big feature of week is reduction in prices on new potatoes which are now down to $4 to $4.25 per barrel. There is a good demand for them. Old stock is rather on easy side in sympathy, New Brunswick Delawares selling at $1.70 to $1.75.

Tomatoes from Texas and Mississippi are now coming along in 4-basket flat crates, being easier at $1 to $1.50 per crate. Cabbage tend downward under liberal supplies while there is a generally firmer feeling in onions this week.

Asparagus, Canadian, basket	1 75	2 00
Beets, new, hamper	....	1 50
Carrots, new, hamper	1 75	2 00
Cabbage, new, per crate	2 50	2 75
Cucumbers, Florida, hamper	2 00	2 25
Green beans, hamper	....	2 50
Egg plant, each	....	0 25
New radish, per doz.	0 12½	0 15
Onions—		
Egyptian onions, 110-lb. bags	....	3 00
Texas onions, 50-lb. crate	....	2 00
Potatoes, N.B.	....	1 75
Potatoes, P.E.I.	....	1 60
Potatoes, Ontario, bag	....	1 65
Potatoes, new, bbl.	4 00	4 25
Green peas, hamper	....	2 50
Tomatoes, flats, 4 basket crate	1 25	1 50
Spinach, hamper	0 90	1 00
Wax beans, hamper	2 50	2 75
Green peppers, case	....	6 00
Green peppers, basket	....	1 25

Rolled Oats Decline 15 cents Per Barrel

Change Made on Tuesday—Market Rather Steady at Decline —Weather a Big Factor in Market for Next Couple of Months —Domestic Flour Trade is Fair for Season—Export Business Slack.

Roller oats declined 15 cents per barrel, or 7½ cents per sack on Tuesday of this week. This was not altogether expected, as a week ago the tendency was rather to steadiness. However, raw material market taking a slightly easier turn, and demand as usual at this season, being inclined to quietude, a reduction was decided on by millers. Since it has been announced there is rather a stronger tone to raw material, so that market at decline is rather steady.

For the next couple of months, the weather will be an important factor in swaying the grain markets as well as determining the trend of flour and cereal prices. The dry and hot weather in the Canadian Northwest has stiffened prices of wheat in Winnipeg of late. And so it will continue, for prices will change either upward or downward, according to meteorological conditions.

There still continues a rather strong front to Manitoba flour. As mentioned last week, several mills have advanced prices in Western Canada, although there is no change elsewhere. Market is, however, steady, for good milling wheat is rather scarce. Besides, as has been pointed out before, recession in mill feed prices throws greater strength on flour.

Demand for flour is on a fair scale for season, although it is natural at this time of year for retailers to pursue a hand-to-mouth policy. Export trade in flour continues slack.

Weather is not conducive to heavy consumption of cereals. Lighter lines are in best demand. Export trade in oatmeal continues slack.. A report from England says that buyers are well loaded just now, and that there will be little interest before new crop.

MONTREAL.

FLOUR.—There is a fair volume of business passing with a good demand from the West, and a steady call from across the water. Prices remain steady, and the situation throughout is strong.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

CEREALS.—Market for rolled oats last week was fairly strong, and things pointed to an increase, but competition has been considerably heavy during past few months, and as a result prices have unexpectedly dropped 15 cents a barrel.

Fine oatmeal, single bag lots	....	2 56
Standard oatmeal, single bag lots	....	2 56
Granulated oatmeal, single bag lots	....	2 56
Bolted Cornmeal, 100 bags	....	2 35
Rolled oats, jute bags, 90-lb. single bag lots	....	2 42½
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 47½
Rolled oats, barrels	....	5 10
Rolled wheat, bbl.	....	2 [illegible]

TORONTO.

FLOUR.—There has been no change in Manitoba patents, but steady feeling is still present in market, which is natural under the lower prices for mill feeds. Trade appears to be fair. While some millers report that demand is not brisk, they claim it is up to standard for season.

Feed flour is quoted from $31 to $33 per ton.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	5 10	5 40
Patents, 90 p.c., domestic consumption..	4 80	5 10
Straight roller, domestic consumption ..	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS.—A reduction of 15 cents per barrel, or 7½ cents per sack, was made in rolled oats on Tuesday afternoon. With trade rather inclined to quietness, as is natural at this time, when a weaker turn developed in oat market, a reduction in price of finished product was decided on. Since then raw material market has rather stiffened up, injecting a tone of steadiness into the market since decline.

As expected at this time of year, retailers pursue a hand-to-mouth policy with cereals.

Rolled oats, small lots, 90 lb. sacks	....	2 42½
Rolled oats, 25 bags to car lots	....	2 32½
Standard and granulated oatmeal, 98-lb. sk.	....	2 56
Rolled wheat, small lots, 100-lb. bbls.	....	2 90
Rolled wheat, 5 barrel to car lots	....	2 80
Cornmeal, 100 lb. bags	2 35	2 40

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—There still continues a wide margin between prices of bran and shorts. While bran is now down to $21 in car lots, shorts hold at $25 to $26 per ton. Middlings are quoted at $28.

Fish Should Sell During Warm Weather

As it is a Warm Weather Food—People do not care for Heavy Meats at This Season—Trade Almost Totally in Fresh Lines—Lobster Packers up in Arms Against New French Law Relative to Canned Lobsters.

Fish trade is reported as satisfactory from most centres throughout the Dominion. It should be so, for warm weather should be good fish weather. With the thermometer ascending upward, people do not care for the heavier varieties of meat, but in fish the grocer has something to offer them that will coax the appetite along during the warm weather. Fish is truly a good summer food, and handled properly there is no reason why the grocer should not be able to work up an appreciable trade during summer months.

Trade runs almost totally to fresh varieties now, halibut, trout and whitefish being stellar lines.

QUEBEC.

MONTREAL.—Haddock and cod are still plentiful and cheap, while dressed bullheads and perch are cut off wholesalers' lists. Lake trout and whitefish and pickerel are somewhat scarce, and prices remain firm. There is a decided dropping off in supplies of brook trout. Gaspe salmon is selling freely, and prices may go a little lower. The price of fancy large mackerel is inclined to advance owing to scarcity.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 1h
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	5 00
Lake trout, kegs	....	8 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 05
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 15
Kippers (small) per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Mackerel is being offered on this market at 22 cents each. They come from Nova Scotia. Trade is mostly confined to fresh varieties, halibut, whitefish and trout continuing to be the favorite lines. Lemand is reported as satisfactory for season. Halibut is now quoted at 11 to 12 cents.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 00
Pike	0 07	0 08
Perch	....	0 07
Suckers	....	0 05

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—Nova Scotia lobster shippers and packers are greatly agitated over new French Act, which requires that all tinned fish and lobsters imported into France must be embossed on the top and bottom of the tin. This week the lobster canners and exporters held a meeting at Board of Trade rooms to consider the matter. If this new law is enforced immediately it will mean that the very large lobster pack now awaiting shipment from Halifax, most of which is intended for France, and only a small portion of which has been stamped as provided by the act, cannot go forward.

At the meeting it was decided to send an urgent protest to the Canadian Government to take some action in the matter. They urged that at least a year's notice of such a change in the French law should be given so that they would have time to meet the new conditions.

The preserved lobster shipments from this port amount in value to about two million dollars per year. Lobster season will close at the end of this month.

FRUIT MARKET NOTES.

With greater variety of fresh fruit, oranges do not get the usual attention. Market, however, is steady.

While some time before this harvest, Almeria grapes are said to have been damaged by high winds, and Cape Cod cranberries by frost.

New York reports new apples selling well, although few lots have shown up in really good shape.

Georgia is to have a big crop of peaches of finest quality in history of the State.

The warmer weather has stimulated demand for limes and lemons.

Shipments of citrus fruits from California to June 17 amounted to 31,472 cars as compared with 39,273 to June 19, last season.

During 12 months ending March, 1912, Canada imported $2,002,575 worth of coffee, compared with $1,408,593 during previous twelve months. During same time tea to the value of $6,706,575 was brought in, as against $5,654,883 during 12 months previous.

Editor, Canadian Grocer.—Please find enclosed $2 for subscription. The Grocer is a real help. In future please send to above address, as I have changed business adress, 2311 St. Dominique Street, Montreal Annex.

R. A. LOW.

Produce & Provisions

Butter and Eggs Both Holding Steady

Prices of Butter Steady in Face of Big June Make—Storage Has Taken Care of Certain Quantity—West Still Buying from East—Eggs are Steady, With Receipts Falling Off — Brisker Trade in Smoked and Cooked Meats.

What of the rather confident predictions of certain produce men, that Dominion Day would find butter prices at a much more normal level than in early June? Rather badly shattered, it would seem, from a comparison of prices at the most important centres. Not only have concessions been limited to a small margin, but at moment there is a rather healthy undertone of steadiness.

The foundation for their predictions of lower prices—the large production of butter expected during June has become a reality, at least to a certain extent. With the cows standing knee high in pastures, we would naturally look for a big flow of milk. However, reports from some centres note receipts as lagging compared with a year ago, but it must be remembered that season is later than last year, while cows did not come through the winter in best possible condition.

June butter has also been in request for storing purposes, probably accounting in part for stiffness. A certain demand from West has helped to prevent accumulations on Eastern markets.

Under warm weather there is naturally a tendency on part of public appetite to lag. Their is a bearish feature to prices, but fact that industriousness of the hen has also a tendency to lag balances it up pretty well. Receipts are showing a falling off, and while demand is also to some extent, it continues good for season, induced by high prices demanded for meats of all kinds. Steadiness is, therefore, the rule in egg market.

Cooked and smoked meats have shown a brisker movement of late. Trade in these lines was quite tardy in getting under way this year, due to backward season, but warm weather of late has swung these lines into greater favor. Retailers have found a better demand, and this has been reflected in sales of wholesale provision houses.

MONTREAL.

PROVISIONS.—There is quite an appreciable amount of business passing in all lines of smoked meats, prices on the whole being steady. Lard is firm at prices noted, but the tendency is for higher prices.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 26 — 0 28
Hogs, live, per cwt.	9 25 — 9 50
Hogs, dress, per cwt.	13 00 — 13 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14⅝
Cases, tins, each 3 lbs., per lb.	0 14¾
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 14⅝
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—There is a strong feeling in the butter market at preesnt, but there is no change in prices so far in local market. Butter coming in from country this week shows a considerable advance over last week, and as there is a steady demand from the West the outlook is for full prices.

Creamery blocks	0 26	0 26½
Dairy tubs, lb.	0 21	0 23
Fresh, dairy rolls	0 21½	0 22

EGGS.—Higher prices will prevail during the coming months for new laids, and the season so far has been splendid for good quality eggs. Production, though, has been falling off at all country points.

New laids	....	0 29
Selects	....	0 27
No. 1	....	0 24

POULTRY.—There is no material change to be noted in this market, prices being steady with a good general demand for all lines.

Turkeys, No. 1, per lb.	....	0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 13	0 15
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

HONEY.—Prices remain steady with a normal trade passing, but there is nothing exciting to note, this not being the season for active honey business.

White clover, strained	....	0 10½
Buckwheat, strained	....	0 08½

TORONTO.

PROVISIONS.—The warmer weather of past week or so has stimulated demand for smoked and cooked meats, trade in which has been rather tardy in getting under way this year. Easier feeling in some lines noted last week has not been followed by any further concessions as yet. In fact, at moment, tone of smoked and cooked meats can be said to be steady.

Live hogs weakened middle of last week, and again at beginning of this week, and at country points $7.70 is being quoted with receipts fairly liberal.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Long clear bacon, per lb.	0 13¾	0 14
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 27
Lard, tierces, per lb.	....	0 13¾
Lard, tubs, per lb.	....	0 14
Lard, pails, per lb.	....	0 14¼
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	7 70
Live hogs, local	....	8 00
Dressed hogs	11 50	12 00

BUTTER.—Make of butter has been on quite a substantial scale since the first of June, but in face of this fact, market remains steady. As one to break the backbone of the butter market." As pointed out before, the reason is probably the desirability of June butter for storage purposes. It has ap-

butter man put it, "It seems impossible parently been disappearing by this route.

	Per lb.	
Fresh creamery print	0 26	0 27
Creamery solids	0 25	0 26
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 21	0 22
Dairy solids	0 19	0 20

EGGS.—No change has been made in eggs, prices still ruling around 22 to 23 cents. In fact, at moment there is rather an undertone of steadiness. As usual, the hen is not quite so industrious during warm weather, and receipts have been on decline. Added to this demand, although perhaps not as brisk as a time ago, is appreciable for time of year, as meats of all kinds maintain a high price level.

New laid eggs, per doz.	....	0 23
Fresh eggs, per doz.	....	0 22

CHEESE.—Production of cheese in Ontario has been quite large, and new make is a shade easier, as reflected in recent sales at country boards.

Old Cheese—		
Large	0 17¾	0 18
Twin	0 18	0 18¼
Stiltons	0 19	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15¼	0 15½

HONEY.—Honey prices remain steady under small stocks, but there is little doing just now.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS.—Butter is a little easier and eggs are now as low as will be, cured meats and lard firm.

Lard—		
Tierces		0 13¾
50 lb. tubs		7 00
20 lb. tubs		2 85
10 lb. cases		8 70
5 lb. cases		8 80
3 lb. cases		8 85
Cured Meats—		
Hams	0 17¾	0 18
Bacon	0 18½	0 19
Smoked shoulders	....	0 14½
Long clear	....	0 13¼
Mess pork	....	26 00
Pigs feet, kits	....	1 10
Butter—		
Creamery butter	....	0 25
Dairy butter, tubs	....	0 20
Eggs—		
Strictly fresh	0 19	0 20
Cheese—		
Ontario, large, new		0 16
Twins, new		0 16½
Old, large		0 18¾
Old, twins		0 19¼

Some Interesting Facts About Butter

Government Standard Says it Must Not Contain More Than 16 Per Cent. of Water—Excess of Water, However, Cannot Be Said To Be Adulteration—The Effects From Overchurning —Eaten as a Relish.

The manufacture of butter containing more than 16 per cent. water is liable to prosecution for this is the standard set by the Government. Moisture in butter is the principal factor that makes over-run. It is an object of those who understand to secure butter that contains as near 16 per cent. water properly incorporated, as possible, because of the profit in selling the additional water at butter prices.

Butter as a Relish.

A high moisture content is not an adulteration in butter. Water is a natural part of butter, and compares very favorably with the water content of other food materials. Butter is eaten more as a relish than for the actual food constituents it contains, and it is well known that butter containing from 14 to 16 per cent. water is just as relishing and palatable as that containing 8 or 10 per cent. water, providing it has been properly incorporated. Nor is it possible to distinguish by ordinary means of judging between a good grade of butter having a high moisture content and another having a small amount of water.

What Leaky Butter Is.

"Leaky" butter contains a large amount of free water which appears as large drops held in pockets through the butter. Such butter will not really contain so much moisture as some that appears dull and dry. Even though a leaky butter does not contain an excess of moisture, it is an undesirable condition, and consumers object to it.

The amount of water incorporated depends upon several conditions, most of which are under the control of the maker. The higher the temperature of the cream and wash water, the greater will be the amount of water gotten into the butter. Butter churned at a high temperature will retain its moisture, which will not be so easily pressed out during the working process. However, if the moisture is too high, the body of the butter will be spoiled, and the loss of fat in the buttermilk will be greater. So temperature itself is not so good a means of control as other conditions.

Result of Over Churning.

The amount of churning is probably the most effective way to control the moisture of butter. A very little overchurning, when the butter is in the soft condition will cause it to take up moisture very rapidly. Continuing the churning until the granules are the size of corn kernels or larger will incorporate more moisture than if churning is stopped when the granules reach the wheat kernel size. The difficulty here is that over-churning usually retains more of the buttermilk, which hurts the keeping qualities of the butter. The length of time butter is churned in water influences the moisture content the same way as churning in the buttermilk. The more churning in the wash water the better is the buttermilk removed, the more water is taken up, and the less leaky will the butter appear.

PUSHING JAPAN GOODS IN CANADA.

T. Fujita, of Japan, was in Toronto this week. He is in Canada to sell products such as peanuts, dried peas, lima beans and walnuts, all of which are grown in Japan, with exception of walnuts, which are imported from the Chinese coast.

FARRINGTON PHILOSOPHY.

There's a better way of doing almost everything in the store. Always be on the watch for a chance to find out what it is.

How is a store to gain the reputation of being generous if the individuals connected with it allow themselves to act in a niggardly manner toward customers?

Mr. Merchant, help your clerks to develop proficiency in those directions in which they seem to have natural talent.

While economy may be wealth as has been said, yet stinginess, particularly in store methods and policy, is certain to prove to be poverty.

When customers raise objections to your goods, don't raise your voice in the effort to overcome them. It isn't loudness of voice that impresses people most.

No matter how many times a day you have to go over your story about certain goods, don't let your talk become mechanical like the book-agent's threadbare story. Speak naturally.

READY MADE CARD PHRASES.

You want the best. We have it.

Delicious strawberries for the evening meal.

Rice—a nourishing and healthy food.

Cereals — lighter food for warmer weather.

Jams with the taste that lingers.

Taste and try, you sure will buy—these pickles.

Pleased customers—our best advertisement.

Eventually—flour. Why not now?

Inferior goods at low prices do not make a bargain.

ROYAL

BAKING POWDER

Absolutely Pure

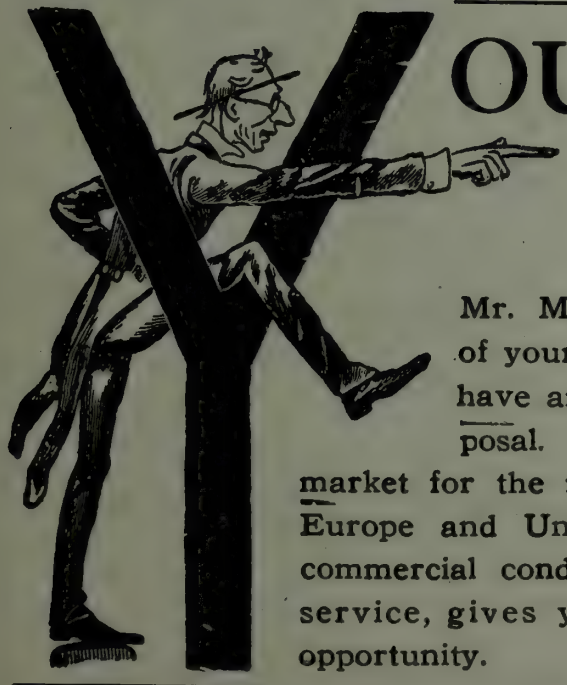
The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE



OUR PROFIT

Mr. Manufacturer, depends considerably on the extent of your sales, and to increase these you must necessarily have ample representation over the large field at your disposal. The Hustling Canadian West offers a splendid market for the manufacturers and shippers of Eastern Canada, Europe and United States, and our intimate knowledge of the commercial conditions, combined with conscientious and adequate service, gives you unequalled facilities to enter this field of opportunity.

WRITE US RE YOUR ACCOUNT FOR THE GREAT WEST

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG. MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

Goods made by

E. W. GILLETT CO., LTD.

(Ontario and Quebec Prices.)

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4-dozen	10c	85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen	5c	50
4-dozen	4-oz.	75
4-dozen	6-oz.	1 00
4-dozen	8-oz.	1 30
4-dozen	12-oz.	1 80
2-dozen	12-oz.	1 85
4-dozen	16-oz.	2 25
2-dozen	16-oz.	2 30
1-dozen	2½-lb	5 00
½-dozen	5-lb.	9 60
2-dozen	6-oz.	Per case $6.00
1-dozen	12-oz.	
1-dozen	16-oz.	

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

	Per Case.
Case No. 1, 60 1-lb. packages, 1 case $2.85; 5 cases	$2 75
Case No. 2, 120 ½-lb. packages, 1 case $2.85; 5 cases	$2 75
Case No. 3, 30 1-lb., 60 ½-lb. packages, 1 case $2.85; 5 cases	2 75
Case No. 5, 100 10-oz. packages, 1 case $2.90; 5 cases	2 80

GILLETT'S CREAM TARTAR.

	Per doz.
¼-lb. paper pkgs., 4 doz. in case	$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs.	$8 00
	Per doz.
½-lb. cans with screw covers, 4 doz. in case	$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
	Per lb.
5-lb. sq. canisters, ½ doz. in case	33
10-lb. wooden boxes	30½
25-lb. wooden pails	30½
100-lb. kegs	28½
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

4 doz. in Case.	Per case
1 case	3 50
3 cases	3 40
5 cases or more	3 35

YEAST.

	Per box
Royal Yeast, 3 dozen 5c packages in box	1 15
Gillett's Cream Yeast, 3 dozen 5c. packages in box	1 15

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70
Jellies.	
Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

	5-lbs.	7-lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82
14's and 30's per lb.		
Strawberry	0 10½	
Black currant	0 10½	
Raspberry	0 10½	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss	0 26

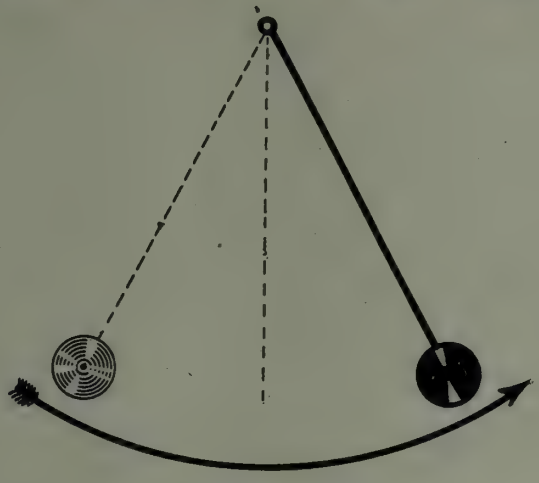
Watch-the-Trend-of-the-Trade Typified by the Swinging Pendulum

A.D. 1910

PROPRIETARY PACKET TEAS

SMALL PROFITS

SOLD BY ALL



A.D. 1912

RELIABLE STANDARD BLENDS

GOOD PROFITS

SOLD BY GROCERS ONLY

YOU CANNOT FIGHT THE PEDDLER WITH PACKET TEAS—BUT YOU CAN BEAT HIM EVERY TIME WITH THOROUGHLY RELIABLE BLENDS.

LAST WEEK WE OFFERED YOU OUR 4 **STAR** ENGLISH BREAKFAST AT 27c. PER LB.

THIS WEEK WE SUBMIT ANOTHER GRAND BLEND

A Perfect Tea Always Uniform

3

Universal Satisfaction Guaranteed

Price 22c. per lb. **Freight PAID on 100 lbs. and over.**

BLACK, GREEN or MIXED

THIS IS THE CLASS OF TEA THAT WILL PLEASE AND HOLD YOUR CUSTOMERS. SEND US ALONG YOUR ORDER AT ONCE AND REMEMBER OUR GUARANTEE, RETURN AT OUR EXPENSE IF UNSATISFACTORY.

EBY-BLAIN, LIMITED, Toronto

TEA BLENDERS TO THE TRADE

½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd 0 27½
½-lb. pkgs., astd., in 5-lb. boxes 0 28
¼-lb. pkgs., astd., in 5-lb. boxes 0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases 0 30
Bulk—
In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED MILK.

BORDEN MILK CO., LTD.

	Per Case
Eagle Brand, each 4 doz.	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 00
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 75
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 75
St. Charles Evaporated Milk (hotel size)	4 00
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
(Sweetened.)	
Reindeer Brand (4 doz. in case)	5 50
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
(Unsweetened.)	
Reindeer Jersey Brand, Family (4 doz. in case).	3 75
Reindeer Jersey Brand, Medium (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)..	4 00
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 60

CANADA FIRST BRAND.
The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 75
Canada First Medium Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Condensed Milk	5 15
Canada First Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50
Reindeer Brand, in glass jars (2 doz. in case)	6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	4 80

COFFEES.

EBY-BLAIN, LIMITED.
Standard Coffees
Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins. ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.
Presentation (with tumblers) $2 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.
402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net
Large size .....$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.
Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	10 00
32 oz. (all flavors) doz.	18 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz. 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, tails, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.
These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.
Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10½
Tubs	0 10¾
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. tins	0 11¼
5-lb. tins	0 11½
3-lb. tins	0 11½
1-lb. cartons	0 12

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00

PON-HONOR
GUNNS
FOOD PRODUCTS

BOLOGNA

(In waxed or ordinary casing)

Superior in quality and flavor, will satisfy that most particular customer. The bologna season is now on, the demand is exceptionally good and there is a good profit in it for the grocer.

Why not send us a trial order?

GUNNS LIMITED

WEST TORONTO

Beef and Pork Packers, Cotton Oil Refiners,

THIS IS

COOKED MEAT WEATHER

Those of your customers going out picnicing or those staying at home all want ready prepared meats. They want them. They show you a good profit. Why not have them on your counter?

Cooked Hams,
Jellied Tongues,
English Brawn,
Frankfurters,
Roast Shoulder of Pork,
Jellied Hocks,
Beef Bolognas,
Salmoni Carvelot.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S Condensed Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE"

F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz.. 1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box.. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06

Globe Brand.

5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80

Straight

Lemon contains 2 doz..... 1 80
Orange contains 2 doz.... 1 80
Raspberry contains 2 doz. 1 80
Strawberry contains 2 doz. 1 80
Chocolate contains 2 doz.. 1 80
Cherry contains 2 doz.... 1 80
Peach contains 2 doz..... 1 80
Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen 2 50

Straight

Chocolate contains 2 doz.. 2 50
Vanilla contains 2 dozen.. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 dozen... 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10 20
Floriola soap, per gross.. 12 00
Straw hat polish, per gr.. 18 20

SNAP HAND CLEANER.

3 dozen to box .....$ 3 60
6 dozen to box 7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$ 5 00
Five cases or more 4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. .....$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾

(20 lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case.. 2 55
5 lb. tins, 1 doz. in case .. 2 90
10 lb. tins, ½ doz. in case 2 80
20 lb. tins, ¼ doz. in case 2 75
Barrels, 700 lbs. 3½
Half Barrels, 350 ..... 3¾
Quarter Barrels, 175 4
Pails, 38½ $1 90
" 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case.. 2 90
5 lb. tins, 1 doz. in case.. 3 25
10 lb. tins, ½ doz. in case 3 15
20 lb. tins, ¼ doz. in case 3 10
(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...$3.50
5-lb. tins, 1 doz. in case .. 4.00
10-lb. tins, ½ doz. in case... 3.95
20-lb. tins, ¼ doz. in case... 3.90
(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz. 93
3's—2 doz. to case 1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz. 1 20
3's—Tins, 2 doz. cases, per doz. 1 75
5's—Tins, 1 doz. cases, per doz. 3 20
10's—Tins, ½ doz. cases, per doz. 5 30
20's—Tins, ¼ doz. cases, per doz. 19 40
Pails—1's each 0 65
Pails—2's each 1 12
Pails,5's, each 2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz... $1 35
3's, 2 doz. case, per doz. . 1 95
5's, 1 doz. case, per doz. .. 3 75
10's, ½ doz. case, per case. 3 40
20's, ¼ doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz.. 1 60
3's, 2 doz. case, per doz... 2 35
5's, 1 doz. case, per doz... 4 00
10's, ½ doz. case, per case. 4 15
20's, ¼ doz. case, per case 3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints .. $3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.

Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross $2 40
2a size, gross 2 50

NUGGET POLISHES.

Dozen.

Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	40
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	50
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s ..... .24 .30

PERRIN'S

5c. and 10c. Fancy Thin Blue Packages Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins

SODAS

D. S. Perrin & Co., Limited
LONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.
45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Strawberries

are now arriving freely. Selling reasonable price.

Now is the time to buy.

Car mixed California fruit:—

Peaches, Plums, Pears, Apricots and Cherries.

PRICES RIGHT

Tomatoes Cabbage
Cucumbers Beans
etc., etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

This Hot Weather

there's money in

LEMONS

Get a supply of

"St. Nicholas" Verdellis

THEY'RE FINE

J. J. McCabe

Agent

Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, Ltd.
Agents

HALIFAX, N.S.

Local Strawberries

Now arriving freely, and can fill all orders.

The Fruit Market Opens Monday, June 24th

Daily Arrivals

California Apricots,
Cherries,
Cantaloupes, Etc.

WHITE & CO., LTD.

FANCY FRUITS AND VEGETABLES
TORONTO

California Late Valencia Oranges

The Valencias this year are fine quality, good color—full of juice and excellent flavor. There is absolutely no waste in these oranges—every box perfectly sound.

LEMONS

The market is advancing every day. New Verdillis have arrived and are fine quality.

Everything else in fruit at regular market prices.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

Value! Value!

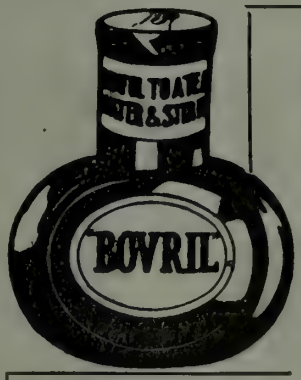
There is no starch in Canada that the dealer can more highly recommend and that will give the same pleasing and satisfying results to the housewife as a 10c package of CHINESE STARCH.

Each package contains a full pound (16 oz.), and is so prepared that the housewife requires no wax or other preparation to make the iron slip smoothly over the linen and produce a finish that makes the articles look like new.

Write for list of our products and prices

AGENTS: Standard Brokerage Co., Vancouver, B. C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman O. McPhee, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier; Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS Montreal



GOODS HALF SOLD ARE A GOOD BUY

There is no dead stock in Bovril. It is half sold before the customer comes into your store.

All over the country on bill-boards, in newspapers and magazines

BOVRIL

is advertised in a way that leaves little selling effort for the grocer.

Send for show cards, etc., and get your share of the profit.

BOVRIL LIMITED, Montreal, Que.

AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by our

Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long, uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, - - OHIO.

Elgin Brand

Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co.,
LIMITED
Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese
ST. THOMAS, ONT.
Wholesale Branches at Windsor and London Ont.

CARTER'S

Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, - - ENGLAND

BROOMS

Finest Quality, Best Workmanship, Bamboo Handles. Three features that commend the W. W. Co. brands to the store-keeper that stocks satisfactory goods.

Walter Woods & Co.
HAMILTON and WINNIPEG

BROOMS

Quality In Fish Foods Is Important

If there is one article in a grocery store more than another that will lose trade for you it is inferior grade fish foods. Likewise does it work the reverse way—through superior quality you can depend on it, that fish

BRUNSWICK BRAND

will please the taste and give all-round satisfaction through its sheer good quality. It does not pay to experiment, Mr. Grocer, buy Brunswick—the quality brand and have the assurance of superior quality, Here's a line you can handle with credit to your store and big profit for yourself,

Connors Bros., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, Kingston, Ont.: James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

WHITE DOVE
Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey
MONTREAL, QUE.

Sticky fly papers catch comparatively few flies, and hold them until they die of starvation.

WILSON'S FLY PADS

kill flies wholesale, and they die in five minutes.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

Sales Agents from Atlantic to Rockies

The Turnbull Company
Winnipeg, Manitoba

For British Columbia: The Standard Brokerage Co., Vancouver.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

Put Your Credit Accounts on the Right Side of the Ledger,

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:—

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For Sale by Jobbers Everywhere.

Allison Coupon Company
INDIANAPOLIS, IND., U.S.A.

Mooney's Perfection Cream Sodas

have proved phenomenal sellers right from introduction. Every dealer who has handled our line has sent in repeat order after repeat order.

The *reason* lies in the distinctive quality and flavor of Perfection Cream Sodas. A little more care in the making and baking results in Mooney's Perfection Sodas being a good deal better than the next line.

Well and attractively packed. A good profit in the selling makes Perfection Cream Sodas a profitable stock for you.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. **Winnipeg, Man.**

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

Frederick E. Robson Co., 26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, - - WN.

When writing advertisers kindly mention this paper.

BIG N.P. BAR

is a line of soap that has outdistanced all competitors. It is a good, honest piece of bar soap that gives your customers full value for their money, with better satisfaction. The N. P. Bar is a soap revelation that is the subject of the talk of a good many housewives on washday. Get our proposition and prices.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.

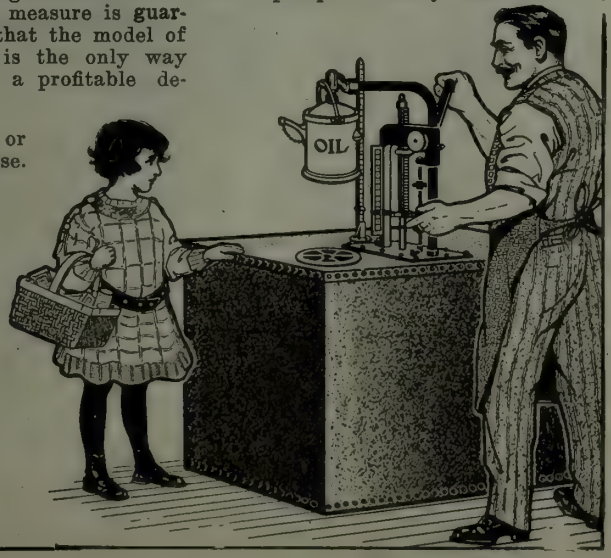
To Make The Most Profit Selling Oil

You must be equipped with the most modern devices—such that will enable you to measure exactly, keep your hands and floor clean, and have your premises entirely free from the odor of oil.
Such an equipment is the

BOWSER
Self-Measuring Systems

It will discharge a gallon, half gallon, quart or pint at a stroke. The discharge nozzle is so arranged that the oil can be pumped directly into the customer's can, and the measure is guaranteed accurate. Isn't that the model of cleanliness? And that is the only way to sell oil and make it a profitable department.

Send for circular No. 5, or particulars to fit your case.



S. F. Bowser & Co., Inc.
TORONTO, ONT.
66-68 Fraser Ave.

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

BETTER BUY BEANS

Quaker Quality

Best Baked

Mathewson's Sons

MONTREAL

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

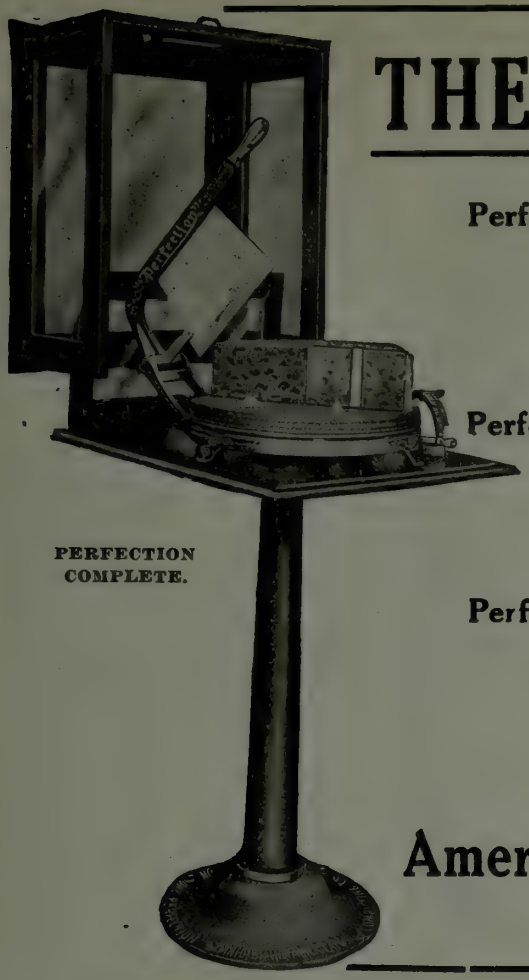
Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



PERFECTION COMPLETE.

THE PERFECTION WAY

Perfection Cheese Cutter Computes

Absolutely no figuring required.
Makes every cheese pay full profit.
Simplest in construction and operation.
A five ply birch board.
Handsomely finished in scale blue ENAMEL.
A glass shield and splitting wire free.

Perfection Cabinet

Makes absolute sanitation.
Displays to the best advantage.
Handsomely finished.
Glass on three sides and top.
Increases trade and profit.

Perfection Pedestal

Made of iron, enamelled scale blue.
Saves counter room.
Demands attention, increasing sales.

Write for Perfection Silent Salesman, Circulars and Prices.

American Computing Co. of Canada

Hamilton, Ontario

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..$3.50
Princess Condensed Milk, 4 doz. in case...$4.20
Banner Condensed Milk, 4 doz. in case....$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

This is the Stock

that is no sooner in your store than out again—sold

The public will have cooling, refreshing drinks in the hot weather, and to satisfy them you are safe in offering

Sterling BRAND

Raspberry Vinegar

It is one of the famous family of Sterling products that are known this country over for purity and highest quality.

Sure Sales—Quick Turn-over
Good Profit.

THE T. A. LYTLE CO., LIMITED
STERLING ROAD, TORONTO

KIT

COFFEE

"perfectly simple to make
Simply perfect when made"

BUSINESS BRINGERS

We mean—an article that will attract the eye of the discerning woman—and please the palate of the connoisseur; more than that, it must bring repeat orders.

KIT COFFEE

is a real genuine business bringer.

Write To-day for "Introductory Offer."

KIT COFFEE CO. GOVAN, GLASGOW.

ALEX. TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO.

Are You Buying

a grade of Olives that from the first sale you are selling the same people over and over again?

D. W. C. Spanish Olives

are the very acme of quality and pull business for the store that would otherwise go by.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N. S.; F.H. Tippet & Co., St. John N. B.: C. E. Jarvis & Co., Vancouver, B. C.

Every merchant who handles——

MATHIEU'S NERVINE POWDERS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. **Mathieu's Syrup of Tar and Cod Liver Oil** is a specific in all forms of colds.

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

We Keep Up the Quality, so You Can Keep Up the Sales of

OLD CHUM

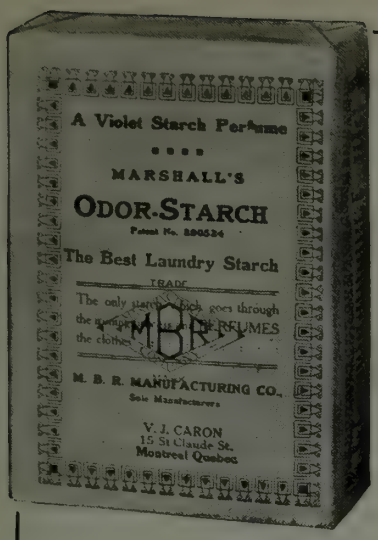
Pipe Tobacco

Gray-headed fathers will tell you that "Old Chum" is just the same to-day as when they first started smoking. And "Old Chum" always will be the same.

"Old Chum" stands by the dealer like a true friend—it brings smokers to his store—and it piles up his profits.

"Old Chum" is the chum of more pipe smokers than any other tobacco smoked in Canada. How's your stock?

IMPERIAL TOBACCO CO.
OF CANADA, LIMITED
MONTREAL



EZY-WASH

Here's another of our specialties Mr. Grocer, one which will be looked for by the housewife just as eagerly as Odor Starch.

No Wash-Board

No Wash-Machine

neither of these is needed with EZY-WASH.

No necessity to rub the clothes therefore no wear, no tear.

EZY-WASH will not injure or fade the finest goods or colors.

No potash, no lye, no acids, just a splendid easy washer, the result of years of thought.

WE WANT GOOD REPRESENTATION
RETAILERS GET SAMPLES

V. J. CARON & CO., LIMITED

15 ST. CLAUDE STREET, MONTREAL

Also Odor-Gloss, Perfume Gloss, Parisian Perfume Blue

Master Mason

King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please.*

DROP A LINE

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton, - - - - Ont.

CLASSIFIED ADVERTISING

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

SITUATION VACANT

WANTED — EXPERIENCED WHOLESALE grocery traveller for territory from Ingersoll north and west. In applying, state age, whether married or single, experience and salary expected. Box 436, Canadian Grocer, Toronto.

SITUATION WANTED

ADVERTISER WHO FOR SOME YEARS has had the sole control of wholesale London tea house, desires position in Canada, British Columbia preferred, where ability, integrity and sound business knowledge will be appreciated. Accustomed to buying, blending, appointing and controlling staff of travellers, and the supervision of the counting house. Good accountant. Unmarried. Irreproachable references. Box No. 87, Canadian Grocer, 88 Fleet Street, London, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

MISCELLANEOUS

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

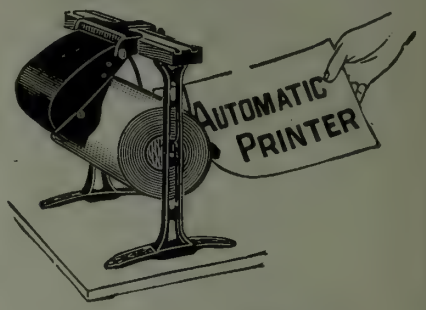
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto, Canada

Do you reckon advertising as an expense? Certainly. Let us reduce the expense part.

The Automatic Printer



will do it. Will send your message into the homes every day, and in such a way that it cannot be missed.

WRITE FOR PARTICULARS

Utilities Limited
73 Bank of Ottawa Bldg.
MONTREAL

H. E. VIPOND
197 St. Paul St.
MONTREAL

has some valuable information to give you on a number of lines which can be profitably sold during the summer months.

Olive Oil
Black Olives
Tomato Pastes

are three good lines to feature now and a card will bring you thoroughly interesting prices.

Write now to

The Reliable House
With Reliable Goods

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their buscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

It Cannot be Equalled

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

Hirondelle (Brand) MACARONI

Made in the sunniest factory in Canada under the management of an expert. Do not hesitate about giving preference to this brand. It's just as good as any imported.

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

LEITCH ANCHOR BRAND OAK LAKE

Holidays

Users of ANCHOR BRAND FLOUR always enjoy an outing, because they do not fear return to HOME DUTIES; its quality invites work and makes BAKING DAY a pleasure. 12

Anchor Brand Flour

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.

Where Knowledge Is Power 'Tis Folly To Be Ignorant !

A perusal of the following books will certainly increase your knowledge of the art of advertising and salesmanship.

How to Advertise a Retail Store

By A. E. EDGAR

A complete and comprehensive manual for promoting publicity, including mail order advertising and general advertising.

PRICE, $3.50.

Retail Advertising Complete

By FRANK FARRINGTON

An application of the ideas expounded in this book cannot help but result in increased business for the merchant who applies them. Covers every known method of advertising a retail store.

PRICE, $1.00.

Sales Plans

By THOMAS A. BIRD

A collection of 333 successful ways of getting business, including a variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE, $2.50.

Men Who Sell Things

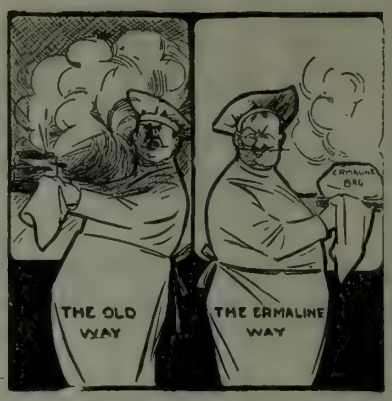
By WALTER D. MOODY

The author lays bare the secrets of successful salesmanship and shows how the weak spots of a salesman's methods may be eliminated. It can be read with enjoyment and profit by every salesman and business man.

PRICE, $1.00.

Any book sent prepaid on receipt of price.

Technical Books 143-149 University Avenue, **Toronto**



ERMALINE Bag Cooking

The public spirit is fast moving with science, and especially is this so in the latest cooking science, viz:

ERMALINE Cooking Bag

People from coast to coast are agreed that it is the only real advance in the art of cooking, and they are using and advertising their delight of this practical cooking bag. This is a good department, Mr. Grocer. Have us send you a cooking bag equipment to-day.

EDWARD LLOYD

LIMITED

MONTREAL

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

Be Sure You Sell Good Jam

Just see that it is L. & B. Banner Brand. That is all you need to watch. We guarantee every pail of jam bearing our trade mark.

L. & B. BANNER BRAND JAMS and JELLIES

will please your most fastidious customers, because they are quality goods. Only the finest fruit is used, besides skilful packing and cooking makes them a high-class food product.
Packed in two, five and seven-pound gold lacquered pails, and thirty-pound wooden pails.
A nudge for next season: Order Banner Brand.

LINDNER & BENNER, TORONTO
Phone Park 2985 291 Arthur St.

WESTERN AGENTS:
Laing Bros., Wholesale Grocers, Winnipeg, Manitoba

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from $25,00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

A TIMELY HINT

The molasses market is exceptionally strong at present, and prices are likely to reach a higher level. You will serve your best interests by securing supplies now at the reasonable prices we can offer you.

Barbados Molasses

Extra Fancy **DA COSTA BRAND** — **and Choice** **DA COSTA BRAND**

On or about the 1st July we will receive our last shipment of these extra choice molasses, and deliveries will be made from the wharf.

Make Money When the Sun Shines

SUMMER DRINKS

The hot weather is here to stay, and you should get quotations on our large assortment of summer drinks. We can also offer you at greatly reduced prices:

10 cs. Daukes' Beer
10 cs. Burkes' Beer
8 cs. Beauport's Malt
10 cs. Cusenier Liquor
250 cs. "Trayder" Ginger Ale
30 cs. Special Madeira Wine
35 cs. Goudron's Vermouth.
30 cs. Vichy Water, "Celestin," in pts.
25 cs. Vichy Water, "La Sanitas," in pts.
200 cs. Irish Whisky, "Mitchell."
8 cs. Brandy Noir, "Ph. Richard."

We pay as much attention to large orders as small.

WRITE, 'PHONE OR WIRE.

Laporte, Martin et Cie., Limitee

568 ST. PAUL STREET

TEL. MAIN 3766 **MONTREAL**

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MADE FOR

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Now Manufactured in Winnipeg

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HAVE YOU SEEN THE "*ECLIPSE*" REFRIGERATOR COUNTERS?

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JAMES STREET EAST, WINNIPEG

FACTORY
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We Could Sell Your Line if We had it

Efficiency and thoroughness characterize every branch of our business.

Richards & Brown

Wholesale Grocers and Commission Merchants

WINNIPEG, - - CANADA

Your Trade is Right in Wanting More than Quantity

You would not buy a piece of timber without first considering its **breadth** and **thickness**, as well as its length. Why not apply the same principle in buying food stock for your trade?

Ramsay's
BEST BY TEST

Farm Cream Sodas

We certainly believe that the value of any soda biscuit cannot honestly be measured by one dimension only (generally it is quantity) but, is not the question of quality of greater importance?

Granted it is; then why not build a soda biscuit trade on quality? Sell them the Ramsay line—a soda that measures up to the standard in quantity and above any other in quality.

You will find the popularity of Ramsay's so much so that every line in your store will be drawn into the same rapid selling slide.

We attribute the high quality of Ramsay's Farm Cream Sodas to our expert knowledge of the business and our modern methods and perfect cleanliness.

Ask us for Prices, etc.

RAMSAY'S LIMITED

330 Nicolet St. - - MONTREAL

Chantry, Ont., Jan. 8, 1912

"I might say we use FIVE ROSES flour and think "it cannot be beaten. In fact, when I remarked a few days "ago that another bag of flour would soon be needed, my father "said, 'Well, I suppose there is no use getting you anything "but FIVE ROSES,' altho' it is miles farther to get it than "several other kinds at nearer stores."

(Name on request)

Five Roses Flour

Not Bleached LAKE OF THE WOODS MILLING COMPANY LIMITED KEEWATIN TRADE MARK REGISTERED Not Blended

If one buyer will drive miles past other stores in order to be sure of FIVE ROSES, what of the woman who has merely a street to cross?

It is inevitable that the store where FIVE ROSES flour is sold becomes the supply house of the best cooks in your district —because permanent patronage gravitates to the man best able to satisfy it.

There are many women in Canada to-day, Brother Grocer, who made their first FIVE ROSES purchase in 1888. These are the good cooks that teach the younger generation how to use flour—how to buy it.

Because FIVE ROSES has shown ability to hold what it has won and reach out for more, the output has grown from 800 barrels in 1888 to 10,500 barrels to-day. And soon, very soon, the big Keewatin mills will be too small.

Why don't you get YOUR share of the profits involved in such a large turnover, a steadily growing turnover?
Your jobber knows FIVE ROSES—or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, Limited

Toronto, Ottawa, London, Sudbury — *"The House of Character" Capacity, 10,500 bbls. daily* — *Montreal* — *St. John, Keewatin, Winnipeg, Vancouver*

THIS IS THE 1,283rd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, JULY 12, 1912 No. 28

The Most Delicious of Biscuits

This result is obtained in our sunshine factory by the use of only the choicest, purest of ingredients, baked by experienced and responsible employees.

You can recommend RAMSAY'S FARM CREAM SODAS to your customers with every confidence. You will find them a delighted, satisfied trade. Repeat orders never fail to come when you sell RAMSAY'S.

RAMSAY'S LIMITED 330 NICOLET STREET MONTREAL

MacLAREN'S

Imperial Olives

A Word of Advice:
Handle Cheese as you do Butter during hot weather.

MacLAREN'S IMPERIAL PRODUCTS

SUMMER TIME HOLIDAY TIME

Imperial Products are wanted for the holiday. See you stock them.

MacLaren Imperial Cheese Company, Limited

Offices:—New York Chicago Detroit Montreal Toronto
Factories:—Wellesley, Ont. Woodstock, Ont. Bancroft, Mich.

Finest Flavor
Most Wholesome
Cleanest

Nothing superior is packed or grown—a flawless product.

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Within an hour from the time it leaves its growing place it is nearly ready to can and seal—all the original piquant flavor is thus retained you see—and all the delicacy of the fresh young stalks.

G. & S. Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Arthur P. Tippet & Co.

Agents

MONTREAL TORONTO

The Acme of Perfection

in the Production of

Jams Jellies Marmalades

has been reached in every sense by

Alexander Cairns & Sons, Paisley, Scotland

The Reason

From the picking of the fresh fruit until it is shipped from our factory quality is preserved with a special degree of carefulness that asserts itself to the users — AND BRINGS THEM BACK WITHOUT FAIL

The Reward

No higher tribute could be paid our products than the fact that WE HAVE JUST BEEN APPOINTED PURVEYORS TO HIS MAJESTY KING GEORGE, while the quality of the goods also secured them preference on the table of THE LATE QUEEN VICTORIA AND KING EDWARD VII.

Found Your Jam Trade on Quality
and
The Best Trade will be Found in Quantity

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Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
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BORDEN'S CONDENSED MILK CO.
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The Original and Leading Brand Since 1857.

BORDEN

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Eagle Brand Condensed Milk

St. Charles Brand Evaporated Milk

Reindeer Brand Condensed Coffee

All famous leaders in their respective lines.

Dealers stocking these Brands are catering to the demands of the general public and adding prestige to their business.

The name BORDEN'S is a strong guarantee in the sale of milk products.

Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

A Big, Fine, Healthful Drink

Can be had from

Cold Springs Lemonade

Are you well supplied?

S. H. Ewing & Sons,
MONTREAL

Gaining in Popularity Daily

Why? Because the public are fast learning its superiority to the supposed-to-be fresh milk and cream.

Canada First Evaporated Milk is full cream milk, reduced by a sterilizing vacuum process to the consistency of rich cream. It is three times richer in butter fat and solids than ordinary fresh milk. It is especially suitable for invalids and infants. *A Canadian product from the cow to the can.*

Also don't overlook "Canada First" sweetened condensed milk; or you will miss good sales that are profitable.

You can pay more money for other brands, but can get no better than "Canada First."

The Aylmer Condensed Milk Co., Limited

AYLMER **ONTARIO**

POTATOES

ENGLISH STOCK IN GOOD ORDER— GOOD COOKERS

We have just received a large shipment. These must be cleared out, so we are offering them while they last at prices that will induce you.

Wire or 'Phone for a Ten-bag Sample Order.

Put up in 90-lb. bags. We quote ex-warehouse Toronto:

10 bags or more 90c. per bag

GEO. KEITH & SONS

124 King Street East, - TORONTO

The Facts Behind the Figures Determine the Value and Popularity of "Simcoe" Baked Beans

The significance of a large steadily increasing sale bears directly on the quality and popularity of a food. Quality is the feature predominant with all Dominion Canners' Products.

Popularity is another word for "economy." Baked Beans are really economical; a can of Simcoe Baked Beans contains as much nourishment as one pound of beefsteak. Notice the difference in price. That's just **one** reason why Simcoe Baked Beans are popular. There are many others.
Feature the 3's family size---a **larger** tin at a **smaller** price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Get the Family Trade

Nine families out of every ten eat some kind of jams or preserved fruits. Are you stocking the brand that will draw their trade to your store?

If a few families make a certain brand their favorite jam —just think of the regularity of so much trade.

JAMS AND JELLIES

when once sold you can depend on its quality to bring back their repeat sales, and with them your other goods will be brought into the selling area.

New pack goods with new, attractive labels. Put up an order now.

Made only by

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Winona, Ontario

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are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

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White Swan Spices & Cerea's,
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THE DUSTLESS SWEEPING COMPOUND

TELL THE HOUSEWIFE

of its merits in the home, viz.: Soclean is economical, absolutely lays dust, saves scrubbing and dusting, brightens and preserves carpets, is a disinfectant, requires the use of much less motion than any other sweeping comopund.

Put up in pails to retail at 25c., 50c. and $1.00
Write for prices and advertising literature

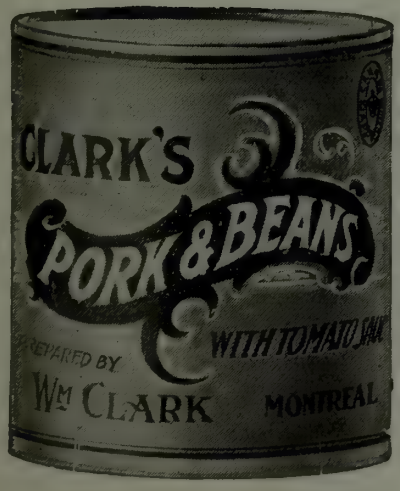
SOCLEAN LIMITED, Toronto, Ont.
The originators of the Dustless Sweeping Compound of Canada

THE desire of every merchant is to build up a good and permanent trade. Those who have succeeded will acknowledge that the best means to attain this end, are, goods of high quality, value for money, satisfaction to customers and a reasonable profit to the dealer.

CLARK'S PORK and BEANS

fulfil these requirements and will

Build Up Your Business



They are put up in a modern and thoroughly sanitary factory, only the best ingredients procurable are used in their preparation. The process employed reduces handling to a minimum, and the utmost personal care is devoted to the production of a high class article.

They bear the Government inspection stamp, and the public recognize the name of CLARK'S as a guarantee of the highest quality.

WM. CLARK, - Montreal

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The stimulant to a drowsy trade in these hot days is a feature that makes

QUEEN QUALITY PICKLES

a good buy. People will not cook in such weather. Cold meats are eaten profusely, and a good pickle makes a mediocre meal into a delight. That's just about the summer bill-of-fare for your trade. Are you stocking the pickles that please? Try Queen Quality. Write for quotations and list your other high-grade products.

Taylor & Pringle Co.
Owen Sound - Ont.

The Best is Always Cheapest

That's why hundreds of wide-awake grocers are buying

The Arctic Refrigerator

Cold dry air constantly circulating, absolutely sanitary—can't collect dirt or rust or corode; shelves and sections especially for grocers; all parts separable; case finely finished, making it an attraction to any store.

Send for Our 1912 Catalog.

Representatives in the West: J. D. Brack & Co., Winnipeg; Donnelly, Watson & Brown, Calgary, Alta.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONT.

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

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32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLE ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE MINE WITH CHEESE"

ILLUSTRATED ALBUM ON APPLICATION.

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Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

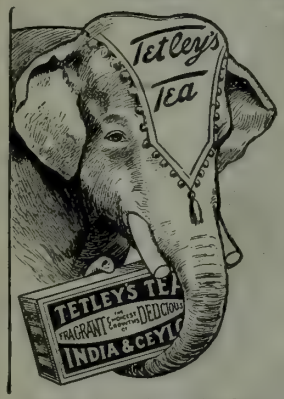
PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

The more your customers know about your goods, the easier it is for you to make sales

and the more sales, the more money you make.
Millions of people in Canada already know the superiority of

TETLEY'S TEAS



partly through our extensive advertising and partly through hearsay of some delighted user.

The quality has established for itself a topic of conversation among every user —thereby causing a steady demand through the best of all advertising, satisfied customers.

Need we suggest how you may share in the benefits of this publicity?

Put up to sell at $1.00, 75c, 60c, 50c and 40c per lb.

Look for the elephant on every package—the guarantee of quality and excellence.
Beware of Imitations.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

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"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

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5c. and 10c. Fancy Thin Blue Packages Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins

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SODAS

An Ideal and Healthy Food

Quality unsurpassed. Test the flavor and crispness

S. Perrin & Co., Limited

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CANADIAN AGENTS:

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Schofield & Beer, St. John, N.B.

Standard Brokerage Co., 1640 First Avenue, West, Vancouver, B.C.

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Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

in short, it is the Vinegar which will pay you best to handle

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The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

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PORT ELGIN - - ONTARIO

By Royal Letters Patent.

NELSON'S Powdered GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use without soaking.

C. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.

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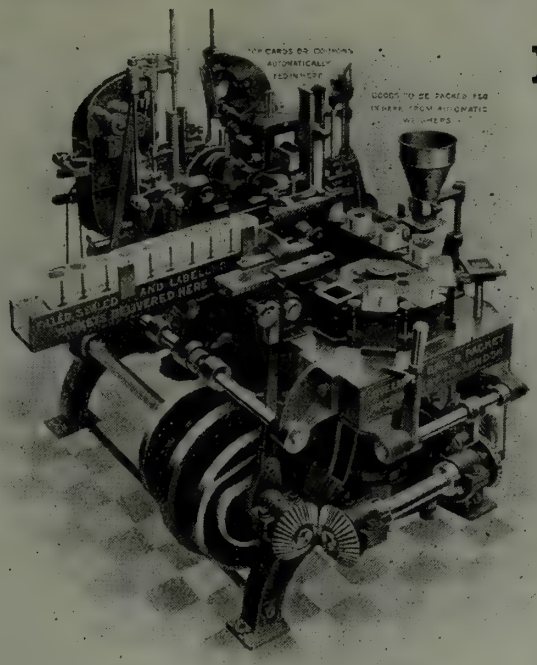
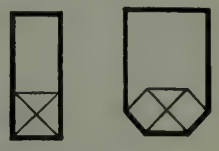
Machinery of **Every Description**



Bag Machines



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Labelling, Wrapping, etc., etc.

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with automatic coupon feed and labelling attachments.
SEND US SAMPLES AND LET US SUGGEST WHERE WE CAN SAVE YOU MONEY

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ADVERTISE YOUR STORE

Made in one and two dozen sizes

SHOW THE PEOPLE THAT YOU ARE WIDE-AWAKE—USE

STAR EGG CARRIERS AND TRAYS

FOR SAFE EGG DELIVERY

This quick, safe, sure, sanitary STAR Egg Delivery Service will give your store the reputation of being accurate and reliable, and your ad. on every STAR EGG TRAY will push some particular specialty or drive home the idea of quality.

Write for full particulars and get our two valuable books "SAFE EGG DELIVERY" and "SAMPLE ADS." free.

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

PETER YATES & SONS,
Grocers and Bakers,
5, Queen Street,
LEIGH,
ENGLAND

Not Telephone 30

From

To Messrs Dominion Registers Co.
Con. Exchange, Manchester

April 24 1912

Gentlemen We have had one of your Registers in use for two months and are thoroughly satisfied that the system is all that you claim for it.

We find that the carrying forward at each transaction of any outstanding balance does away entirely with the leakage from small accounts left unpaid through a customer's negligence - formerly a fruitful source of trouble with us; we are sure that this alone is quite sufficient to justify the installation of the system

Another feature that appeals to us is that we can compile an absolutely accurate total of our outstanding credit accounts in less than ten minutes at any time, without any previous posting or preparation being necessary; a feat hitherto impossible to us.

We shall be pleased to allow any interested person to inspect our Register at any time on receipt of a request from any of your representatives

Yours truly
Peter Yates & Sons

THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a **COLES** mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

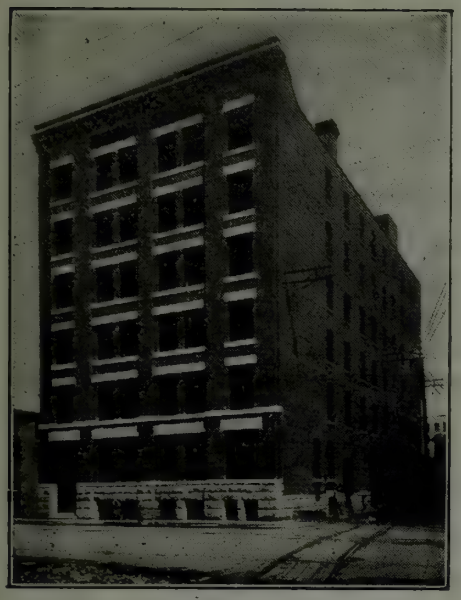
Does the work of Liquid & Paste Combinations
Combination du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1.** It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED

Hamilton, Canada — Buffalo, U.S.A.

TEES & PERSSE LIMITED



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ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

Your business requires systematic representation in Western Canada.

TEES & PERSSE LIMITED
Established 1884

have warehouses and selling staffs in

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Winnipeg
Regina
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and calls are periodically made on the Jobbers in

Port Arthur
Brandon
Weyburn
Medicine Hat
Lethbridge
Fernie
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Consider the advantages of placing your agency with

ONE FIRM COVERING WESTERN CANADA.

AGENCIES SOLICITED

TEES & PERSSE LIMITED
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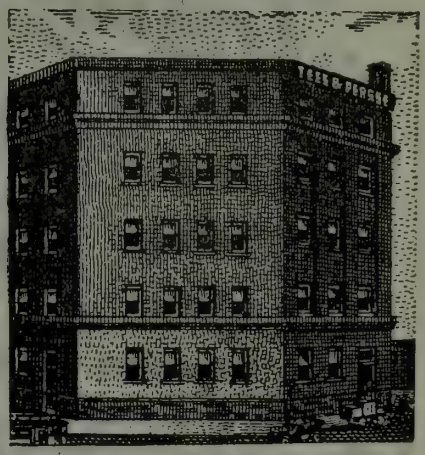
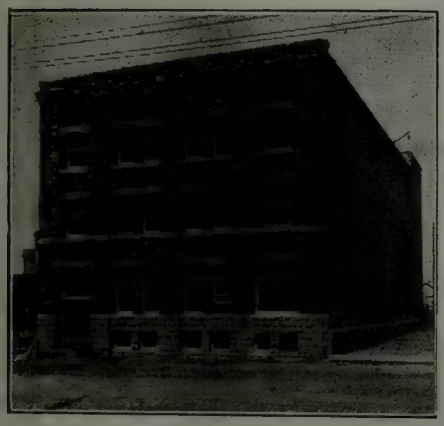
TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."

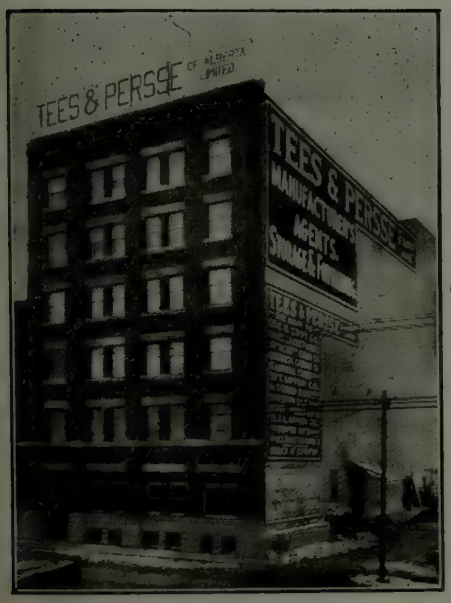


REGINA WAREHOUSE

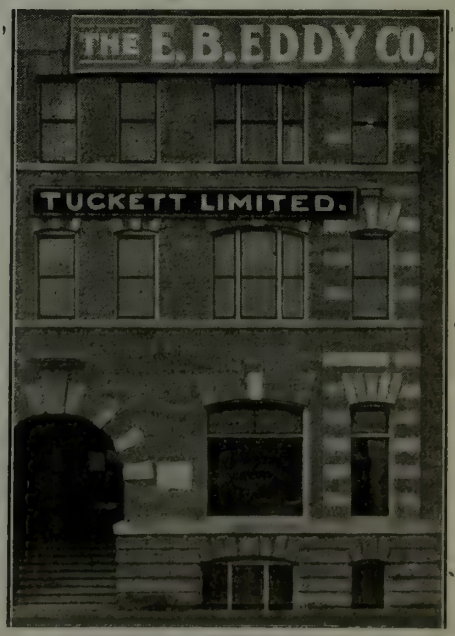


SASKATOON WAREHOUSE

MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE



EDMONTON WAREHOUSE

Tartan BRAND

THE SIGN OF PURITY

You can please ALL of your customers ALL the time with TARTAN BRAND.

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

Every package or tin fully guaranteed by

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, **HAMILTON**

Our mail order service is just what you need. 'PHONES 3595, 3596, 3597 3598, 748, 462 (free to buyers)

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS :— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

Every Live Grocer

Should know about

"Walker Bin" Fixtures

They represent the maximum efficiency in grocery equipment—the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg Man.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W.

Berlin, Ontario

RIDEAU HALL COFFEE

Our triumph in perfect blending and roasting is Rideau Hall Coffee. Sell your customers the best. Packed in one pound and 25c. tins only.

Gorman, Eckert & Co., Limited

London, Ont. -:- Winnipeg, Man.

We are in the midst of the preserving campaign. The housewife only gets one chance in each boiling, so give her

St. Lawrence Granulated

and take no chance of spoiling her preserves.

SALT RICE'S SALT IS Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

Just A Little Better THAN THE Other Fellows' Best

Canadian Cocoanut Co., Montreal

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

By Special royal permission.

Sardines Are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure oilive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON - - ONTARIO

JAPAN TEAS

FURUYA & NISHIMURA

are receiving shipments of NEW CROP per every incoming "Empress."

Constant advertising is creating a demand in almost every part of Canada for

MATHIEU'S NERVINE POWDERS

So many people realize the value of this remedy as a specific for headaches that it is to your interest to see that are you well stocked up with them.

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache.
If you are feverish.
If you do not sleep well.
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

If you don't know them, and happen to suffer from headaches, try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached.

As a remedy for colds Mathieu's Syrup of Tar and Cod Liver Oil is known from coast to to coast.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Laurentia Milk and Cream

(Not condensed)

will not turn sour during this hot summer weather; it will keep sweet indefinitely in any temperature above freezing, and after opening it will keep longer than ordinary milk. No chemical ingredients are added; it is absolutely pure rich milk that has passed through the mechanical process of homogenization.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—THE VERY BEST.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

TEA DEALERS LOOK AHEAD!!

WHAT DOES THE PENDULUM TELL YOU?

CAST ASIDE STRAIGHT TEAS!

GRADUALLY WEAR DOWN THE PACKET!!

GET ON TO RELIABLE STANDARD BLENDS!!!

PAST

STRAIGHT TEAS

—

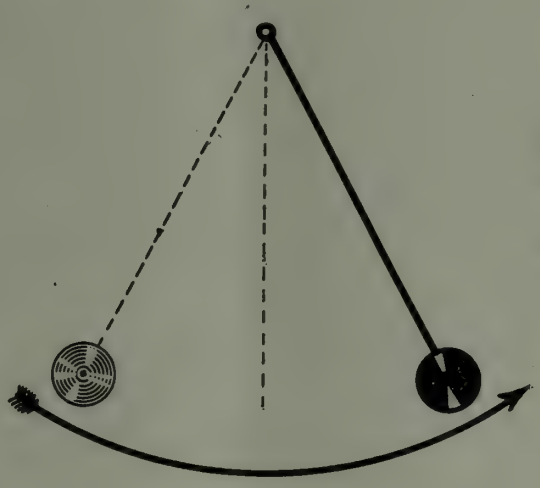
PACKETS

—

SMALL PROFITS

—

PROPRIETARY TEA BUSINESS



PRESENT and FUTURE

RELIABLE STANDARD BLENDS

—

SOUND PROFITS

—

YOUR OWN TEA BUSINESS

BELOW IS A RARE COMBINATION FOR ALL YOUR CANISTERS

◇2◇ Star at 19c

◇3◇ Star at 22c

◇4◇ Star at 27c

◇5◇ Star at 27c

◇6◇ Star at 32c

Black, Green or Mixed of Each Grade with the Exception of THE NOW FAMOUS ◇4◇ Star GENUINE ENGLISH BREAKFAST TEA

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

TORONTO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

IN ONE OF THE BEST TOWNS IN ONTARIO, a splended grocery bnsiness will be sold on account of owner's ill health; capital or security required $3.000. For full particulars apply
W. H. MILLMAN & SONS
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Chesee Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Manufacturers' Agents
and Brokers' Directory
(Continued.)

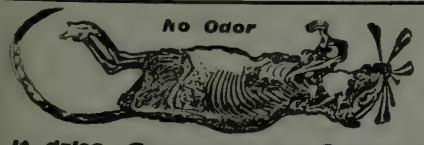
BRITISH COLUMBIA

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 CAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

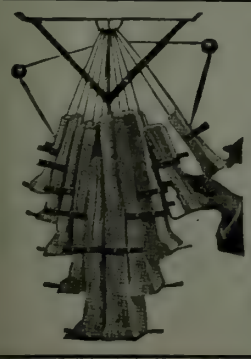
O. E. Robinson & Co.
Manufacturers and Buyers of Dried Evaporated and Canned Apples
Ingersoll, - - Ontario
ESTABLISHED 1886

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.
FRANK L. BENEDICT & CO., Montreal Agents

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager



It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*
All Dealers and 381 Queen St. W., Toronto, Ont
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.


The BROWN is the only convenient Bag Holder
Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write
The Brown Mfg. Co.
Creston, Iowa, U.S.A.

QUEBEC

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

CLAY PIPES
None equal. Insist upon McDougall's
There IS a difference.
D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish Trade

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

CONFECTIONERY STORE
Located in town of 12,000 people. Tables, chairs, and all fixtures. Barber shop at back. Rent $35.00. Receipts $100 weekly. Price $1,800. V. de la Ronde, Business Broker, Room 14, 16 McGill College Ave., Montreal.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

When writing advertisers kindly mention having seen the advertisement in this paper.

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER CO., 138 Front Street, New York

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD

(*Best Incorrodible*)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada

B. T. BABBITT, INC.

NEW YORK

THE PERFECT MATCH

To be a perfect match it must comply with qualifications, such as non-spluttering, instant lighting, no noise, good wood stems. There is a demand for this easy-selling staple.

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

=KNOX=

A Special Package, Specially Advertised and Easy to Sell

Our advertising in the big magazines is teaching your customers the advantage of KNOX ACIDULATED GELATINE. We're telling them about the extra envelope of concentrated lemon juice, which saves them the trouble of preparing the fruits. We're telling them how superior such gelatine is to the cheap, ready-flavored kinds. We're telling them about the big moneysworth—every package of KNOX GELATINE makes two full quarts of jelly. You'll find customers ready to buy BOTH *Knox* packages if you'll let them know you can supply them. There's a good profit for you in the 15 cents per package.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO.

JOHNSTOWN, N.Y.

BRANCH FACTORY: MONTREAL, CANADA

The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

5 Cases at $4.15
with 20 bars Naptha free.

10 Cases at $4.05
with 40 bars Naptha free.

25 Cases at $4.05
with 150 bars Naptha free,

FREIGHT PREPAID

Net 30 days. 1% Cash.
Assorted or otherwise.

A fifty-year-old favorite—Quality counts.

FREE OFFER

For every dozen Lemonade or Orangeade ordered, we offer ***FREE*** one ten cent bottle. Order from your Wholesaler, or direct from us, at the following prices:

Lemo and Orangeo, 10c. size, 90c. per dozen.
Lemo and Orangeo, 25c. size, $2.25 per dozen.

REMEMBER:

Thirteen bottles to the dozen.

The Lemo Manufacturing Co.

BOLTON AVE., TORONTO

MEADOW CREAM SODAS

are known this country over as a reliable and wholly satisfactory soda. The factory in Kingston is known for its cleanliness and modern methods. Only the choicest ingredients are allowed in the manufacture of Meadow Cream Sodas—hence the extra choice quality.

They satisfy—they bring them back—and they give you a good margin on each sale.

SEND FOR PRICES TO-DAY

The W. J. CROTHERS CO.

KINGSTON, ONT.

Quality is the Main Consideration in the Manufacture of Foodstuffs

GLOBE

Macaroni and Vermicelli

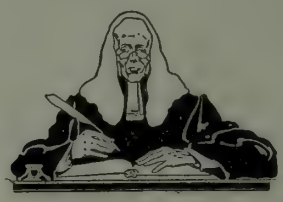
are made from hard wheat, no maize or rice flour mixed with them—in fact only the purest ingredients are used in their manufacture.

Manufactured in a modern, scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

D. SPINELLI & CO.,

Registered

MONTREAL.



A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.

MONTREAL

OVER TWO MILLION TINS OF WAGSTAFFE'S JAMS SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA

17 YEARS REPUTATION IN MANCHESTER ENGLAND

TELEPHONE 1249

WAGSTAFFE Limited

MAKERS OF

HIGH CLASS PURE JAMS AND MARMALADES

SEALED FRUITS IN GLASS

FINE OLD ENGLISH MINCEMEAT AND PLUM PUDDINC

MAPLE AVENUE

Hamilton, Canada, July 5th, 1912

Gentlemen:—

Listen, Read, Use Your Own Judgment.

DEARTH OF STRAWBERRIES

SMALL AND DEAR SUPPLIES FOR JAM MAKERS

Only by a continuation of such sunshine as yesterday's can the strawberry crop in Hampshire and Kent be saved. For the rain of the past few days has done great harm and mildew has attacked the fruit. Large quantities of fruit are rotting on the ground. The remaining strawberries, needing the sun to ripen them, are so small that the growers declare that the strawberry season will not last more than a week.

In every way the strawberry growers have had a very poor harvest. The crop in the first instance was one of the smallest experienced for years. "Many farms in Kent, where the strawberry yield in an average year amounts to several hundreds of tons," said a grower yesterday, "have this year had scarcely any strawberries. The hot summer of last year affected the plants. Then this year night frosts cut off the blossom, and the rain came when we needed the sun to ripen the small crops we had got. So far as Kent is concerned, it is a very bad strawberry year indeed."

DEARER JAM.

The jam manufacturers are finding it extremely difficult to get anything like the supplies they usually receive. "We are now having to pay £20 to £30 a ton for strawberries," said the manager of one London firm, "as against the ordinary price of £11 to £13 per ton, and even at that high figure we cannot get all the strawberries we want. As a result, strawberry jam will be scarce and dearer than usual.

At the London markets the strawberry supplies were short yesterday and the quality of the fruit poor. The retail price was 4d. to 8d. a pound, according to the class of trade. At this time of June, in a good strawberry year, the price would be 2d. to 6d. a lb.

—Cutting from The London Daily Mail, June 18th

Since this article appeared, our cables from England, Ireland, Scotland, Holland, France, Belgium, the United States and our own Canadian Markets warrant a careful study of the conditions of Strawberry supplies.

Yours truly,

James Wagstaffe

Managing Director.

JAMS

This is the JAM SEASON—and if you are careful to see that you handle reliable goods, your sales are bound to increase.
FOR SATISFACTION YOU SHOULD STOCK

HOW IS YOUR STOCK ?

"ANCHOR" Brand PURE JAMS

16 oz. glass
4 lb. sealed tins

RASPBERRY, STRAWBERRY, APRICOT
BLACK CURRANT, GREEN GAGE

Quality is Guaranteed FRESH FRUIT and PURE GRANULATED SUGAR ONLY USED IN THEIR PRODUCTION.

QUOTATIONS UPON REQUEST

ORDER NOW

"ANCHOR" Brand MARMALADE

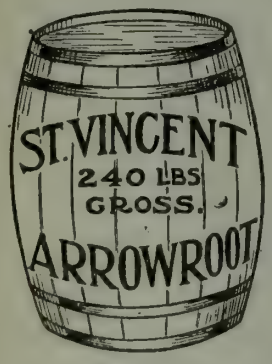
16 oz. glass
4 lb. sealed tins
7 lb. sealed tins

The finest quality manufactured in Scotland, the home of good marmalade.

These lines show you a good margin of profit.

EBY-BLAIN, LIMITED

Wholesale Grocers **Toronto**



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.
You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

A TON AND A HALF A DAY

Has been the Increase Alone in the sales of

"SALADA"

For the first half of 1912 over the same period of 1911, actually a total increase of four hundred and thirty-seven thousand seven hundred and twenty-four pounds (437,724). The detail which follows shows the persistent and steady growth which has marked the onward progress of "SALADA" Tea for the past twenty years. The inference is obvious:—

Concentrate your energy on "SALADA," the "TRADE WINNER."

		Increase. Lbs.	Decrease. Lbs.
Week ending	Jan. 6, 1912, over same week in 1911	22,343	.....
"	" 13, " " " " " "	.....	7,071
"	" 20, " " " " " "	13,756	.....
"	" 27, " " " " " "	28,570	.....
"	Feb. 3, " " " " " "	19,575	.....
"	" 10, " " " " " "	2,341	.....
"	" 17, " " " " " "	20,734	.....
"	" 24, " " " " " "	32,718	.....
"	Mar. 2, " " " " " "	1,220	.....
"	" 9, " " " " " "	3,702	.....
"	" 16, " " " " " "	35,556	.....
"	" 23, " " " " " "	35,006	.....
"	" 30, " " " " " "	9,509	.....
"	Apl. 6, " " " " " "	21,465	.....
"	" 13, " " " " " "	39,257	.....
"	" 20, " " " " " "	8,853	.....
"	" 27, " " " " " "	.....	8,292
"	May 4, " " " " " "	9,740	.....
"	" 11, " " " " " "	26,532	.....
"	" 18, " " " " " "	15,678	.....
"	" 25, " " " " " "	17,951	.....
"	June 1, " " " " " "	6,468	.....
"	" 8, " " " " " "	9,111	.....
"	" 15, " " " " " "	29,620	.....
"	" 22, " " " " " "	8,783	.....
"	" 29, " " " " " "	34,599	.....

THE "SALADA" TEA COMPANY

New York, Boston, Buffalo, Detroit, Chicago
Philadelphia, Pittsburg, Cleveland,
Toronto, Montreal

There's no disputing the fact that

KEEN'S OXFORD BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the trade; stock up with KEEN'S—it's always in family demand.

For Sale by all the Canadian Jobbing Trade

MAGOR, SON & CO., 403 St. Paul Street **MONTREAL**

30 Church Street Toronto

AGENTS FOR THE DOMINION OF CANADA

The Young Wife Will Welcome

Benson's Prepared Corn

As An Indispensable Aid in Cooking

¶ She will be quick to appreciate the delicate fineness and delicious flavor it lends to bread and pastry, the smoothness it gives gravies and sauces, and the richness it adds to custards, ice cream, blanc mange, etc.

¶ She will be a permanent customer for Benson's because no other Corn Starch will do.

The first sale of Benson's creates a permanent demand.

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Fruit and Vegetable Window, with Display Fountain in centre. Accompanying article explains how the Fountain has increased sales.

Eliminating the Waste in Vegetables

How One Dealer Combines His Window with Display Fountain to Prevent Waste and Increase Sales—Claims He Doesn't Lose Ten Cents Worth in a Week, and at Same Time Turnover is Much Greater — Fresh Nature of the Vegetables Stops the Passerby.

One of the great works of the scientist is to devise methods and means for eliminating waste. His life is given up to the conservation of things. His brain helps us to save time, energy and money.

In the hot summer days the most trying work of the grocer is also done to the end of eliminating waste. When a quantity of perishable goods are purchased, he wonders if he is going to get them off his hands before they spoil or wilt. On the measure of his success depends the extent of his profit or loss.

To sell any quantity of goods, the people must either read about them, hear of them, or see them. If actual demand only is supplied sales are not going to be large. The successful dealer is the one who increases his sales at a fair margin of profit. In this connection the power of the window cannot be too highly recommended.

Nature of Summer Displays.

J. W. Island, 262 Dundas St., Toronto, is a consistent window dresser of fruits and vegetables in the summer time. He makes known his stock by the display method, and at the same time has a device which practically dispenses with all waste in small vegetables. One of his displays is herewith shown, as well as the equipment referred to. This is a vegetable display fountain set up in the centre of the window which keeps up a constant spray over the goods placed on its various shelves.

A Valuable Equipment.

"We purchased the vegetable fountain last year," states Mr. Island, "and we have found it to be one of our best investments. We saw it advertised in The Canadian Grocer and sent for particulars. We wouldn't take $200 for it now, if we couldn't get another."

Mr. Island declares that from week to week he never wastes 10 cents worth of goods placed on the fountain. More than that, he sells a great deal more vegetables because of this display stand.

"On Friday and Saturday now we sell from 40 to 50 dozen lettuce, whereas we could only dispose of about a box formerly. When 6 o'clock comes on a Saturday night we are usually cleaned out of small vegetables," he further stated.

Attracts Occupants of Autos.

This fountain has frequently been the means of stopping passing automobiles. Not the way a telegraph pole would stop them, but because the displays are so inviting with the water trickling over the vegetables that occupants of the autos have come back to purchase on seeing the window.

An inspection of the above photograph will show how the window was dressed last week. The vegetable fountain contains radish, asparagus, onions, beets and lettuce. The shelves are kept well filled all the time, so that customers who buy from them are assured of fresh goods.

On the left of the stand are tomatoes, strawberries, peaches, cherries, gooseberries, plums and pines, arranged carefully and systematically so as to present a good showing. To the right are rhubarb, cucumbers, beans, peas, carrots, beets, cabbage, and green peas. This variety is almost sure to catch the eye of the passerby, and Mr. Island claims there are few things better than a fruit and vegetable display to bring the people inside the store. As soon as summer comes he makes it a point to always show them. They are summer goods and are sure to sell with little persuasion.

Requires Little Attention.

The display fountain in this store needs little attention. There is a waste pipe attached to carry off the water, and once in ten days the holes in the top shelves collect a few leaves, which have to be removed. Otherwise it requires little or no attention.

The above window was dressed in about an hour's time, and, considering the results which were obtained, the time was profitably spent. This display is another evidence of the importance of making aggressive efforts to increase trade. Wait for it and it doesn't come. Go after it and results are sure to follow.

A Young Grocer Who is Entirely at Sea

Has Good Store Front and Good Stand But is Grossly Careless and Seemingly Indifferent—Evidently Did Not Assimilate Much During Apprenticeship Although His Employer Was a Thoroughly Modern Grocer — Little Attention Paid to Windows.

By O. S. Johnston.

Human nature is just as frail to-day as it was one hundred years ago, and we are none the less prone to make mistakes, although it may be conceded that the man who fails to benefit by the experience of those gone before is not at all justified when he deliberately errs and sets down his negligence to "didn't know."

The writer not long ago happened into a grocery store which could boast of a good front and being located at a corner seemed well in the running for catching a large amount of transient trade to say nothing of regular custom. But it did not take a keen power of observation to bring about the decision that the young proprietor had either forgotten all he had learned or learned nothing from his former employer; in other words that he had failed miserably to put in practice the good retail methods employed at the store where he had served his apprenticeship. It would take up too much space to point out all the deficiencies—there are so many—in this man's way of doing business, but some observations made on various calls should prove of benefit to the young men now contemplating starting business for themselves.

Cutting Prices Led to Chaos.

Noticing that his competitor across the way had the greater share of the business going, he concluded that the best way to secure some of the best accounts would be to cut prices all round to such an extent that they could hardly be anything but enticing. Slips of paper badly printed were pasted on his three large windows late one Saturday night and on the following Monday the doors were thrown open even though little preparation had been made for the expected avalanche of business. Late in the morning the sweeping was being done and of course plenty of dust was being sent through the entire store.

Customer No. 1 Arrives.

A woman entered evidently having prepared a tall order and ready to take advantage of the low prices. But Mr. Grocer and his clerk at that time were busy moving a few dozen canned goods from shelves to counter and in spite of the absence of a chair or stool for the woman, chatted away and kept the customer standing for five minutes. Finally the proprietor came along somewhat like a funeral, and without making any apology asked for the order. He had five or six articles entered on his order form when he was asked the price of a popular sauce. Now, whether he regarded this woman as an innocent June bride or not the writer cannot say, but he certainly thought he would get back part of the profit he was losing on the goods just ordered, and quoted five cents above the general selling price. The result was that she disputed such a price for this particular sauce. Instead of using a little tact and covering up his attempted deceit, the order taker (we cannot call him a salesman, there's a difference) said, "What's next madam?" "Nothing, I want absolutely nothing from you," was the unexpected reply, and this bit of carelessness, to say the least of it, lost a nice order and in all likelihood further business.

There is little necessity to deal any further with this transaction, but it might be said in passing that the cut-price notices remained on the windows for about five days after the game had failed and the ordinary schedule had been resumed.

Doesn't Utilise Valuable Windows.

At the outset this "would be" grocer did not realize, let us hope that he does now, that cut prices are not permanent trade builders, and he may also be regarded as either ignorant of or indifferent to the pulling power of good window display. Instead of keeping the three large windows well dressed he lets them remain in such a state that they are an eyesore so bad indeed that a genuine "something for nothing" offer would in nine cases out of ten fail to induce the particular housewife to enter.

A traveler from a large cereal company made a most attractive display for him quite recently but in a week's time it was hard for outsiders to decipher the brand on the cartons owing to thick layers of dust on the window panes and cartons, caused of course, by careless sweeping and the dust coming through the open doors.

Flies seemed to enjoy the sunny windows and were there in numbers, some lying dead half buried in the dust on floor of window with the cartons standing over them like tombstones. What a fine graveyard scene and yet in a window which was supposed to attract trade!

A Jack of All Trades.

On another call, the writer noticed the clerk who had the honor of working under such an "advanced" employer, cut some bacon for a customer, and then proceed to weigh out a pound of tub butter with the same knife. It was wise of him, though not to wipe on his apron after finishing the bacon slicing, as the linen seemed to have escaped the attention of the nearby laundry expert, Mr. Woo Chong Kee, for a considerable period.

A Humorous Side.

Quite recently a number of people were obliged to take shelter from the rain in his doorway, pending the arrival of a car for down town. A confectionery traveler who happened to be there (the time was about 8.45 a.m.), told the writer that just before the car arrived the store was opened for the first time that day and Mr. Late Riser, with a look of surprise at the number outside, asked, "Waiting to get in?" Was it any wonder that a couple laughed, and a few giggled at this question when people were seen coming out of the store opposite which had been opened at 7.30 a.m.

How long this young man will be in business it is hard to say, but we have no hesitation in stating that unless he changes his methods and takes a few lessons in salesmanship and store management he would be wise in closing up and seeking a more suitable occupation.

An expression of opinion from readers on the possibilities of this young man retrieving his lost position and winning confidence from residents in his district would be interesting. What would you consider to be the best way to secure trade again if you were in his shoes? Do you think it is possible for him to continue at same stand and do business there under different methods?

—⊙—

The board of food and drug inspection of the United States has rendered a decision that the term "candied citron" can only be applied to the candied peel of fruit of the citron tree.

Science Teacher Has Made No Reply

Letter Sent More Than Month Ago Explaining the Trade's Method of Figuring Profits, But No Answer Returned—He Had Questioned by Phone the Correctness of Basing Profit Percentage on Sales—An Explanation of The Grocer's Contention.

About the middle of May a teacher of mathematics in a collegiate institute questioned The Canadian Grocer's correctness in figuring profits on sales. It was decided over the phone that both the science master and The Grocer express their opinions in writing, the latter to present its case and the former to reply.

On May 17 the letter appearing below was sent to the mathematician. That was almost two months ago. Up to the present there has been no reply.

One View of Problem.

To give our readers the benefit of one side of the question The Grocer's letter is herewith reproduced:—

Dear Sir,—

Re your telephone conversation with the writer the other day on figuring profits, we are glad to have the opportunity of taking the matter up with you because it will lead to a better knowledge of the problem on the part of all concerned.

Our standpoint is that while it is correct to figure profits on costs, it is not practicable, and figuring profits on the invoice cost leads many a merchant into thinking himself much better off than he actually is, and that the only safe method of calculation is on selling price or turnover.

What Cost Includes.

In a merchandising business to obtain the actual cost one must add to the invoice net cash price all items of expense such as interest, freight, cartage, rent, light, wages, salary for proprietor, depreciation, bad debts, etc., all of which have to be reckoned on in holding and turning over goods, and which show the actual total cost of doing business. The difference between the amount paid for the goods plus the handling of them and the selling price constitutes the profit.

But it is not practicable to figure on this basis. No dealer knows absolutely what the cost will be until the goods have been sold and the money collected. The matter of interest on outstanding accounts and bad debts, as well as the length of time goods are held in stock, together with their depreciation in value are always uncertain elements until every cent of the sales are in the merchant's cash register. When this result is obtained he can figure out his rate of profit on the actual total cost if he so desires, but he could not so figure in advance with any degree of accuracy.

The Only Definite Basis.

The uncertainty of what the actual total cost will be affords no safe basis for figuring in advance what the selling price should be. One should have some good, sound basis. The invoice cost would not do, because that is only a part of what has to be paid out in disposing of the goods. The total cost would not do, because that is never known until the last article leaves the store, and an inventory is taken at the end of the year. The only sound, practicable method, we submit, is, therefore, to figure from the selling price or turnover.

The total cost, as above stated, cannot be estimated in advance, but it will be found in almost every case so far as the retail trade is concerned, to be much nearer the selling price than the invoice price, and if an arbitrary basis is to be decided upon, then what is approximately nearest should be selected—which is the selling price. The percentage ascertained by calculating on the selling price is safest for the dealer because he is certain if he adds a reasonable advance he is at least making as much as he calculated. On the other hand if he works on the invoice cost, he never makes the profit he thinks he does, and is sure to be disappointed at the end of the year, because he is looking forward to his profits on the basis of his year's turnover.

Figuring Backward on Cost.

If the merchant finds at the end of the year he paid $10,000 for goods and it cost him $2,000 to cover all overhead expenses, and he received $14,000 in sales, the inventory of goods on hand being the same, he knows he has made a profit of $2,000. The profit percentage can then be figured on the actual total cost, which was $12,000, being 16 2-3 per cent., and this would be absolutely correct. If figured on the invoice cost of $10,000 the percentage would be 40 (which would be greater than made) and if figured on the turnover of $14,000 it would be 14 2-7 per cent., or at less than actually made.

This shows in a striking manner the danger of figuring profits on the invoice cost. The inference might fairly be drawn from the above that a merchant who has been in business for longer than a year could easily discover what his business cost him during the previous years and add the percentage to the invoice price to obtain the cost price. This would be approximately much nearer the actual cost than figuring on the basis of either invoice cost or selling price. But as the cost of doing business and volume of business are not fixed quantities it could hardly be considered as the absolute cost.

Thinks of Margin on Sales.

Ask a merchant who has on a certain day had cash sales amounting to $100, what percentage of profit he has made, and he immediately thinks of the profit on the sales. The cost of buying and marketing these goods is not known to him, or considered by him at this time, so that the only definite basis is the amount of the sales.

In conclusion we would like to emphasize the importance of safety in business. You will, we have no doubt, discover there is a great element of safety in calculating profits on the sales which as a rule, if you will allow us to repeat, affords a margin of safety over and above the expected results.

Yours very truly,
The Editor Canadian Grocer.
Toronto, May 17, 1912.

A reply to this letter from anyone would be interesting, and no doubt appreciated by readers who are making a study of this important question. The science teacher's contention was, of course, that profits should be figured on cost.

—⚙—

MUST STOP CALLING WARES.

Toronto, July 11.—The third reading was given, at the Toronto Council meeting on Monday, to a by-law regulating street peddlers. When the by-law becomes law next January peddlers will be subject to a fine if they call out their wares on the street. This is what the Toronto R.G.A. have been contending for, as peddlers were wont to go about, subject to a meagre license, and sell inferior goods by calling people from the houses.

The old by-law contained the word "hawkers" and "moderately calling their wares." These words will be omitted from the new. Any further licenses taken out between now and Jan. 1 will be subject to the new by-law.

The CANADIAN GROCER

Established - - 1886

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John Bayne MacLean - - President.

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TORONTO, JULY 12, 1912

SUMMER DRINKS IN FULL SWING.

These days the soda fountain is a favorite haunt of the public. The reason for their presence there is self-evident. They are in search of something to refresh and relieve as much as possible the effects of the oppressive weather. They are trying to counterbalance the scorching rays of Old Sol.

This search on the part of the public gives the grocer an excellent cue to more business. Why cannot the grocer come in here and point out that they might just as well partake of their summer refreshments at their own homes? By putting in a supply, a refreshing drink is always available without the trouble of a walk to the nearest dispenser's shop.

Besides, at this time of the year there are many picnic and camping parties who will want to take along some cooling liquid refreshments. At many camping grounds good drinking water is not always obtainable, at least without some trouble, so that it is well for the camper to be supplied. To picnicker and camper, as well as to the householder, the grocer would do well to suggest these lines and urge the advantage of a good supply.

In the line of summer drinks the grocer has much to offer, including lemonade powder, concentrated lemonade, soft drinks of various kinds, fruit vinegars, cider, grape juice, mineral and aerated waters, etc. These are the lines which the grocer would do well to swing into prominence now and push strongly. Added to personal talks to customers, window and counter display as well as advertising are the valuable selling features.

MUSTY CEREALS LOSE CUSTOM.

We learn a great deal sometimes from our own as well as the errors of other people—at least from those that are made public. Probably the following incidents, related by the heads of two households, explaining why they stopped dealing at a certain grocery store, may result in more careful attention to goods in stock, as well as to buying.

Both complaints refer to bulk cereals. One woman, who was a buyer for an old folks' home in a Western Ontario city, had purchased a hundred pounds of a certain cereal. The morning after it was delivered to the home, the woman in charge of the cooking complained to the purchaser that the cereal was musty and could not be used. Further investigation proved the original analysis to be correct, with the result that the grocer not only had to take back the goods, but in future lost his share of the home's trade. In addition to these losses, the woman who made the purchase declares she will buy nothing more at that store.

This same dealer lost another regular customer by selling her a musty wheat cereal. In this case he will probably never know the cause as she has never gone back. The cereal was thrown out and the money wasted, which was sufficient justification, in her estimation, for a complete change.

These instances of the loss of customers should be carefully considered. A dissatisfied customer generally voices her disapproval of inferior service, and the exact loss is never known. It is the men who prevent altogether the dissatisfied customer who make the most of the grocery business, other things being equal.

Now that the hot weather is here with a vengeance, especial care should be taken with cereals. Careful buying will assist a great deal, as well as care in giving them proper attention.

SURVIVAL OF THE FITTEST.

The poor, we shall always have with us; likewise the indolent.

A story is told by O. S. Johnston on another page of this issue of a young Canadian dealer who, in spite of the fact that he has every opportunity to build up a successful business, actually, by his indolence, drives away trade. Imagine a live, up-to-date dealer these days allowing a customer to wait five minutes before serving her, while he and his clerk continue with their dusting operations well onto the middle of the forenoon! Yet this is the business crime marked up against the young man in question.

The more representatives of The Grocer move about the country in search of trade news and methods, the more do they realize the importance of aggressive business campaigns. Dealers who are alive to opportunities have the least complaints to make about quietness of trade and business going elsewhere. They are the men who are using every facility at their command to attract new custom and to increase sales among their regular patrons.

There is little room to-day for the indolent man in the grocery trade. He will never be a success because there are too many competitors ready with superior service to attract business. The fittest will survive while the weak will be forced against the wall.

RESULTS FROM BUTTER INSPECTION.

It was pointed out in last week's issue that the Government butter standard stipulated that butter must not contain more than 16 per cent. of water. During the week a report from the Inland Revenue Department has come to hand describing 157 samples of butter collected in Canada by inspectors during February and March of this year. It contains many interesting points.

The standard also defines legal butter as containing not more than 17.5 per cent. of substances other than milk fat, the other substances being usually water, salt and curd. Therefore, butter containing more than 16 per cent. water and 17.5 per cent. of all substances other than milk fat, is a fraud on the public in the eyes of the Government.

From the investigations of the inspectors the maximum of 16 per cent. of water is evidently higher than necessary, as only one out of the 157 samples was above this figure. In fact, 133 samples contained less than 10 per cent., and only 33 between 10 and 16 per cent.

If we are to assume that the best butter contains the least water, then Prince Edward Island is the best butter producing province. Ten samples from there show an average of 3.93 per cent. water. The same number of samples taken at Ottawa show 5.13 per cent., and New Brunswick comes third with 5.66 per cent.

At the time the inspections were made, the price of good butter varied from 29.5 cents per pound in Prince Edward Island, where it was cheapest, to 44 cents per pound in Alberta where the ruling price was highest.

FRUIT PROSPECTS FAIRLY BRIGHT.

It is encouraging to note that British Columbia apple growers are making preparations for the biggest crop in the history of the province. In fact the prospects generally are for an excellent crop throughout Canada. The wet weather of May and early part of June in some districts had the effect of retarding pollination, resulting in the falling of embryo apples, but on the whole there is every indication so far of a good crop.

The outlook in Nova Scotia is for another crop nearly, if not as large as last year's. There was a particularly heavy bloom on the Gravenstein, and if nothing occurs to mar growth, the yield will be heavy.

In the Niagara district there is a fairly good setting of most varieties of peaches, but the crop in southwestern Ontario is reported to be short, probably not enough to supply the home market.

Plums and pears are on the whole a fairly good crop. Sweet cherries are showing some signs of winter killing, but the sour variety is an excellent crop almost everywhere. A medium crop of grapes is expected, although many vines were winter killed.

In Great Britain the fruit growers have been complaining seriously of dry weather and insect depredations, more particularly in small fruits.

ARE YOU ON SCHEDULED TIME?

Standing upon the threshold of the last half of the year, it is well that the merchant cast an eye back over the first six months that have just come to a close, and sum up the results of that period.

It is the desire of every merchant to show a gain each year over the previous one. In fact, a healthy business should show a gradual growth. Just at this time it would be wise for the grocer to review the first six months of 1912 and compare them with the same period of 1911 to ascertain if there has been any increase, or if the ideals with which the year was started, have not been realized.

If the financial sheets either relative to sales or profit show no improvement or not enough improvement so far this year, there is no reason to give up in despair. In fact, if such be true, it should have a directly opposite effect—that of spurring the merchant on to greater efforts.

Now is the time to begin in real earnest if sales at the end of the year are to look big. If a dealer hopes to attain his ideal, he cannot afford to wait until October or November before finding out how he is progressing.

THE CROPS IN THE WEST.

Rains last week relieved the dry spell in the West, with the result that anxiety regarding the growing grain has been removed. There is yet the frost bugbear to contend with, but in many districts in Alberta and Saskatchewan crops are a couple of weeks in advance of a year ago.

Authoritative reports from Southern Alberta state that the crop will be 60 per cent. greater than a year ago. Winter wheat is averaging 30 inches and should be almost ready for harvest towards the end of the month. Spring wheat has headed out, and has reached a growth of from 8 to 24 inches.

If good growing weather continues it will, combined with the increased acreage, give the West a record crop. At the present time, therefore, Western conditions, which depend largely on the crops, are sound.

THE SEASONABLE DISPLAY

It does not require much thought to see the advantages of a seasonable window display, particularly if it consists of goods that might perhaps be overlooked by the feminine shopper if they were not to be seen.

The man who takes advantage of seasons and special occasions to trim appropriate windows, and does his work neatly and judiciously is sure to increase sales above what the shopper actually had in mind on leaving her home.

The power of display cannot be too highly magnified as a business getter. But there are displays and displays. The best get the bulk of the extra business.

EDITORIAL NOTES.

In business as well as in war it is the same survival of the fittest.

* * *

If you have not mapped out your holidays, Mr. Grocer, now is the time. Everybody's doin' it.

* * *

'Tis good advice to make hay while the sun shines. 'Tis well also to push summer drinks at the same time.

* * *

The increased cost of raw material and higher wages to workmen is given as the cause for recent advance in paper.

* * *

Take advantage of the summer's disadvantages. Fly destroyers, cooling drinks and appetite coaxers, make this possible.

* * *

A retrospect of the first six months' business of 1912 should be beneficial. Compare it with the first half of last year.

* * *

The Canadian Grocer was the first public journal to advocate the building of large local elevators in the West for the storing of grain during the winter to relieve the grain congestion. Both political parties in Saskatchewan prior to the election advocated this.

Account With a Business Men's Club

Case Where Union Isn't Always Strength—Club Included Some of Town's Best Men, But Yet Payments Were Slow—How Co-operation in Same Town Has Prevented Bad Debts — The Humble Origin of the System.

*By Henry Johnson, Jr.

A junior partner in Johnson & Son has been getting some valuable experience in credit-extension. Maybe the experience will cost the firm some money: maybe it will come out all right. That is one advantage of being interested in a business which is not all your own—you can get some experience at another's expense.

This partner took a fancy to the account of a newly-established Business Men's Club, not, perhaps, for any particular reason, but by one of those psychological kinks that will get all of us occasionally. In fact, there is only one safeguard against that kind of thing; that is to have rules—definite, fixed rules,—which nobody can break, and then have a conference on any extension of credit beyond the limits and abide by the decisions of the conferrees.

Purchased Best of Everything.

This account was, and is, for the experience is not yet complete, a nice one to handle. The orders were liberal. They wanted the best goods. When it came to choice between extra quality and a trifle of saving, the saving had to go—for they wanted the best. This was natural; for that is the way with men's clubs everywhere. They think it the mark of good breeding to spend to the limit. The trouble was the usual one; that at the end of the month, they did not pay. Details of management, especially involving the payment of bills promptly, are not strong features in men's clubs.

A few days after the first of the month after the account was opened, I asked my partner how about it. He "was not very sure, but would find out." He did not find out very much except that he got no money. In fact, he seemed to gain the impression that the payment of money was a sort of low, sordid thought that clubs should not properly entertain to speak of. And we got no money.

Account Ran for Three Months.

My plan would have been to cut off the outgo and proceed quickly to get what we could; but I yielded to let the young fellow try out his ideas. So the second and third month went by and the account was upwards of $600. It was a very "good" account, you see! Then I thought things had gone far enough, so I put it right up to my young friend to get that money. I felt we had as much invested in that one experience as we could take chances with.

Well, by dint of pressure, and going to see this and that, the boy got in $180, which was the amount of the first of the three months' bills. But, while money was scarce, "assurances" were plentiful. Many told him not to have any anxiety because "that club was composed of the very best men in this town and they would not allow any of the bills to go by default." When this was reported to me, I gave the young man my views in detail; and I shall insert them here because I think they are sound, and I believe they may be memorized by almost any retail merchant with profit to himself.

Where Union is Not Strength.

"Now, John," I said; "it is just the right time for you and me to go into the details of this situation a bit. I want to show you how I regard that account and why I so regard it. Then you may change your attitude a little.

"It is true that the 'best men' of this town are members. Yes: there are several members there who individually, for their own household purposes, might have such an account here and I should not lose a minute of sleep over it. But this is a case where union is not a source of strength, but of weakness, and I'll show you why. Individually, those men are good. They pay their bills promptly and to the last cent. Why? Because their credit is valuable to them; they make it a rule to pay; and they are honorable. Because of this very fact, you will find that those men have paid their dues at the club very promptly. Also, because of this fact, they are not the kind of men to pay those dues twice. They would not think of paying one of our bills twice, no matter how much we might need the money, though they are as good as the wheat to pay their just bills. And why? Because they are quick to recognize and discharge an obligation, they will not feel any obligation to go any further.

If the Club Should Fail?

"Thus, all this talk about the certainty that those men would not let the club go down in disgrace is bosh. If that club should fail to pay, where would any obligation rest on them? Would they not feel that they were free—had they not paid their dues promptly? Take Judge Ryan, or Dr. Chapin, or Deacon Burrows—every man of them good for anything they want to buy at Johnson's, even past the usual limits—do you think those men would feel any twinges of conscience if the club should fail? No; nor would they need to feel under any obligation?

"No: your feeling that such membership was a source of strength is wrong. It is, in fact, a source of weakness. If the membership were a little slower pay there would actually be more security, because then you might hope to scrape up something in unpaid dues; but now you have nothing to fall back on. That is NOT the kind of account you can permit to run a day over its proper time. Get busy, now and get the money."

Well, we are not done yet, as I say. That is, we are not sure we are "done." But I have my suspicions. What?

* * *

We Get By Giving.

While I am on this question of credit-giving, I think of a recent Convention Question: "Can a local federation with few members properly organize a credit rating system?" That seems to me to be akin to the question: "How much does it take to start a business?" For one man can start on $5 and get rich and another will fail on a capital investment of $50.000. Likewise, a federation" of two merchants can start a credit rating system, if they are the right kind of men; while 500 may readily fail to make this work because they do not enter it in the right spirit. Trouble is that nearly every merchant immediately thinks of what he is going to GET out of the system—not what he is going to GIVE it; and until a goodly proportion of any federation gets the idea of GIVING, the system will not amount to anything.

The Origin of a System.

In our town there is hardly any need of any system to take care of credits. Why? Because we began right, years ago, to HELP each other. I am somewhat to blame for this condition myself, so I'll tell you how it began.

About 18 or 20 years ago I took to visiting neighbors. I went when I had a little time, without any particular plans or intention. It seemed a little strange and awkward at first; but we got personally acquainted; chatted together—not much business—mostly just learning to know each other. On the second round I talked a few problems and suggested, or hinted at, betterment of some difficulties. When credit was talked about, I made it a point to offer

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

information on any customer at any time. The way was thus partly prepared, but still some action was needed to galvanize the thing into life; so I took the action.

The Promiscuous Credit.

I decided that I should grant credit on precisely the same basis as I got credit—through the passing of references. I also decided that I would take no account where the applicant owed a brother grocer a past-due account. Thus, it was not long before I had occasion to call up a neighbor and ask him whether he knew Peter Filkins and how his credit was. After getting the information, I thanked my informant and repeated my offer to help him any time he wanted help that I could supply. Little by little this idea spread, until to-day we ask each other freely back and forward. That is why we need little protection from bad accounts. If we take on slow ones, we do it with our eyes open—as my partner took on that club, for instance.

* * *

So here you have examples of the Union which is Strength and the other Union which is Weakness. You can see the difference.

Claim Auto Delivery Equals Three Horses

Experience of New Zealand Firm Who are First to Introduce New System Into that Country—Advertising Valued Placed at $500 a Year—Covers 300 Miles a Day.

The first robin, the first straw hat and the first strawberry of the season are all objects of note. And so is the first automobile delivery in any town or city. Greater still is the first motor in a country—and Hill & Barton, merchants of Wellington, New Zealand, whose delivery car is shown herewith, can boast of this honor.

Comparison With Horse Delivery.

This firm is quite enthusiastic over the innovation, their experience being that it is more satisfactory and more economical than the horse and wagon systems. In a letter to The Grocer, which they read every week, H. G. Hill states that the car is a 14-16 h.p., the body being specially insulated. The total cost of the car was £500 ($2500), and it is doing the work of three teams of horses and three men. The average distance covered is 300 miles per week and the cost works out at 8d. per mile. This cost includes wages of men and depreciation at the rate of 25 per cent. per annum interest on capital outlay and all incidental expenses. To their mind there is no comparison between the motor delivery and horses and wagon method.

A Profitable Advertisement.

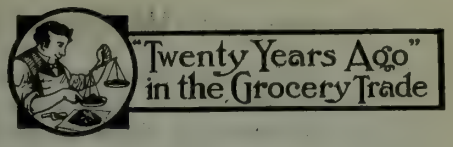
"We consider," says Mr. Hill, "the advertising value of the car is at least £100 per annum. You will, therefore, see that we are getting every satisfaction with it although many predicted that our enterprise would result in failure."

The first automobile delivery in New Zealand. Owners say it does the work of three horses and three men.

The opposite, however, has been the case. They have found the motor car superior to the old system both as to advertising value and economy.

Big Work for Three Horses.

Three hundred miles covered in one day means 30 miles an hour in a 10-hour day. This would appear to be greater than the work of three horses, as it would take a pretty good horse to travel a third of 30 miles in an hour, or 100 miles a day. Few horses in Canada, at any rate, could accomplish such a feat.



J. F. Eby, of Eby Blain & Co., Toronto, left on Thursday for a fortnight's holidaying in the Midland district. He has a houseboat on that part of Georgian Bay.

Editor's Note.—At the present time Mr. Eby is away on a holiday, but he is out West instead of at Georgian Bay. He will visit Vancouver as well as some Pacific coast United States centres before returning.

* * *

"The Montreal Retail Grocers' Association intend holding their annual picnic on July 27 at Hudson. The following committees have been appointed:—Games, music and dancing, S. D. Valliers, chairman. Refreshments, printing and advertising, A. D. Fraser, chairman, Jno. Robertson, E. Elliott, J. O. Levesque, and J. E. Manning. Finance, S. Demers (chairman), A. D. Fraser, S. Valliers, Ald. T. Gauthier, and Jno. Scanlon."

Editor's Note.—This year the Montreal grocers will picnic on July 24 at Valleyfield, Que. July 27 comes on a Saturday, or it might been chosen again.

* * *

"London (Ont.), merchants and others now refuse mutilated silver coins except at a discount."

Editor's Note.—The practice of refusing these coins has now become quite general among all classes.

* * *

"At the last meeting of the Halifax Retail Grocers' Association, a resolution of sympathy and condolence was passed and ordered to be sent to the widow and family of the late Jno. H. Nisbet, who at the time of his death was treasurer of the association."

* * *

"William Burleigh, who gave himself out as a "bad debts collecting agent" at Smith's Falls, was sent up for trial for obtaining money under false pretences, was found guilty, and sentenced to six months in the Central Prison, Toronto."

Editor's Note.—Even after the lapse of two decades, we still have this class of collection agent with us, although met with infrequently.

Lesson 18---Complete Course in Cardwriting

Showing the Lower Case of the Capitals Demonstrated in the Previous Lesson —The Three Cards Illustrated Introduce the Trade Mark Idea in Cardwriting.

By J. C. Edwards. Copyright Canada, 1911.

How many stores or commercial institutions work the trade mark idea to the extent that is possible? There are some that do, but there are hundreds that don't, and these are the businesses that remain small and immature, and the heads of these places wonder why those others grow and become industrial concerns.

The reason lies, to a great extent, in the advertising; either the advertising is too weak, or too little.

We suggest the selection of a good trade mark and advertising it everywhere, keeping it constantly before the public eye—in every advertisement, on every sign, on your electric signs, on every window card. Make it so common that every time it is seen it is at once associated with the firm's name.

The Trade Mark on Cards.

To demonstrate the trade mark idea on the show card, we are illustrating three sample cards showing the manner in which it is used.

The "hand bag" card has the double diamond trade mark, with the firm name or the firm's catch phrase inside. The space between the two diamonds is in a color which makes it stand out strongly in relief. In the "layette" card, the trade mark is more in keeping with the nature of the goods being advertised, the outline of the shield being in a light shade with the centre white, and the lettering in a light shade. The strength of the trade mark should be regulated by the style of card it goes on. The "suiting" card shows still another style which is in keeping with the general effect of the card, viz., the lined style.

Working Up a Design.

Get an idea into your head and improve on it wherever you can. Sketch the design in pencil first, just roughly, then, if it suits you, ink it in.

The design in the "hand bag" card makes a very good effect. The circles were made with an ink compass in alternate black and white lines, and then cross hatched with black ink. This design may be carried out to splendid effect in colors or tints. The floral effect is very simple, in fact only a suggestion is needed to illuminate the design.

First, the outline is made with the brush, then a light tint is added or filled in, with a few touches of the brush in the centre to complete it.

The Stork a Suitable Decoration.

If illustrations are used or drawings made on a card, they should harmonize with the inscription. The stork decoration used on the Layette card is quite in keeping with the "Dainty, Snowy Layette," as it is symbolic of infantile reception. This design is made by first drawing the bird in outline on the light champagne card, then coating the whole design with white and touching it up with a light grey and dark grey for the tips of the wings, the beak and the feet. The apple blossom designs used in the panel also lends a dainty touch to the card.

An Unusually Simple Treatment.

Note the very simple decoration used in the suiting card. It certainly is "distinctly different" and yet refined.

The word "suitings" is outlined first, with a brush No. 4, red sable, square point, drawn down small. Then the white line decoration is made, using the T square and small pen, say a number 5 or 6 soennecken, as shown in the upper corner of the plate. These lines may be made first, if desired, and the letter outlined over the top of them.

The letters then are filled in, leaving the space, as shown, open, allowing the white lines to show through.

The words "distinctly different" are made with a small soennecken pen and left in outline.

Ruling With the Square.

In ruling with the T square, be careful not to allow it to rest on the card, but to raise it high enough to allow the wide part or shoulder of the pen to rest against the edge. Hold the hand and T square steady and give a firm, quick stroke.

Another device for ruling is known as the ruling pen. It is a double affair, which may be regulated by turning a set screw. The ink is dropped in as needed.

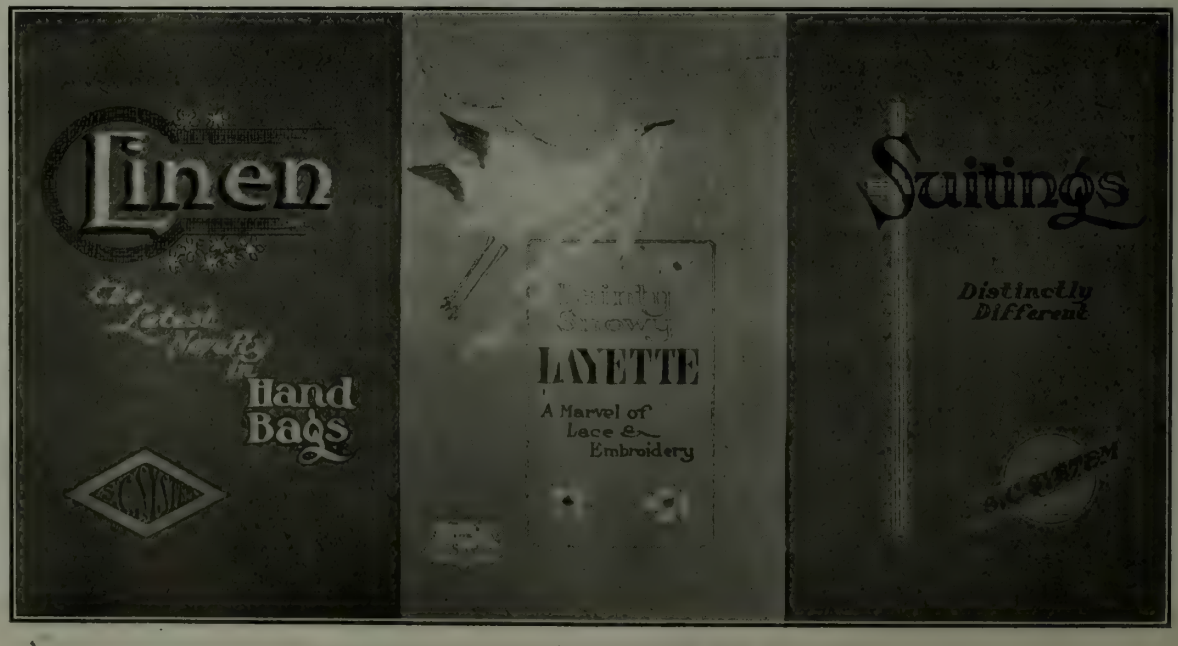
Dainty Outline Lettering.

Nothing but dainty lettering should be used on such cards as the illustrated "layette" card. The pen outline letter gives a daintier effect than if filled in. The word "layette" is outlined with a grey shade and filled in with black, which brings this word out more prominently, as it is the main word of the inscription.

The Hand Bag Card.

The object in making the word "linen" the most prominent on the card is to bring out the importance of the novelty, otherwise the words "hand bag" would be given the foremost place.

For further particulars re brushes, pens, etc., write to the editor of this paper, 143 University Ave., Toronto.



Seasonable cards, introducing trade mark idea. See article.

This plate illustrates a letter that is particularly useful for fancy show card headings.

Current News of the Week

Quebec and Maritime Provinces.

H. E. Vipond, fruit merchant, Montreal, is spending the week ends at Woodlands.

Dr. Rene Hebert has been appointed a director of Hudson, Hebert & Co., Limited, Montreal.

Alywn Coristine, manager of Poultry Supplies & Sales Co., Montreal, is now on holidays at Murray Bay.

The warehouse of A. F. Randolph & Sons, wholesale grocers, at Hartland, N. B., was damaged by fire.

MacLure & Langley, commission merchants, Montreal and Toronto, intend opening warehouses in Montreal.

Zepherim Hebert, president Hudson Hebert & Co., Limited, is now at his summer residence in the Chambly Basin.

Frank Hodgson, general manager Montreal Biscuit Co., will soon close up his city residence and take up summer quarters at Hudson.

F. F. Hughes, of F. Hughes & Co., Montreal, is now in Quebec City on business, and will soon leave for a short holiday at Murray Bay.

J .O. Dandurand, of Bergeron, Whissell & Co., wholesale grocers, Montreal, is now living at his summer home in the Chateauguay Basin.

H. Laporte, president of Laporte, Martin & Co., Ltd., Montreal, has just returned from a short holiday in St. Adele in the Laurentian Mountains.

G. F. Lalonde, of Lalonde & Desroches, wholesale grocers, Montreal, is on his way from Calgary, where he has spent some time both on pleasure and business.

W. R. Spooner, manager of the Halifax Cold Storage Co., Limited, has been on a visit to the headquarters at Halifax, and was also business bent in Newfoundland.

J. McNown, of Mathewson's Sons, wholesale grocers of Montreal, has just returned from a business trip along the Gaspe Coast and will now resume operations in his usual territory.

Chas. Chaput and wife have left Montreal for a few weeks' holiday at Old Orchard Beach, while Emile Chaput, also connected with the firm of L. Chaput Fils et Cie, Limitee, has taken his family to St. Hilaire, on the banks of the Richelieu.

Harold F. Hughes, of F. Hughes & Co., Montreal, Canadian agents for Spratt & Co., Limited, London, Eng., manufacturers of dog biscuits, etc., is busy making preparations for the coming National Exhibition in Toronto. He will attend the show, as his principals have been appointed "feeders."

The National Canners Limited have opened a suite of offices in the Transportation Building, Montreal.

There is a scarcity of hominy (cracked white corn) in Montreal owing to slow shipments. Montreal consumes between 3,000 and 4,000 bags annually.

S. J. Mathewson, of Mathewson's Sons, Montreal, is trying to dodge King Sol, and is now in hiding at his summer home, Eagle Point, Little Metis.

F. H. Anson, general superintendent Ogilvie Flour Mills, Ltd., has resigned from the company to assume the managership of the new sugar refinery in St. John, N. B.

A. W. Hugman, of A. W. Hugman, Ltd., Montreal, manufacturers of polishes, baking powder, etc., is now on a business trip taking in all the important centres from Montreal to Vancouver. This is his initial Western trip.

A. G. Snowdon, of Snowdon & Ebbitt, commission merchants, Montreal, will soon leave on his annual northwestern trip. Snowdon & Ebbitt have added to their list of agencies that of Alexander Cavins & Sons, of Paisley, Scotland, manufacturers of jams, jellies and marmalades.

Ontario.

W. G. Begg, general merchant, of Collingwood, Ont., died last week.

Ingersoll merchants have agreed to close on Thursday afternoons during July and August.

H. B. Clemes, manager of the produce department Gunns Limited, Front St,. Toronto, is on a holiday, Port Perry, Lake Scugog.

A. F. Choate, general merchant, Warsaw, Ont., has opened his branch store at McCracken's Landing, Stony Lake, for the summer.

A number of merchants of Gananoque, Ont., including several grocers, have agreed to a weekly half holiday on Wednesday afternoons during July and August.

A merger is being arranger between the Renfrew Roller Mills, Renfrew, Ont., and the Dowd Milling Co.'s mill at Pakenham, Que., under the name of the Renfrew Roller Mills, Ltd.

C. W. Cox, manager of Jones Bros., Montreal manufacturers of stove fixtures, has returned from Quebec, where he was superintending installation work in some of the large stoves.

At the Toronto horse show held on Dominion Day, a number of prizes were offered grocers and provision dealers and needless to say some fine turnouts were witnessed in these classes. In the single horse and outfit class open to grocers east of Yonge street, R. Matthews, Yonge street, took first; R. H. White, Church street, second, and T. A. Gilpin, Carlton street, third. In the same class, open to fruit, fish and game dealers, Clemes Bros. and McWilliam & Everist of Church street, won first and second respectively and A. Spalla, Elm street, third. Gunns Limited captured both first and second for single horse and outfit open to wholesale and retail produce dealers, with J. A. McLean Produce Co., third. John Sloan & Co., wholesale grocers, Church street, took first in class 45 which was open to all other trades east of Yonge street.

Western Canada.

Howard W. Wilson, general merchant, Edmonton, Alta., has sold to N. S. Wilson.

The Capital City Flour Mills Regina, was one of the firms to suffer loss by last week's cyclone.

The Saskatoon Industrial League has appointed an industrial commissioner at a salary of $7,500 a year. An extensive campaign for new industries will be undertaken.

Seven tons of strawberries were destroyed in Saskatoon, Sask., as being unfit for human consumption. The car in which they arrived was not properly iced. The loss is estimated at $1,200.

The Vancouver Retail Grocers' Association will hold their picnic on Wednesday, Aug. 14. This day is Citizens' Day at the exhibition and will be a civic holiday. The parade this year will be a big feature.

Calgary, Alta., has announced the holding of its first annual pure food show for the week of August 12. Some of the business men of the city have taken hold of the proposition. H. S. McKay is the secretary.

The health authorities of Moose Jaw Sask., recently ordered the destruction of decayed fruit. The fruit destroyed were strawberries and cherries. A number of cases of fruit bought by restaurants for food were also thrown out. The health inspectors are making daily rounds of the restaurants for the purpose of keeping in touch with the quality of the fruit and food served.

Condensed Milk and Rice Up---Sugar Weak

Many Changes of Note During the Week—Another Firm Places Sugar in Cartons on the Market—Brooms Easier—Prospects in New Pack Fruits—Salmon Market Strong.

QUEBEC MARKETS.

POINTERS—

Rice—Up 15 cents.

Sugar—Weak.

Shelled Walnuts—Primary advance.

Montreal, July 11.—It is hardly surprising nowadays to hear of an advance in any particular foodstuff so general is the movement upward.

The higher grades of salmon are $1 to $1.50 per case dearer while the cheaper also show an advance of 50 cents. All packers in Vancouver are trying to induce easten buyers to interest themselves in ½ lb. flat tins. It appears that packers for past few years have been getting a high price for salmon in ½ lb. flats for shipment to England, and we have reports this year to the effect that large orders have been booked on a basis of $10.50 per case f.o.b. shipping point unlabelled. But eastern buyers will hardly be induced to substitute the ½ lb. flat for the 1-lb. tall. At present prices, as there is not much sale for the ½-lb. flat except from laborers for their lunch pails.

Authoritative news has been received from the Old Country to the effect that there is a shortage of fruit and that jam prices are advancing as much as 3d.

There will be some canned mackerel on the market in about three weeks' time prices having been fixed at $1.45.

Business on the whole is surprisingly good and wholesalers are looking for records in turnover this year.

SUGAR.—The market on the whole is weak due to improved prospects of ample supplies throughout the world and to continued increase in present Cuba crop.

There should be considerable business done during coming week as present heatwave, to say nothing of the preserving season means a large consumption owing to large sale of ice cream and soft drinks.

No doubt brokers are inclined to believe that hand-to-mouth order of things, which has prevailed for the past few months, must soon cease and that the trade will buy in larger quantities to take care of increased demand. On the other hand the trade looks for another decline basing opinion on big margin between $3.77 for raws and $4.95 for good granulated in New York. But refiners have also something to say in the matter claiming that the cost of supplies has not been altogether in their favor, even if the raw market has been on a steady decline.

However, changed conditions in Cuba as aforesaid, have brought about a desire on part of planters to make concessions because the present crop is 230,000 tons greater than in 1911 and considerable operation is going on still in different estates. They art not over anxious to have a heavy accumulation of supplies which with the approach of the rainy season, are liable to deteriorate.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—The molasses marked is steady there being fair amount of business transacted for grocery grades. It is believed that Barbados has now nothing further for export but there are some who doubt it. While at one time it was thought prices would move upward, yet we are now inclined to tell the trade to study the sugar market carefully from all standpoints as on it depends the tendency of molasses.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

NUTS. — A sensational advance has occurred in shelled walnuts, the price quoted in primary markets being equal to 26¼ Montreal. The local market so far is unchanged as there are still some stocks on spot but it can easily be seen that it is only the matter of a short time before the extra price is asked. The cause is attributed to short crop.

There is a stronger tone to market for Brazil nuts as a result of recent purchases which have cleaned up most of recent arrivals.

All shelled nuts are firm as result of reports of likely short crops.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 13
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

DRIED FRUITS.— There is nothing of particular interest to note in this market, things on the whole being dull.

There has been little business done in raisins of late and reports from the coast only duplicate conditions here.

Prunes are also slow to move, although a good business would be on if holders made slight concessions but are advised that this is hardly likely as holdings are not particularly heavy.

Apricots and peaches present dullness also and it is just hard to say what is coming over the market. However, it might be stated there is every prospect of large crop of peaches and undertone is easy, while same thing may be said of apricots.

Currants are steady and prices remain the same. The latest reports from Greece show that crop is progressing in good shape, market being firm with no prospects of decline.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

RICE AND TAPIOCA.—It seems we have been perfectly justified in report-

ing strained Eastern conditions in rice as again this week we have to announce further increase of 15 cents.

Rangoons are much firmer owing to strong eastern demand, especially from Tapair and as a result business with Europe has been greatly curtailed.

The Saigon market also remains firm with continued demand from Manilla; paddy is dearer, and higher prices are expected.

Firmness also prevails in the China market. A lot of Hunan rice has been imported to Shanghai but quality is inferior to qualities generally consumed, having been secured chiefly for sale amongst poorer classes to relieve distress caused by the soaring of prices. The tendency throughout is for still higher prices.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

TEA.—Tea market is fairly active there being a good jobbing inquiry for current requirements. Buying is still going on actively in the east. A cable reports that Pingsueys are firmer and samples are expected soon.

There is nothing of unusual interest in local market.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

SPICES.—The market has not been any too active for the past few days. Peppers are keeping up as are cloves, nutmegs and cassias.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

COFFEE. — As might be expected there is no change in local market as any increase of few points in primary market has little or no effect here. It may be of interest to know that while weather in Brazil is good nevertheless coffee crop is backward and ripening is uneven. The general opinion is that crop will be small one, but some planters state that these reports come from some who simply take a casual glance at the trees. and don't examine them closely. They further add that while some trees look bare nevertheless they carry quite an amount of fruit under the branches.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

ONTARIO MARKETS.

POINTERS:—

Condensed Milk—Up 15c and 25c.

Brooms.—Lower grades easier.

Rice—Advanced 15c cwt.

Haddies—New pack arrives.

Sugar—Weak.

Toronto, July 11.—Since week ago an advance of 15 cents on family size and 25c per case, hotel size, has been made in condensed milk. Scarcity of milk is given as the cause.

Rice has gone up 15 cents per cwt. and liable to go still higher, so great is the shortage in the East.

Wholesalers are waiting for opening prices on early canned goods. One wholesaler this week had chance to sell a car load of strawberries to buyers for a Western Canadian firm, but will have to await the opening price. Last year these were out on strawberries, raspberries, cherries, peas, beans, etc., on July 20, but they may be later this year. A Western Ontario preserve and jam manufacturer has sent out his new prices, strawberries being placed at $2.30 as compared to $2 a year ago, and raspberries $2.25 as compared to $1.90 last year, the advance being about 10 per cent.

The new pack of Thistle haddies has arrived, price being $5.40 per case, same as year ago.

The St. Lawrence Sugar Refining Co. have placed on the market 2 and 5 pound cartons of sugar, and pack 100 pounds to the case.

There was some talk of a rise in prices of matches, but this did not materialize at time of going to press.

SUGAR.—The sugar market has remained unchanged from week ago. There is no tendency at the moment upwards, but from all appearances the next change should be down. The European beet crop is reported good, an estimate of 8,500,000 tons being placed on it. If this materializes, it will be a couple of million tons ahead of last year, and more than a million ahead of 1910-1911. It all, of course, depends on future weather conditions. There are close students of the sugar market who see the slump that followed the high record of February, 1905. In January, 1904, the price was $3.95 on Montreal basis. This gradually rose to $5.75 in Feb., 1905, and then declined to $4.00 in March, 1906. The Cuban output up to June 20 is placed at 1,770,988 tons, so that everything seems favorable—except possibly the cost of production—for a declining market. Whether the weather will upset these calculations or not is of course impossible to state.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUPS.—Wholesalers report sales in syrup as pretty fair for this time of year. There are no price changes.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS. — In majority of cases wholesalers have sufficient prunes to meet their trade. While the California crop is good advices indicate heavy buying from Europe, where Bosnia and Servia are reported small crops. Oregon prunes are decidedly short, as it looks as if the big California crop will be easily taken up.

Greece advices state the currant market is excited over rain damages and some think prices will be higher. Apricots are easier.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 11	0 11½
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes	....	0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Figs, 2 to 2½ inches, per lb.	0 09	0 13
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾

Dates—		
Hallowee' full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	8 07

TEA.—The market is quite firm, particularly for teas with flavor, with no weakening tendency whatever in sight.

COFFEE.—Coffee market is firm and will remain so. All coffees are moving upwards steadily, the superior as well as inferior grades.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES. — Demand from the retail trade for pickling spices is already quite keen. Manufacturers claim that the best dealers are buying quality goods, while majority of the smaller purchase for price. The general tendency is to raise the standard of quality regardless of price. Firm markets are the rule in many spices. This is particularly the case in celery seed, cloves, mace and mustard seed. Celery, for instance, used to sell to the trade at 15 cents; now it is around 40 and 45c per pound.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15—19	60—0 70	70—0 80
Cassia	20—32	85—1 15	95—1 25
Cayenne pepper	23—33	80—1 05	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	30—60	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Another advance of 15 cents per cwt. has taken place in standard B rice. At the first of the year it was $3.65 f.o.b. Montreal, whereas present price is $3.90. From present indications the market will maintain its firmness.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Market is quiet locally in nuts. Shelled walnuts are reported high in the primary. This market has been going up and down, up and down, for so long that it is sometimes difficult to know where it is at.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Season has been a good one for beans. The market is pretty high for Canadian stock, with Hungarian 20 to 60 cents cheaper. The latter is not as good stock. It is too early yet to forecast crops in western Ontario. While up to present growth is good, yet the outcome depends entirely on future weather conditions.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

CANNED GOODS.

TORONTO.—Spot stocks of good salmon are light, and prices on new pack are expected to be high. Sockeye salmon in one pound tins is quite scarce.

Wholesalers anticipate getting old stocks of canned goods down pretty well before new pack comes on. The majority of lines will likely be down to vanishing point. Corn is moving out well, and with two months yet to go a good deal more will be sold. Reason for recent weakness in corn prices is given as incident upon Western Canadian market being able to purchase from the U.S. for $1, Winnipeg, whereas Eastern wholesalers were naming $1 here.

Sales of canned beets have increased about 150 per cent., with some wholesalers during past two years. This is a splendid line for retailers to feature.

It is believed that opening prices on strawberries will not be less than year ago. In fact, tendency points upward, as reports from Old Country indicate poor crops and high prices for prepared jam, etc.

MANITOBA MARKETS.

POINTERS:—

Canned Lobster—New pack.
Sugar—Weak.
Nuts—Good trade.

WINNIPEG, July 1.—Both wholesale and retail grocers anticipate an extremely busy fortnight during the Winnipeg Industrial Exhibition and during the visit of H.R.H. the Duke of Connaught. A particularly active demand for canned goods, fruits and nuts is certain, and hotels and restaurants have been stocking heavily in advance.

The crop situation has vastly improved with the advent of heavy rains generally throughout the West.

Labor troubles are not yet ended, but there seems now no danger of anything like a general tie-up of the building trades. It looks now as if the strikes will peter out without any definite results being attained.

The new pack of canned lobsters is now on the market.

Sugar is still weak and farther declines in price are considered as probable; at the same time there is an extremely good demand, which will likely grow stronger as the preserving season advances.

June collections were fairly good, and retailers report volume of cash trade as above the average.

SUGAR.—Sugar is still unsettled. Europe has touched a lower point than for some months past, a new low level in a not long drawn-out downward course. The chances on the Continent seem good for a big beet crop. The weather has been favorable. There is a probability of Cuba's crop now ending, amounting to 1,900,000 tons. This tonnage would be nearly 100,000 over the previous record crop, 1910. Big production and the probability of big outturns to be reaped in most of the important producing countries means lots of sugar and is causing traders to go slow. Sugar will likely be cheaper yet.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 50
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—There is nothing new in the syrup situation. Prices are steady, demand moderate.

Syrups—		
24 2-lb. tins, per case	....	2 38
12 5-lb. tins, per case	....	2 78
6 10-lb. tins, per case	....	2 66
3 20-lb. tins, per case	....	2 67
Half-barrels, per cwt.	....	4 20
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS.—At present there is some uncertainty as to the bulk of the carry-over of prunes on the Pacific coast, but all agree that there is stock enough to carry through the balance of 1912, and that the crop now ripening will be ample for requirements of 1913. Apricots are an average crop. Peaches plentiful.

New Prunes—		Per lb.
90-100s, 25s, s.p.	....	0 07
99-100s, 10s, s.p.	....	0 06½
80-90s, 25s, s.p.	....	0 07½
80-90s, 10s, s.p.	....	0 08
70-80s, 25s, s.p.	....	0 08
70-80s, 10s, s.p.	....	0 08¼
60-70s, 25s, s.p.	....	0 08½
50-60s, 25s, s.p.	....	0 09
40-50s, 25s, s.p.	....	0 10
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEE.—Prices now depend on the coming crop in the Brazils, and accurate information is lacking. The valorizationists predict short yield for Santos, but their conclusions are open to doubt.

Roasted Rio, per lb.	....	0 22
Green Rio, 5's, lb.	....	0 17½
Green Rio, 7's, per lb.	....	0 16¾
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

BEANS. — This market shows no change from a week ago.

Beans, 3-lb. picker, per bushel	....	3 00
Hand picked, per bushel	....	3 10
Peas, split, 100 lbs.	....	4 00

NUTS.—There is an active business in nuts just now, and retailers expect big sales during next two weeks. Some changes in prices are to be noted.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 18 0 19
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

NEW BRUNSWICK MARKETS.

St. John, July 10.—Fine weather last week proved great help in stimulating business which had been rather slow for a time, and the trade is well satisfied at the orders and receipts which have been produced. So far as the markets are concerned there is little change of interest. Sugar is ten cents lower in all grades from last report, as was predicted would be the case some weeks ago. The price of canned salmon has gone up and is expected to remain at that price for a time, even though the demand for the canned stock at present is not excessive because of large receipts of fresh river and harbor salmon.

The past week has proven also of decided help in vegetation and fruit growing, and in consequence, there is a better supply of early green goods and berries in local grocery stores than for any time previous this year. Strawberries are being received from up-river districts in large numbers, and at present are fairly low in price. Tuesday and Wednesday of this week were probably the banner days for this berry. The quality is particularly good, the demand brisk, and the price easy.

Bacon	$	$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 14¼	0 14½
Currants, 1's, lb.	0 08	0 08¾
Canned Goods—		
Beans, baked	$ 1 15	$1 25
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 20
Peas, No. 3	....	1 25
Peas, No. 2	....	1 30
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 85
Eggs, hennery	0 22	0 23
Eggs, case	0 19	0 21
Finnan Haddies	4 40	4 50
Fish, cod, dry	4 60	4 75
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12½	0 12¾
Lard, pure, lb.	0 14½	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	0 04	0 04½
Salmon, Case—		
Red Spring	8 50	8 75
Cohoes	7 50	7 75
Sugar—		
Standard granulated	5 20	5 30
Austrian granulated	5 00	5 10
Bright yellow	5 00	5 10
No. 1 yellow	4 70	4 80
Paris lumps	6 15	6 40

Retail Grocers Join in Advertising Plan

Use Page Space Every Tuesday to Tell Housekeepers of the Economy in Buying From Association Members—Triangle is Their Trade Mark—This Appears on all Their Windows—700 Grocers in the Plan.

The Retail Grocers' Association, of Philadelphia, have commenced a co-operative advertising plan. They publish a page advertisement in one of the local papers on Tuesday morning of each week. On each page the heading is the same, "Pure Food Economy," it is, "a bulletin issued by the Grocers' Association to promote honest grocery values, encourage the pure food movement and help reduce the cost of living."

More than 700 reputable grocers belong to the association. A complete list of members with the addresses of each store was published in the second advertisement. That the value of the general advertising may be secured by each member, a triangle emblem has been adopted which is shown on the advertisements and appears on the windows of each store. The consumers are told to "look for the store in your neighborhood with the triangle emblem."

Business Talk in Each Ad.

An editorial forms an important part of each advertisement. Here are some of the talks:

"When you need groceries, look for a store with a Triangle Emblem. In giving such a store your patronage you will be dealing at a reliable store, independent of any trust; you can depend upon the purity of any article you buy there and upon honest value and full weight and measure.

Co-operate to Reduce Costs.

"We do not expect to clean up all of the factories and prevent adulteration of food stuffs in a day, but if you will co-operate with us we know that we can greatly improve existing conditions and gradually bring about a reduction in the cost of living."

From editorials in other advertisements statements which can be used by any dealer who seeks for strong arguments in his advertising.

"If you underpay you underget. Buy groceries of known quality from a merchant in your home neighborhood and hold him responsible for their purity and quality, and you will do more to protect yourself against impure food stuffs and unfair prices than all the laws of all the states."

Here is another:

"Looking at it from the viewpoint of the consumer, the retail grocer occupies the most important place in modern commerce. To him we look for the things most necessary to the maintenance of life and health. He supplies the fuel that keeps our vital processes in motion. Our lives are literally in his hands.

"Direct contact with him is desirable. His personal supervision over your purchases of groceries and their delivery to your home is invaluable. He knows the requirements of the community in his immediate neighborhood and is equipped to meet them promptly. The triangle emblem on his window stands for all that is good in the grocery business—purity, honesty, reliability, prompt delivery and courteous treatment."

Here is where the department stores and the chain stores come in:—

"A few department stores throughout the country maintain grocery departments and so-called pure food expositions and make extravagant claims about the high quality of their groceries and the low prices at which they are sold.

"As a matter of fact there is no such thing as higher quality groceries than those sold in the triangle stores; and the prices at which they are sold, quality considered, are as low and quite often lower than in any department store anywhere in America."

NEW COFFEE FILLER ON MARKET.

The Sleepy Eye Flour Mills Co., with headquarters at Minneapolis, Minn., are placing on the Canadian market a coffee filler called Koffio. The agents in Canada are Mason & Hickey, Winnipeg, and P. S. Doyle & Co., Montreal.

The world's annual consumption of prunes is estimated at 360,000,000 pounds. The production in 1911 amounted to 376,400,000 pounds.

Rolled Oats Recover the Lost Ground

Decline of Last Week, Followed on Monday by Similar Advance —During Interval of Lower Prices Wholesale Trade Restocked —Flour Situation Unchanged—Crop Prospects in United States and Canada.

As intimated last week, the rolled oats decline was not warranted by market conditions. On Monday of this week prices recovered again, going back to the former figure. It will be remembered that the extent of the decline a week ago was 15 cents per cwt. Present quotations appear to be well able to maintain themselves for a time at least. After the decline the trade stocked up pretty well.

The flour market remains about the same as week ago. The eyes of all grain and flour dealers are now centred on the growing crops, on the outcome of which the market will largely depend. It is not only estimated, but now practically assured, that the total wheat crop in the United States will exceed that of last year. The prospects are that the quality of the hard winter wheat will be exceptionally fine. Although the winter wheat is now being harvested in large quantities, the market is still above export basis.

Of Canada it is too early to forecast with any degree of certainty the result of the harvest, as cutting is some distance off. With the considerable increase in acreage, however, the moderately warm weather, and the general rains in the three prairie provinces last week, for which the growers had been praying, the present outlook is bright. It is true that possible early frosts will keep the result uncertain to the end, but against this stands the fact that in some parts of the northwest planting was two weeks earlier than usual. In England the wheat is reported to be in healthy condition.

MONTREAL.

FLOUR.—The volume of business being done is fairly large, and millers have no reason to complain. There has been more business transacted over the cable lately than during past week, and quotations are fairly well in line.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

CEREALS.—The recent drop in price of rolled oats, as stated in last issue, was hardly warranted by market conditions, and prices have gone back to what they were a fortnight ago. There is not a heavy trade passing, as new oats will be on the market in another month or so, and dealers are inclined to wait.

Fine oatmeal, single bag lots	....	2 56
Standard oatmeal, single bag lots	....	2 56
Granulated oatmeal, single bag lots	....	2 56
Bolted Cornmeal, 100 bags	....	2 25
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 55
Rolled oats, barrels	....	5 25
Rolled wheat, bbl.	....	2 80

TORONTO.

FLOUR.—The flour market is in much the same condition as week ago, with no particular indications either way. Grain markets are inclined to the easy side, however, and this may have some bearing later on.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption ..	5 10	5 40
Patents, 90 p.c., domestic consumption..	4 80	5 10
Straight roller, domestic consumption ..	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS.—Rolled oats on Monday recovered the 15 cents per cwt. lost last week. At that time the market didn't really warrant the break, which was probably due in part to induce trade this hot weather. During the week after the decline wholesale grocers stocked up pretty well, being assured of steady future market. Oats are, however, at time of writing, on the weak side.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk.	....	2 64
Rolled wheat, small lots, 100-lb. bbls. ..	....	2 90
Rolled wheat, 5 barrel to car lots	....	2 80
Cornmeal, 98 lb. bags 25 bag lots	....	2 10

Rolled oats in cotton sacks, 5 cents more.

WINNIPEG.

FLOUR AND CEREALS.—No further changes since last week's advance are reported, but as wheat is much weaker following improved crop prospects, a reduction is not unlikely.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 69
40 lb. sack	....	1 35
80 lb. sack	....	2 65
Granulated oatmeal, per cwt.	....	2 90
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 20

Grocers' Letter Box

Editor Canadian Grocer.—Can you let me know where we can get "Yorkshire Relish"?

Kirby Bros.

Sarnia, Ont.

Editorial Note.—Chas. Gyde & Co., Montreal are Canadian agents for this line.

In last week's Letter Box information was wanted on potato flour. It has since been learned that information re this line can be secured from Henry Bye, 30 St. John St., Montreal, whose brother manufactures it in the Old Country.

Customer: Do you guarantee this to be Ceylon tea?

Cocksure Salesman: Absolutely madam. Mr. Ceylon's name is on every package.

* * *

"How do you tell bad eggs?" asked the young housewife.

"I never told any," replied the shopman; "but if I had any thing to tell a bad egg, I'd break it gently."

Kelowna, B.C., June 26.

The Canadian Grocer.—Enclosed find my cheque for four dollars in payment of my subscription to The Grocer, and also for one each of the Retail Advertising Books and "1,000 Ways and Schemes to Attract Trade." I find The Grocer a great help in my business, and think that it is easily worth the amount charged for same.

I have a nice photo of my store (interior) which I would be pleased to send you any time you would like to have any for your journal

K. F. OXLEY.

Lemons Up; Canadian Vegetables Arriving

Hot Weather Makes Heavy Calling on the Lemon — Canadian Vegetables Including Tomatoes, Peas, Beans, Beets and Carrots Forcing Out Imported Stock—New Potatoes Declining Further—First Raspberries Arrive—Prospects for the Crop.

The Canadian fruit and vegetable markets these days present as many new arrivals as a popular summer resort in hot weather. At the same time other lines are disappearing as the season advances. For instance this week we have raspberries, Canadian outdoor tomatoes, green peas and beans, beets and carrots, etc.

The first crates of raspberries arrived on the Toronto fruit market on Monday and Tuesday and as the week wore on their arrival was accelerated. They were picked at Queenston and St. David's, and sold at 20 cents per box. From prospects at present raspberries will only be a fair crop. Numbers of the vines were winter killed and the dry weather of past few weeks has retarded growth and hastened ripening. The strawberry season is almost over being hurried on by the drought. As early predicted there were no cheap berries this season.

The lemon situation is interesting. Prices in some centres have been put up on account of the large quantities used in manufacture of lemonade this hot weather. Almost every family has a stock and retail demand is heavy.

Cherries will be at their height during the next 10 days so that every advantage should be taken by the dealer to move them out while sales are easy. Gooseberries are a rather light crop this year.

Green beans from Streetsville and Windsor, Ont., were offered during the week. The arrival also of Canadian beets and carrots will stop importations henceforth. Outdoor grown tomatoes also attracted attention.

A further decline has taken place on some markets at least in new imported potatoes. Canadian grown stock will soon make their appearance when prices will have to go further down.

MONTREAL.

GREEN FRUITS.—Bananas are moving out freely while strawberries are becoming somewhat scarcer and prices show a slight increase. Lemons are in good demand owing to heavy consumption during recent and present hot weather. Oranges are following the lead of other lines and are moving upwards.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Lemons	3 00	3 50
Limes, box	....	1 50
Oranges—		
Navels	3 50	4 00
Mexican	....	2 50
Sorento	2 00	2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Strawberries, per quart	0 12	0 15

VEGETABLES.— Prices are still on the high side but demand is thoroughly satisfactory. Some Canadian vegetables are now on the market and are considered much higher in quality than similar goods imported. Beans are a little easier and prices are lower. Carrots are scarce.

Beans, green, hamper	....	2 00
Wax beans	....	2 00
Carrots, dozen	....	1 00
Cabbage, crate	....	3 00
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, dozen	....	1 50
Peppers, green, crate of 6 baskets	....	4 00
Lettuce, Boston, doz.	....	0 50
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04½	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 50
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinage, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes—(Florida)—		
Choice	3 75	4 00
Fancy	4 00	4 50
Turnips, per bag	....	1 25

TORONTO.

FRUITS.—The continued hot weather has boosted the price of lemons. The local price at time of going to press is $5 for both Verdelli and November cuts. These are practically the only lines on the market. That prices will not recede much as long as present retail demand lasts is a certainty. California navel oranges are about over, and our summer orange the late Valencias are selling well, prices being advanced about 50 cents case from week ago.

Strawberries are on their last legs after a fairly good run. The rains of last Friday and Saturday helped the last berries and prices on Saturday were fairly reasonable. In fact on Monday and Tuesday berries were selling wholesale as low as 8½ with best quality at 13 cents. The rains were however too late to prolong the crop but helped along raspberries a few of which began to arrive on the market early in the week. The opening price was 20 cents per box.

There is a fair supply of watermelons coming along and they are being bought up rapidly. They are however a little scarcer than usual.

The present as well as the next 10 days or so will see the cherry market at its height. Some nice California pears, plums and peaches are arriving.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, qt. box	0 16	0 18
Lemons, November cuts	....	5 00
Lemons, Verdelli	....	5 00
Limes, per 100	....	1 50
Oranges—		
California navels	....	4 00
California, late Valencias, case	....	4 25
Tangerines, half box	1 50	2 00
Pineapples	3 00	3 50
Strawberries, quart	0 08½	0 13
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	....	0 20
Watermelons, each	0 50	0 65
Canadian cherries, red, sour, 11-qt. bkt..	1 00	1 25
Canadian Cherries, black, 11-qt. basket....	....	1 50
Canadian Cherries, white, 11-qt. basket..	1 00	1 25
Raspberries, per box	....	0 20
Gooseberries, 11-qt. basket	1 00	1 25
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Apricots, box	1 50	1 75
Plums, box	2 00	2 50
Cherries, box	....	1 50

VEGETABLES.—Several new Canadian vegetables have made their debut on market during the week. These include beans, outdoor tomatoes, beets, carrots and peas. Beets and carrots are quoted at 40 cents per dozen, but with the others will gradually get cheaper as season advances. The tomatoes have come in from St. Catharines and Leamington districts and sold early in week for $1.25 to $1.75 a basket, according to quality. The arrival of these vegetables means that United States shipments are practically at and end. Canadian asparagus is about over, while celery from Kalamazoo is being offered.

New potatoes have declined again from a week ago from 50 to 75 cents per barrel. Future easing off may be expected as season advances and supplies secured from further north.

Beets, new, Canadian, dozen	....	0 40
Carrots, new, dozen	....	0 40
Cabbage, new, per crate	2 50	2 75
Celery, U.S., per dozen	0 50	0 60
Cucumbers, Florida, hamper	2 00	2 25
Green Beans, Canadian, bushel	....	2 50
Green beans, Canadian, bskt. 11 qts.	....	0 90
Egyptian onions, 110-lb. bags	3 00	3 25
Texas onions, 50-lb. crate	....	1 75

Egg plant, each	....	0 25
New radish, per doz.	0 12½	0 15
Onions—		
Egyptian onions, 110-lb. bags	....	3 00
Texas onions, 50-lb. crate	....	2 00
Peas, Can., 11-qt. basket	....	0 75
Potatoes, N.B.	....	1 75
Potatoes, P.E.I.	....	1 60
Potatoes, Ontario, bag	....	1 65
Potatoes, new, bbl.	....	3 75
Green peas, hamper	....	2 50
Tomatoes, flats, 4 basket crate	....	1 00
Tomatoes, Canadian, basket	1 25	1 75
Spinach, hamper	0 90	1 00
Green peppers, case	....	6 00
Green peppers, basket	....	1 25

WINNIPEG.

FRUITS AND VEGETABLES. — There is the greatest activity in these lines at present, and the heaviest trade on record is anticipated during the visit of the Governor-General and exhibition week. This is also the season of summer fairs and picnics, and the holiday trade is good. Potatoes are much cheaper, demand poor. New potatoes are 4 cents per lb.

Fruits—		
Apricots, crate	....	2 00
Water melons, doz.	....	7 00
Bananas, bunch	2 50	3 50
California lemons, crate	....	7 50
Cauliflower	....	3 50
Cucumbers, doz.	....	1 50
Florida celery, dozen	....	1 65
Cherries, case	2 25	2 75
Florida tomatoes, crate	....	5 50
Limes, box	....	2 25
Messina lemons	5 00	5 50
Washington apples, box	3 00	3 50
Onions, Cal., sack	....	3 50
Onions, Bermuda, case	....	2 75
Peaches, crate	....	2 00
Plums, crate	....	2 50
Peppers, basket	....	1 25
Potatoes, per bushel	....	0 80
Carload lots, F.O.B.	....	0 60
Pineapples, case	4 00	4 50
Raspberries, case	....	5 00
Florida tomatoes	....	5 00
Oranges, Valencia	4 50	5 00

FILLING IN THE SPARE MOMENTS.

There are clerks who find time hanging heavily on their hands. In the grocery store where there are so many things that can be done, such should not be the case. It is an open secret that the way to make time go quickly is to keep busy. It is the busy day that appears short and the short days which are happy, contented ones.

Most people are busy through necessity. It requires some practice before the average person can see enough things ahead to keep his mind off the flight of time. The person who does one thing and then sits down to figure out what to do next is likely to be keeping an eye on the clock. It is the fellow who sees many things ahead who forgets all about time.

A good method is to plan in the morning a number of things you intend to do during your spare moments that day. Some days perhaps you will not be able to get over the whole list, but it will hold good for the following day. The grocery clerk should not find it difficult to keep busy. There is always a window to be cleaned or trimmed, shelves to arrange, counters to dust, show cases to clean and arrange, displays to be made, show cards to be printed, and so many other things that the clerk should easily be able to put in a busy day. And it is the clerk who puts in a busy day, not one, but many, who is successful.

How Newfoundland Grocer Sells Fresh Fish

His Summer Sales Are Kept Up By Devoting One of His Display Windows to This Line—Built Zinc Lined Vessel in the Window and Sprays the Goods Continuously — Waste Water Carried Away by Second Pipe.

St. John's, Nfld., July 8.—(Special) —A source of anxiety sometimes to a grocer is his inability to display his stock of fresh salmon, lobsters, halibut, etc., to the best advantage, and make them attractive to customers.

Outside of the store of W. E. Bearns, a local dealer on some specially built stand was the only available place that suited all right in cool weather. But now with the hot days, and dirt and dust blowing around the streets goods could not be displayed in this way. Goods in side would only attract persons who came in regularly, but by the judicious and persistent use of a blackboard outside, goods, of course, could be well advertised; but this is nothing like the actual display of the goods themselves as that is considered by far the best method of selling.

Mr. Bearns hit upon this idea, which is perhaps new to some of the trade. He decided to give up the whole space of one window to display this class of goods. He built up in the window a zinc lined receptacle, the whole breadth of the window. This receptacle he connected at the back with the water system. The pipe continues along the centre and then goes up through the surface about three feet. At the top of the pipe he has a perforated nozzle, and by turning on the water at any time he can spray and keep cool all the goods displayed. Another pipe carries off all the water used. Besides keeping the goods cool, he is able to keep them free from dirt and dust incident to a store. Scattered all over the receptacle he has ice in small lots.

It is an admirable arrangement and gives the goods a clean, healthy and wholesome appearance, and makes them attractive to customers. Besides useful for fresh fish display, it can also be utilized for other goods of a perishable nature, such as fresh eggs, fresh rhubarb, or anything of the kind.

Has Large Window Space.

Of course , Mr. Bearns possesses abundant window space, and his other goods do not suffer anything. But to a grocer with only two windows it is a question if the amount of trade to be done would warrant him giving up one of his windows exclusively to a fresh fish display.

The arrangement is simple, useful, and costs but little to fix up, and the certainty of always having goods fresh and clean and no chance of spoiling would more than warrant the small outlay. It is likely other grocers will be installing something similar as the goods will be always displayed to the public.

A Youthful President

Gordon Drake, a London, Ont., grocer, is one of the younger members of the trade who is taking an active interest in organization work. He is president of the Hamilton Road Section of the London R.G.A., and a member of the executive of the main body. He was vice-president of the latter last year. The

G. B. DRAKE,
President of the Hamilton Road section of the London Retail Grocers' Association.

Hamilton Road Section has a membership of 16, and meets twice a month. Mr. Drake was largely instrumental in its organization.

One good result of this Association is that no person can obtain credit from any member unless he has paid his bill where he has been previously dealing. The members have also agreed to close their stores on Wednesday afternoons during May, June, July and August, going the main body one better as its members close during three months only.

If any grievances crop up from time to time the members get each other on the phone and discuss them frankly.

Hot Weather Hard on Fresh Fish Trade

Easily Sold if it Could be Kept Fresh—Dealers With Good Facilities Making Money—Big Catches of Cod in the East Resulting in Easier Prices—Lobster Season Just Closed a Good One.

It requires considerable ice these days to keep fish fresh, and it does not appear from the sum total of sales that all grocers are maintaining their fish departments during summer. Fish, however, has a good reputation as a summer food, and those dealers who are giving it the proper care and attention are making good money and at same time attracting customers for other goods. Thursdays and Fridays are the big days of the week for the retailer and those handling fish are selling good quantities.

Reports from the Maritime provinces indicate splendid catches of cod, and the lobster season just closed is claimed to have been a good one. Newfoundland and Norway fishermen have met with good success in cod, and market is quite easy.

In Montreal, lake trout and whitefish are not as plentiful as usual, and prices are firmer. On Toronto market, however, there is sufficient of everything to meet demand.

QUEBEC.

MONTREAL.—Haddock and cod remain plentiful, and are in good demand as prices are quite reasonable. Lake trout and whitefish are not so plentiful, and prices are firmer. Gaspe salmon also shows a dropping off in price. Fancy large mackerel are scarce, and price has advanced. Smoked eels are also coming along in good quantities now.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 06½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	....	8, 10, 11, 15
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	2 10
Boneless strip cod, 30-lb. box	....	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	....	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	1 15
Kippers (small) per box of 50 fish	....	1 10
Smoked salmon, per lb.	....	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	....	2 00
Boiled lobsters, per lb.	....	0 20

ONTARIO.

TORONTO.—Practically no change has taken place in price quotations on fish from week ago. This is usual during the hot summer season and few changes may be expected. While fairly large quantities of fresh fish are going into consumption, yet the great majority of retailers have not yet decided that fish in summer can be made profitable if attended to properly. The hot weather is therefore against distribution while in favor of consumption.

The chief fresh fish on this market are white, trout and halibut, and there are plenty of these to meet the retail demand. Thursdays are naturally the big fish days so far as sales to the trade are concerned.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	0 07	0 08
Perch	....	0 07
Suckers	....	0 00

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—There is a big slump in the dry fish market, the prices having declined from $7 to $5 per quintal for codfish. The situation has been brought about by the phenomenal catch of the Lunenburg fleet, coupled with successful fishing on Labrador and Newfoundland coasts, and also the record breaking catch in Norway. The heavy shipments from Norway to the Cuban market have also caused prices to take a sudden drop, and will seriously affect exports from Nova Scotia.

A few cargoes of fresh fish were placed here at prices ranging from $6.25 to $5.00 per quintal. From that price the decline continued, some cargoes being sold at $4.50 and $4.00, but the quality of the fish was not as good. A reduction of 20 per cent. in the price of fish is in direct contrast with the price of meat which has advanced about the same percentage.

While no quantities of spring Mackerel have been arriving, it is stated that the price will be about $8.50 per barrel for No. 3 stock, which is about $2.50 less than at same season last year.

The lobster season is now closed, and the pack is quite heavy. The action of the French Government in making new regulations regarding the marking of cans continues to cause some uneasiness among the exporters, as nothing definite has yet been heard from the Canadian Government. Prices now rule about as follows:—

Cod, large	$ 4 50	$ 5 00
Cod, bank	....	4 00
Cod, shore	....	4 00
Haddock	....	3 00
Newfoundland herring	....	2 00
Fat shore herring	....	3 75
Mackerel, No. 3, large	....	8 50

MANITOBA.

WINNIPEG. — Seasonable trade is quite up to the average, and the market will be supplied in all lines.

Fish—		
Fresh salmon	....	0 15
Lake Winnipeg whitefish, lb.	....	0 08½
Fresh pickerel	....	0 09
Steak cod	....	0 07
Trout	....	0 12
Halibut	....	0 10
Finnan haddies	....	0 08
Bloaters, per box	....	1 50
Holland herrings, keg	....	0 65
Kippered herrings, box	....	2 00
Labrador herrings, half barrel	....	4 50
Mackerel, salt, keg	....	2 75

Produce & Provisions

Butter and Eggs Show Firmer Tendency

Advances Made in Each Case on Some Markets— Considerable Butter Going to the West and Into Cold Storage—Shrinkage in Eggs High—Refrigerator Cars Wanted — Cooked Meats Meet With Favor in Hot Weather.

The hot spell has been a deterrent to the provision business as well as to other lines. At the same time it is responsible for the maintenance of demand in cooked and smoked meats as women are anxious to get along with as little heat as possible in the house. Dressed hogs and lard have eased off somewhat since last report at some points. If we experience much more hot weather retailers will find cooked meats an easy summer selling line.

Reports from Montreal show that large shipments of butter are being made to the Canadian West. Vancouver is buying from Eastern Canada now, since the New Zealand market will not be available again till fall. Large quantities are reported going into storage in the far West as the June and early July make is particularly desired for this purpose. Eastern wholesale firms are storing as well, all of which has been responsible for increased firmness and advances in some places from a week ago. Large shipments of cream are being made from Quebec province to the United States and much is going into consumption in the form of ice cream. These conditions combine to make the butter market high at present and we may expect comparatively high prices next winter on storage stock when supplies now going in are put on the market. Fresh creamery prints on the Toronto market a year ago ranged from 21 to 24 cents, whereas this year they are from 27 to 29 to the trade.

These are the days when the egg buyer has to be careful. The candlers are working overtime selecting the fresh from the heat-affected as shrinkage is heavy. In fact this has much to do with firm conditions of the market as large numbers of eggs have to be discarded. Few if any are now going into storage on account of the heat and anyway wholesale dealers generally are just about getting enough to supply their retail demand. Receipts as natural in humid weather are not at all on the increase as the hen feels the heat as well as other bipeds. For these reasons eggs are slightly firmer than a week ago. Montreal wholesale men make an attempt to get refrigerator cars for carrying eggs as well as butter. This would undoubtedly check shrinkage to great extent as most eggs are fresh when starting out.

While the undertone to the cheese market may be steady the price of new cheese eased off a bit since last report. In view of the comparatively high price this season factories are probably gtting better supplies of milk lately. At the same time the British market is weaker and buyers of Canadian cheese boards are paying less in order that profits may be maintained. Statistics show that exports from Montreal last week were 76,869 as compared to 88,806 the corresponding week of a year ago.

MONTREAL.

PROVISIONS. — Although things pointed to higher prices for lard, the feeling is a little easier owing to acculation of stocks. Still there is little hope of lower prices just now.

There is quite a good demand for smoked meat, etc., for camping trade, and on the whole business is good.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 19
Spiced roll bacon, boneless, short, per lb.		0 15
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.		0 14½
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14⅝
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 13
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs. net, per lb.		0 10¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		26 00
Bean pork		17 50
Canada short cut back pork, bbl., 45-55 pieces.		25 50
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Plate beef, 100 lb. bbls.		8 75
Plate beef, 200 lb. bbls.		17 00
Plate beef, 300 lb. bbls.		25 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 11

BUTTER.—There is every indication of a higher market and while there is no change in local situation as yet nevertheless prices have stiffened up at country points.

Creamery blocks	0 26	0 26½
Dairy tubs, lb.	0 21	0 23
Fresh, dairy rolls	0 21½	0 22

EGGS.—There is no change in prices just yet in local market but new laids will certainly go higher in the course of a few days, as the warm weather is practically killing production. Furthermore wholesalers are receiving eggs in a bad condition even though they have been shipped fresh. and representations are likely to be made to Government in order that refrigerator cars be placed at disposal of shippers just as in the case of butter.

New laids	....	0 29
Selects	....	0 27
No. 1	....	0 24

POULTRY.—Poultry is moving well under a good local demand. Turkeys are selling freely but there is somewhat of a scarcity in fowls and prices show a slight increase

Turkeys, No. 1, per lb.	....	0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

HONEY.—Market is still on the dull side and little hope can be held out for activity until cold weather sets in. Prices remain unchanged.

White clover, strained	....	0 10½
Buckwheat, strained	....	0 08½

TORONTO.

PROVISIONS. — The retail demand for cooked meats has of late been good. This is accounted for by the fact that the retailer is pushing cooked ham during the hot weather. Women are simply rebelling against standing over a hot

stove while beef is roasted and are easily persuaded to eliminate this work by buying ready cooked goods. Roll bacon is marked down from a ¼ to a ½ cent per lb. since last week and dressed hogs have weakened 50 cents per cwt. The supply has been fairly good and as remarked by one provision dealer, "hogs have been a little too high." Pure lard has also eased off to the extent of a quarter of a cent.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	....	0 13½
Lard, tubs, per lb.	....	0 13¾
Lard, pails, per lb.	....	0 14
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	7 60
Live hogs, local	....	8 00
Dressed hogs	11 00	11 50

BUTTER. — There is no weakening sign to butter market. In fact quotations are advanced from a week ago from a half cent to one and in some cases two cents. Demand is given by all as the chief cause. In some cases reports are being received regarding burning up of pastures in the country; but this is by no means general and is not as yet a deciding factor in advancing tendency. A continuation of the hot spell, however, would soon result in substantial decline in production. The fact that cheese is a good price is resulting in increased quantities of milk going to factories and this year larger quantities of cream than usual are being used for ice cream and household purposes, all of which tends to curtail butter production. The June make of butter is considered a good one for storage purposes and a large quantity has been put away. Western demand is heavy, too, and there are, therefore, not many weakening tendencies just now.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

EGGS.—Naturally the shrinkage in eggs is now heavy. Eggs exposed to a temperature of from 80 to 90 degrees for any length of time are apt to deteriorate in value and that is just what is happening. Commission houses report receipts fair but their prices to the trade are kept up by loss in bad stock. All receipts are being turned into present trade channels as hot weather eggs are not desirable for storing. Few, if any will be put away this month or the first part of August. Some firms quoted new laids to the retail trade this week as high as 25 cents.

New laid eggs, per doz.	0 23	0 25
Fresh eggs, per doz.	....	0 22

CHEESE.—The increased make of cheese and the weakening market in the Old Country are responsible for an easing off in new cheese prices this week of about ½ a cent per pound. The British market is a big factor in ruling our prices as buyers must buy at a price that will mean a profit. Old cheese is in small bounds, some wholesale firms getting 19 cents. Stiltons are practically off the market.

Old Cheese—		
Large	0 17¾	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14	0 14¼
Twin	0 14¼	0 14½
½ Twin	0 14½	0 14¾

HONEY. — Few honey sales are reported this hot weather. Retailers are selling fresh fruits instead. Prices are steady with no change.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS. — Creamery butter has advanced 2 cents, attributed to the falling off in cream supply during extremely hot weather. Cured meats and lard are steady. Eggs are steady, with good demand. Manitoba cheese is now on the market.

Lard—		
Tierces		0 13¾
50 lb. tubs		7 00
20 lb. tubs		2 85
10 lb. cases		1 70
5 lb. cases		1 88
3 lb. cases		1 05
Cured Meats—		
Hams	0 17¾	0 18
Bacon	0 18½	0 19
Smoked shoulders	....	0 14½
Long clear	....	0 13¼
Mess pork	....	26 00
Pigs feet, kits	....	1 10
Butter—		
Creamery butter	0 27	0 25
Dairy butter, tubs	0 21	0 19
Eggs—		
Strictly fresh	0 19	0 20
Cheese—		
Ontario, large, new		0 15¾
Twins, new		0 16
Manitoba large		0 15
Manitoba, twins		0 15½
Old, twins		0 19¼

Special Care Being Given to Provisions

Newmarket, Ont., Dealer Has Set Aside Two Display Cases for Them—Maintains that They Should be Seen—Has Meat Slicer and Considers it of Great Assistance.

Newmarket, Ont., July 11.—(Special.)—The provision department has an important place in the grocery store. Such is the opinion of W. L. Bosworth, a grocer of Newmarket, who believes also that if it is worth having in the store it is worth specializing on to some extent. Therefore, with this store, provisions have been worked into quite an important department.

Meats hidden behind refrigerator door, under the counter or in the cellar will not sell. Situated thus they may be boosted into a degree of prominence by advertising, and bringing them to customer's attention frequently by personal talks. However, Mr. Bosworth thinks that proper display of these lines will assist materially in their sale. When goods can be seen they are much more likely to create a favorable impression on the customer. This is perhaps more true of provisions than many other lines.

Mr. Bosworth has become cognizant of this fact and has arranged this department accordingly. It occupies quite a prominent position close to the main counter. For the display of provisions to good advantage, there are two display cases. One of these is square-shaped, with four shelves. The bottom shelf holds cheese, while on the others different varieties of smoked meats are shown. The other show case is a smaller one, with three flats, and is used for the display of cooked meats. This line is kept prominently before customers who visit the store, and, being under cover, impresses customers that goods are carefully cared for, more so than if they were exposed.

Uses Meat Slicer.

A slicing machine is another important feature of this department, and is considered as a good investment by Mr. Bosworth. "One of the advantages," he says, "is the quickness with which meats can be sliced. With this machine four or five pounds can be sliced while one pound is being cut by the old method. This means a great deal on busy days. It allows customers to be served much more quickly.

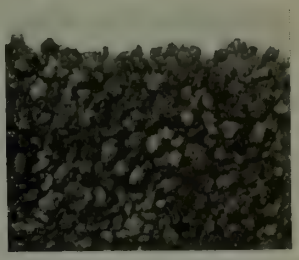
"We get to know just about the exact number of slices it takes to make a pound of each kind, so that it does not require so much running back and forth from the scales to obtain the desired weight."

There is also another advantage to which no little importance is attached, namely, the much better work which is done by the machine. Most people want their meats sliced thin, and this the machine does to perfection. If there is a customer who wishes thicker slices the machine may be adjusted to the thickness desired.

Just at the present time there is a big demand for cooked ham for sandwiches and for this purpose it is desirable to have it sliced thin. In fact, customers demand it thus, and this is where the value of the machine shows up.

The season for cooked meats, and smoked meats as well, is now just nicely getting under way. Grocers would do well to give more than usual attention to these lines during the next couple of months. They will be in demand, and the dealer who boosts them is the one who is going to get the trade.

A RIVAL OF COFFEE "KOFFIO"



Have you heard of the new sensational coffee filler or substitute now being marketed under the trade name of "KOFFIO?"

It is the latest thing in the coffee world, and well warrants your close investigation. It is named "KOFFIO," because it looks, tastes, smells and weighs the same as good coffee, and has a similar qualitative chemical composition. It is a Pure Cereal product, and contains no chicory. Manufactured under a special process by trained artisans, and in "style" and "cup" there is no chicory or other substitute to compare with it; has good body. A rich, delicious flavor and aroma that will improve the drink of any harsh type of coffee. Sold from one end of the United States to the other and exported to two foreign countries.

WE ARE JUST ENTERING THE CANADIAN MARKET, and cordially invite criticism of this material from experts or anyone interested.

We have local representatives and local stocks at Montreal and Winnipeg from which practically immediate deliveries can be made.

For samples and literature address:

CHEMICAL ANALYSIS OF COFFEE AND "KOFFIO"

(DRY MATERIAL)	Coffee	"Koffio"
Moisture	1.55	5.71
Proteids	12.98	18.37
Fat	11.40	4.02
Ash	3.85	4.19
Carbohydrates	70.22	67.71

NOTE.—Sample labels which comply with all requirements furnished our customers.

P. S. DOYLE & COMPANY

Eastern Canada representatives

3 St. Nicholas Street, - Montreal, Canada

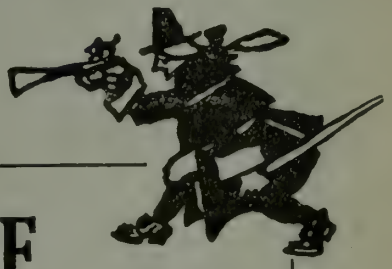
—or—

MASON & HICKEY

Western Canada representatives

287 Stanley Street, - Winnipeg, Canada

P.S.—This material complies with the most stringent Pure Food Laws of the States, and a legally executed guarantee of purity and keeping qualities is furnished all customers.



YOUR AIM SHOULD BE

to have efficient representation to introduce your products in the rapidly growing extensive Western market. The people in this centre of activity are liberal buyers and prompt payers, and our connection with this trade enables the Manufacturer to open up new and larger accounts. Our large Warehouses in the five great distributing centres and our daily calls on all Jobbing Houses in Manitoba, Saskatchewan and Alberta insure you best results.

WILL BE PLEASED TO HANDLE YOUR ACCOUNT

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams. Per doz.

Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

	5-lbs.	7-lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82

14's and 30's per lb.

Strawberry	0 10½
Black currant	0 10½
Raspberry	0 10½

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages. 2 doz. in box, per doz...	0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 30
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 36
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd.. in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 00
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 75
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 75
St. Charles Evaporated Milk (hotel size)	4 00
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 50
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 75
Reindeer Jersey Brand, tall (4 doz. in case).....	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)..	4 00
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 60

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 75
Canada First Medium Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Condensed Milk	5 15
Canada First Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

PON-HONOR
GUNNS
FOOD PRODUCTS

BOLOGNA

(In waxed or ordinary casing)

Superior in quality and flavor, will satisfy that most particular customer. The bologna season is now on, the demand is exceptionally good and there is a good profit in it for the grocer.

Why not send us a trial order?

GUNNS LIMITED

WEST TORONTO

Beef and Pork Packers, Cotton Oil Refiners,

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE"

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net

Large size .....$2.85 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	10 00
32 oz. (all flavors) doz. ...	18 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2½-lb. bars,	lb 0 08½
Case 25 lbs., 11-lb. bars,	lb 0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz.. 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross ....$	10 20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	
BRANTFORD STARCH	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs.. (20 lb. boxes ¼c higher than 40's.)	.07¾

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	40
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	53
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale R't'l	
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale R't'l	
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

The Hot Weather Brings Increased Business

It is perhaps a little unfortunate that people in the Grocery trade have to work much harder in the summer than in any other time of the year, but the conditions cannot be altered so that the only thing to do is to minimize the work as much as possible and pile in and be thankful that we are in a business that does sometimes, if not always, keep us busy. Consumers are less inclined than ever to do any summer work that can possibly be avoided; result—they look to the grocer to supply them with canned and preserved fruits, jams, jellies, pickles, sauces, ketchup, vegetables, etc. To a certain extent they have been educated and thereby led into this condition by firms such as H. J. Heinz Company, who, putting out the highest standard possible to be attained by brains, backed up by an unlimited supply of money have captivated the palates of consumers with their luscious goods. Can it be wondered at then, that the Grocer is looked to for a great deal of the product that would otherwise have to be put up in hot kitchens in the holiday time? Women won't do it–and the sooner you grasp the fact that you are to be the principal medium

provision accordingly, the more money there will be in it for you.

The Heinz Main Plant is built around a series of open courts, affording unlimited admittance of fresh air and sunshine to every part. Its kitchens are clean and bright. Its employees are uniformed. No home kitchen could improve upon their surroundings or methods.

Their establishment is open to the public every working day and welcomes more than forty thousand visitors annually; thereby affording opportunity for the most critical housewife to satisfy herself of the quality of materials, skill and care which enter into the preparation of Heinz Foods.

The Canadian factory at Leamington, Ontario, is worked along the same identical lines as the main plant at Pittsburg.

Heinz 57 Varieties are Winners all along the line.

H. P. ECKARDT & CO.

WHOLESALE DISTRIBUTORS

Front and Scott Streets, - - - TORONTO

Strawberries

are now arriving freely. Selling reasonable price.

Now is the time to buy.

Car mixed California fruit:—

Peaches, Plums, Pears, Apricots and Cherries.

PRICES RIGHT

Tomatoes Cabbage
Cucumbers Beans
etc., etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

This Hot Weather

there's money in

LEMONS

Get a supply of

"St. Nicholas" Verdellis

THEY'RE FINE

J. J. McCabe
Agent
Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

HOT WEATHER LEMONS

FULL SUPPLIES OF

Lemons, Limes, Oranges and California Peaches, Plums and Apricots

For the Hot Weather at either Toronto or Hamilton

WHITE & CO., LTD.

LEMONADE WEATHER

Extra Fancy Verdillis—Long Keepers

ALSO

Few Fresh Cuts—for immediate use—cheap. Do not let your supply run out as everyone is using lemons these hot days.

WATERMELONS

Big, Heavy Tom Watsons—large, ripe fruit. Everything good in fruit.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES

Pure Food Products

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz's foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. HEINZ COMPANY

needs no introduction to your customers. Just send for a set of the handsome window and interior advertising cards we furnish free and prepaid. They will get the sales for YOU.

It's a good profit too.

BOVRIL, LIMITED, - MONTREAL

SPECIAL TO ONTARIO GROCERS

The MacLaren Imperial Cheese Co
TORONTO
are now Distributors in Ontario of

ANTI-DUST
DISINFECTANT SWEEPING POWDER

Sales jumped over 300% in six weeks.

If you aren't getting some of this business write the MacLaren Imperial Cheese Co. Ltd.
ANTI-DUST is something quite different to ordinary compounds – its quite a favorite

SAPHO MFG Co. LIMITED – MONTREAL P. Q

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity | MONTREAL | Reliability

"By Their Works"

Every housewife must needs use a broom, and unless you stock a good grade your other business will suffer. Sell them a W. W. Co. broom and you are sure then of giving them satisfaction. By their works you will profit by getting the buyer's steady trade in all lines.

Walter Woods & Co.
HAMILTON and WINNIPEG

LOOK!

Bigger Sales and Better Goods

This covers the following lines:—

Bull Dog Ammonia Powder
Bull Dog Chloride of Lime
Bull Dog Borax
Bull Dog Liquid Blueing
Bull Dog Liquid Ammonia

Sold from Coast to Coast

Manufactured by

The John B. Paine Co., Ltd.
TORONTO

AGENTS:

J. W. Gorham & Co., Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.
W. and F. P. Currie, Montreal, Que.
Marshall Brokerage Co., London, Ont.
Dodd & Reid, Saskatoon, Sask.
W. Lloyd Lock & Co., Winnipeg, Calgary and Vancouver, B.C.

Let's Look at it From This View-point--- Quality of the Fish of

Brunswick Brand Sea Foods

which stand pre-eminent for cleanliness. Our factory employs only skilled and expert packers and each department seeks to excel—and succeeds.

What character of custom do YOU think such a high quality product will have?

Isn't it quite reasonable that such canned fish stock APPEALS to the buyers of families' foods and others? IT DOES —and to a greater extent than any other brand of canned fish.

Handle the line, Mr. Grocer, that SELLS and also gives good profit.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey
MONTREAL

NATION'S CUSTARD

POWDER

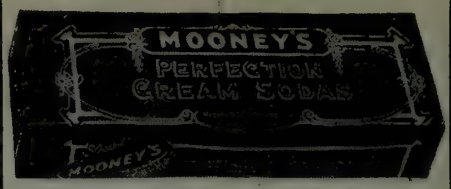
The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto.
(For Ontario)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.,
Edmonton, Alta.
Ayre & Sons, Ltd.,
St. John's, Newfoundland.
J. M. Crosswell & Co.,
Kingston, Jamaica.

Samples free by post.



Delightfully Different

There is something delightfully different about the Perfection Cream Sodas which distinguishes them from other soda biscuits, and which has created an insistent demand for them throughout the Dominion.

Mooney's Perfection Cream Sodas are so good because they are made of the purest materials, by the highest skilled labor in an up-to-the-minute factory of perfect light and sanitation.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. **Winnipeg, Man.**

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

Every packet of

WILSON'S FLY PADS

will kill more flies than 300 sheets of any sticky fly catcher on the market

---

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. **Dorchester, Mass.**

A want ad. in this paper will bring results from all over Canada.

When writing advertisers, kindly mention this paper.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

Frederick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, • WN.

Grocers of Canada

You are not in Business
Just for the Fun of it.

That's the reason why

The Safe Computing Cheese Cutter Should Be In Use In Your Store NOW

(1) It will maintain absolute accuracy in your cheese department.
(2) It will pay for itself in a few weeks or a few months, according to the cheese business you do.
(3) It is so simple in construction it can be correctly operated in the dark. Mistakes with a SAFE are impossible.
(4) It is a handsome piece of store furniture that costs little and lasts a lifetime.

YOU NEED NO LONGER SELL CHEESE AT A LOSS. EVERY CUT IS UNIFORM AND GIVES YOU A PROFIT.

YOU CAN MAKE MONEY ON YOUR CHEESE BY USING A SAFE COMPUTING CHEESE CUTTER. OTHERS ARE DOING SO. YOU CAN DO THE SAME.

ORDER ONE TO-DAY FROM YOUR JOBBER. DON'T PUT IT OFF. STOP THE LOSS WITH A SMALL INVESTMENT.

Sold by leading Canadian Wholesale Grocery Houses.

Get a booklet, which tells all about it.

COMPUTING CHEESE CUTTER COMPANY

621-625 Main Street ANDERSON, IND., U.S.A.

BIG N.P. BAR

is a line of soap that has outdistanced all competitors. It is a good, honest piece of bar soap that gives your customers full value for their money, with better satisfaction. The N. P. Bar is a soap revelation that is the subject of the talk of a good many housewives on washday. Get our proposition and prices.

David Morton & Sons, Limited

Victor Soap Works HAMILTON, ONT.

Why Don't You do Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Quaker Baked Beans

HAVE
NOT
ADVANCED
YET

HAVE YOU
GOT YOUR
STOCK IN?

ASK OUR TRAVELLERS OR WRITE

Mathewson's Sons
MONTREAL

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

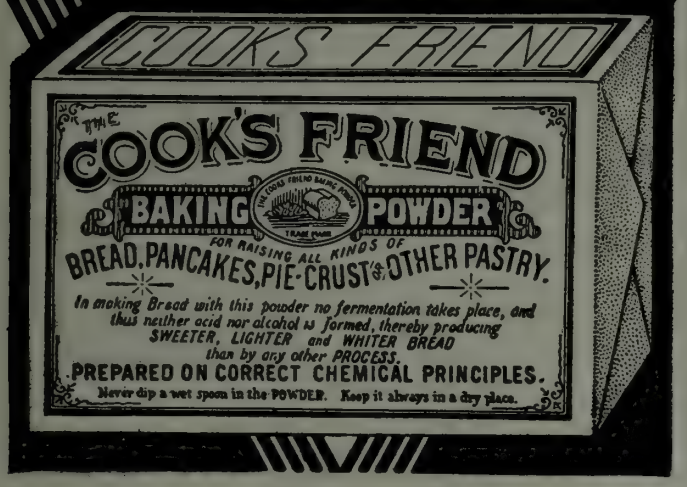
Woodruff & Edwards CO.
ELGIN ILL., U.S.A.

COOK'S FRIEND

"The Baking Powder With a Pedigree," made from pure grape cream of tartar and containing no alum or other deleterious ingredients, has been conforming to Pure Food Laws before their existence. It costs no more than unknown brands and is equal to imported powders at double the price. Sell **Cook's Friend** and reap the benefits of our advertising.

Purer than the Law Demands
Contains No Alum

W. D. McLAREN, Limited, Montreal


COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOTTOMS** of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS, accept no other,** but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co. Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited

SOLE MANUFACTURERS

OTTAWA, CANADA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case, $3.50
Princess Condensed Milk, 4 doz. in case, $4.20
Banner Condensed Milk, 4 doz. in case, $5.00

Order from your wholesaler or direct from the factory, Delivered in 5 case lots to any point in Ontario or East to Halifax.

J. MALCOLM & SON

ST. GEORGE, ONTARIO.

GOOD HOT DAYS

suggest to the sweltering public a cooling drink—none is so thirst-quenching or refreshing as

Sterling BRAND

Raspberry Vinegar

It is popular with all classes, because it satisfies the test they put it to.

Get some to-day—it is profitable, seasonable stock.

The T. A. Lytle Co.
LIMITED

Sterling Rd., Toronto

Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

It is rightly named, because it consists exclusively of fine dry, even crystals, free from all foreign substances.

It is pure—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.

MOORETOWN, ONTARIO

A PLEASING REVELATION

To the customers who have never tried Rowat's Pickles there is a treat in store.

If you would seal your trade to your business just sell them their first bottle of Rowat's pickles—the difference that is all Rowat's from any other line spells repeat orders for your store.

Big sales during summer. Have you ordered yet?

ROWAT & CO.
Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

For Fly Destruction

—Lasts All Summer

There is no surer, speedier or cleaner method to destroy flies than by the Wonder Fly Killer.

It is good stock, because it never grows old, and is worth its full value any time.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

INVESTIGATE THE 7-20-4 CIGAR

A Fine Cigar at the cost of an ordinary smoke. It's a proposition that is a sure money-getter. The 7-20-4 Cigar coins money for any store that handles it, and gives the kind of satisfaction that brings customers back.

Write for Particulars.

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

TOBACCO DON'TS

Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because **you can**. You have the best of chances.

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

Don't make any mistake about the names of the leaders. They are

Master Mason - - Smoking
King George's Navy - Chewing
Maple Sugar - - - Chewing

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton, - - - - Ont.

CLASSIFIED ADVERTISING

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—NEW GENERAL STOCK WITH new 2-storey cement block store, in a village; sales $15,000 yearly, can be easily increased. Post office and telegraph office in store, also telephone connection. Apply Box 33, Amherstburg, Ont.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

READ THIS—GENERAL STOCK OF MERchandise in Edmonton district, Alberta, offered for sale; inventory about $10,000; buyer should make $4,000 profit first year. Cash required about $3,500. If you are looking for a genuine business you cannot afford to pass this by. Box 439, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of $6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about $3,000. Write owner, Box 438, Canadian Grocer.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

MISCELLANEOUS

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto, Canada

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

OLIVE OIL
— High Quality —

OLIVE OIL
Reasonable Price

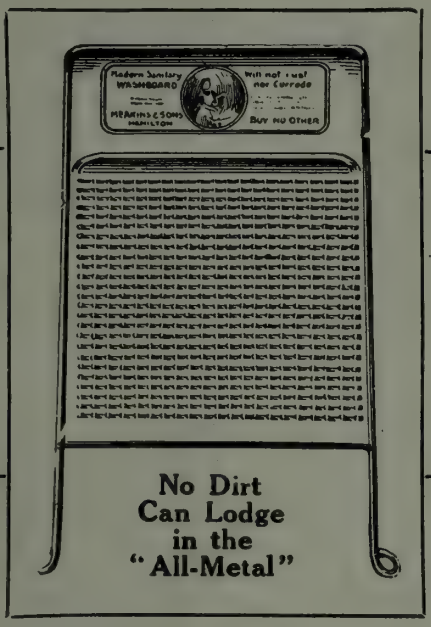
OLIVE OIL
For Salad Season

WHY NOT WRITE US FOR QUOTATIONS ON OUR LEADING BRAND WHICH CARRIES AN ABSOLUTE GUARANTEE OF PURITY?

H. E. VIPOND
197 St. Paul St.
MONTREAL

Worth a Trial!

Make a trial of your household trade for the sale of a washboard that abounds enough in good features to sell instantly. Where it is in stock and is seen by the woman who uses a washboard — a sale invariably follows.



No Dirt Can Lodge in the "All-Metal"

Meakins' Sanitary Washboards

are economical — lasting many times as long as the plain wooden kind. They are healthful because all metal — no dirt or germs can lodge in any part—will not rust or corrode. Send for particulars.

MEAKINS & SONS
Hamilton, Ontario

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

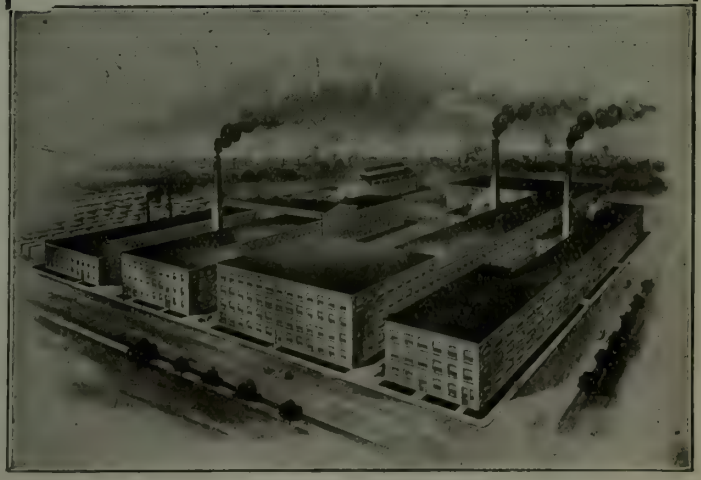
The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



FACTORY AT HAMILTON

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Put Your Credit Accounts on the Right Side of the Ledger,

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:—

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

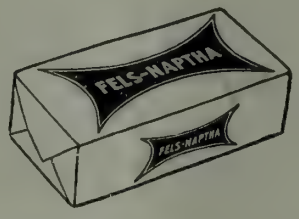
For Sale by Jobbers Everywhere.

Allison Coupon Company

INDIANAPOLIS, IND., U.S.A.

Your Time is too Valuable

to be lost in "talking up" a substitute for Fels-Naptha soap. Time so used is surely lost, and customers lost with it many times, because,—there's no substitute for Fels-Naptha satisfaction.



THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKFAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

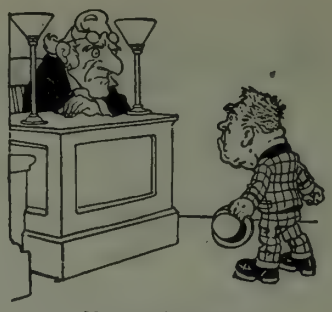
GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO., Halifax, N.S. C. A. MUNRO, St. John, N.B.

When writing advertisers kindly mention this paper.



"You be the judge—
We won't talk back."

Yes, Mr. Grocer, we'll let you be the judge. Simply let us come before you with samples of

The Ermaline Cooking Bag

The bag which has made ALL cooking pleasant, and we feel confident that your judgment will be entirely favorable.

ERMALINE - Money
ERMALINE - All
ERMALINE - The
ERMALINE - Time

LET US HEAR FROM YOU

The Ed. Lloyd Co.
LIMITED
MONTREAL

How Many of Your Customers Know the Flavor of Real Vanilla?

Literally thousands of people do not know the flavor of real vanilla extract—

Shirriff's True Vanilla

They have simply been buying vanilla in name only. They have not known that a bottle with a vanilla label might contain a chemical imitation of the real thing. Lately, many progressive grocers have been pointing this fact out to their customers, and telling them the advantages of using the real vanilla extract of Mexican Vanilla beans. Housewives always feel under an obligation to grocers who show them how to improve their cooking. And Shirriff's True Vanilla certainly does improve the flavor of puddings, cakes and sauces, much to the housewives' delight.

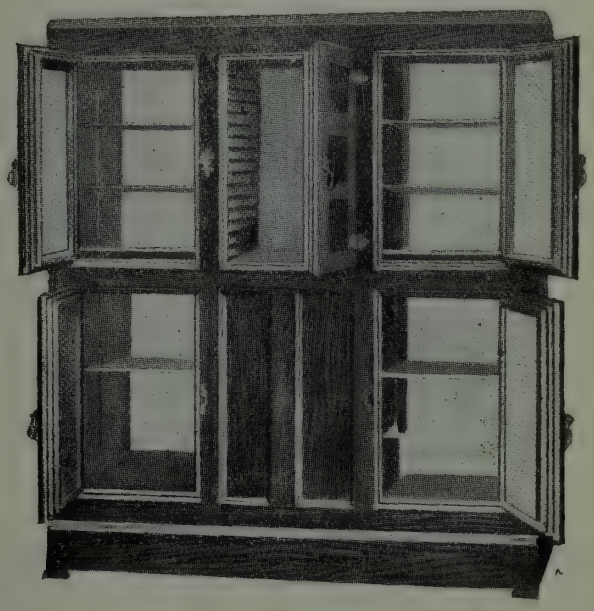
There is good profit for grocers in getting their customers to use true vanilla extract. A list of selling points that have proved successful in increasing the retail sales of Shirriff's True Vanilla will be sent to you on request.

Imperial Extract Co.

TORONTO, ONT.

The Distinguishing Features

of our refrigerators are perfect circulation of air and high class workmanship, making a refrigerator of sure efficiency and durability besides a selling force of immense strength.



THE NORTH STAR REFRIGERATORS

are scientifically constructed with the view to give the grocer the full benefit of the ice, an absolutely dry air circulation, so dry that a match can be lighted on the interior walls at any time.

Milk, butter, fish, ham or onions may be kept in the same chamber without tainting from one another.

Send for catalogue now. It will be of interest to every grocer or provision dealer.

Estate of JAMES DAVIDSON

OTTAWA, ONTARIO

Goods That Always Sell

With the L. & B. Banner Brand Jams and Jellies in stock you need not fear their sale. Quality goods as L. & B. Banner Brand will always find ready sales, for the simple reason that they are superior in flavor and compare favorably in price with any other make.

Send order **now** for new pack strawberries, raspberries, plums, etc. Packed in 2, 5, and 7-lb. gold lacquered pails, and 30-lb. wooden pails.

LINDNER & BENNER, TORONTO

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Manitoba

CENTURY SALT

Good Quailty Throughout

TRADE MARK

To build a business honestly you must sell purity in good products. Century Salt from one year end to the other is exactly the same, always pure white crystals, refined with the greatest care.
Excellent for table, cooking or dairy — you can satisfy every customer with Century Salt.

THE DOMINION SALT Co LIMITED
SARNIA ONTARIO

Cut this out!

Here's a list containing a few of our agencies, which we would suggest you should clip out and put in your note book, as it will be of service to you when ordering. Further lists will be published from time to time.

JUST A FEW:

	PIPER-HEIDSIECK	
Kunkelman & Co.	Reims	Champagne
Union Champenoise	Epernay	Cardinal Champagne
Ph. Richard	St. Jean d'Angely	Brandy
Mitchell Bros. & Co.	Glasgow	Scotch Whiskey
Mitchell & Co., of Belfast, Ltd.	Belfast	Irish Whiskey
J. P. Wiser & Sons, Ltd.	Prescott	Canadian Whiskey
Herman Jansen	Shiedam	Gold Finch Gin
Diez Hermanos	Jerez dela Frontera	Sherry "Favorito"
Morin Pere & Fils	Nuits St. Georges	Burgundy Wines
A. Sarrazin's Establishment.	Dijon	"Bacchus" Tonic Wines
Real Campania Vinicola	Portugal	Port Wines
Societe des Vins de Banyuls	Banyuls sur Mer	Banyuls-Bartissol Wines
P. Garnier	Enghien les Bains	Sweet Liqueurs
Belfast Mineral Water Co.	Belfast	Trayder Ginger Ale
American Fruit Produce Co.	Rochester, N.Y.	Apple & Grape Juice
Blanc & Fils	Valance Sur Rhone	Alimentary Pastes
R. E. Boulle & Cie.	Marseille	Minerva Olive Oil
Societe Anonyme "Le Soleil"	Malines	Preserved Vegetables
Feyret & Pinsan	Bordeaux	Alimentary Preserves
D. E. Millian & Fils	Marseille	Castile Soap
A. & L. Lehucher	Paris	Lecourt's Mushrooms
Societe des Usines Remy	Louvain	The Famous Remy Rice Starch
A. Delor & Cie.	Bordeaux	Bordeaux Wines
Fenech Artell	Tarragone	Mass Wines, Sanctuaire & Vatican
W. E. Johnson & Co.	Liverpool	Bass Ale & Stout

Laporte, Martin & Co.
Limited

568 ST. PAUL STREET

TEL. MAIN 3766 **MONTREAL**

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The "*Eclipse*" Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.

WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

Ryan Brothers

HAVE YOU SEEN THE "*ECLIPSE*" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE
JAMES STREET EAST, WINNIPEG

FACTORY
ALEXANDER AND BRIGHTON

Delicious with Fresh Fruit

The Sweetheart of the Corn

The Food for Body and Brain

Canada's Popular Breakfast Food

There is nothing more delicious for breakfast through the berry season than Kellogg's Toasted Corn Flakes and fresh fruit; and it is becoming known widely for the rare treat this high-grade cereal and berries put up. Every atom of food and every vestige of sweetness in the corn are reproduced in crisp, creamy, nutritious form in

KELLOGG'S Toasted Corn Flakes

You need not fear of a shelf of unsold cereals if you stock Kellogg's. It sells fast the two main reasons are that it is a good quality to stock; and that it is well advertised—we all know that advertising creates desire, causing readers to wish for well-advertised goods.

You get the business with a stock of Kellogg's on hand. See to it to-day.

The Battle Creek Toasted Corn Flake Co. Limited

LONDON, ONTARIO

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S

Worcestershire

SAUCE

Imported Absolutely ! !

The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner [illegible] unsurpassed—if it is Chivers'

[illegible] (P.Q.)
34 Royal Bank Bldg

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,284th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

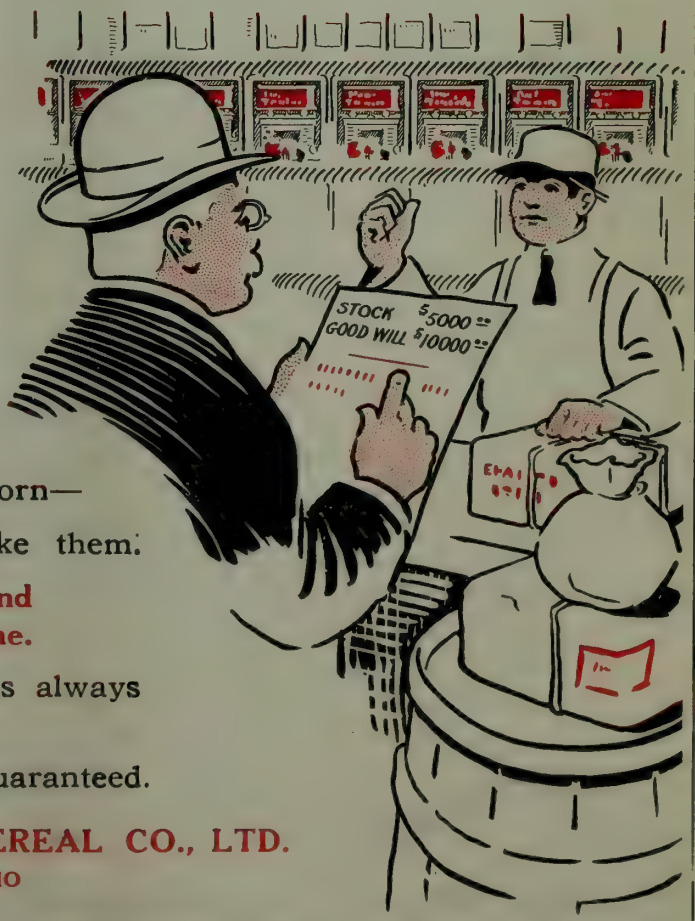
Vol. XXVI PUBLICATION OFFICE: TORONTO, JULY 19, 1912 No. 29

If you sold out to-morrow,—how much would you get for your good-will?

"Just as much as you put into those factors that assured your customers' satisfaction."

"Good-will" is not a theoretical value,—it's real and practical—

And the best way to assure the most "good-will" is to sell the right goods.



Post Toasties

are the most delicious bits of toasted Indian Corn—

They're very good—your customers like them.

Post Toasties build "good-will" and make good profits at the same time.

They're made by a concern that has always aimed to treat the trade right—

And the sale of Post Toasties is guaranteed.

CANADIAN POSTUM CEREAL CO., LTD.
WINDSOR, ONTARIO

Made in Canada

BRIGGER'S

NEW SEASON
PURE
STRAWBERRY JAM
FINEST QUALITY

NOW READY
AT YOUR WHOLESALE
Put up in Gold Lined Tin Pails and Glass Jars

W. J. BRIGGER, Hamilton, Ont.

The Buyers of Quality

Have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tasted Thistle Brand would be useless.

CANNED WHERE CAUGHT

The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish curer in the country is at stake under the label of "Thistle" Brand.

BUY IT AND YOU BUY THE BEST

Arthur P. Tippet & Co.

AGENTS

MONTREAL **TORONTO**

GROCERS---Please Note Carefully

IN ORDER to bring our Standard Blends under a distinctive and registered Trade Mark, we have decided to call them "Prosperity" Blends, and in future every package shipped by us will bear this Mark.

These Blends are Exactly the Same as those which we have been selling heretofore under Star.

Here is a PLUM FOR You!

PROSPERITY No. 1 Exceptional Value A Good Liquoring Tea at **16c. lb.**

MIXED ONLY

FREIGHT PAID on 100 lbs. and over.
We OFFER 500 Chests at this price.
Stock right up for your 25c Canister—as this blend is 2c. per lb. Under Market Value.

PROSPERITY STANDARD BLENDS

No. 1	Subject to Market	16c.	No. 2	Black or Mixed - -	19c.
No. 3	Black or Mixed	22c.	No. 4	English Breakfast only	27c.
No. 5	Black or Mixed	27c.	No. 6	Black or Mixed - -	32c.
No. 8	Black or Mixed	40c.	No. 10	Finest Blend in Existence	68c.

A	Green at	16c.	B	Green at	19c.
C	Green at	22c.	D	Green at	27c.
Togo	Japan at	21c.	E	Finest Green Blend in Existence	33c.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

TORONTO

MADE IN CANADA

A LEADER FOR FIFTY-FIVE YEARS

Merit and integrity have sustained the high reputation of

Borden's Eagle Brand

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand Since 1857.

From when first put on the market scores of years ago it commanded respect.

With the prestige of being recognized year by year as the leader, that influence has grown, and to-day among the many other brands it is admitted to be in a class by itself. Your customers all know this, and will buy "Eagle Brand," even if the price is a little more than for other brands.

If you are not now stocking Borden's Leading Brand you are the loser.

Order from your wholesaler.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

VALORIZATION OR NOT—

HIGH COFFEE IS HERE TO STAY!

BESIDES—THE PRICE OF COFFEE has advanced less during the "high cost of living" period than **any other** food commodity used for **general consumption.** That's commercial history—not an opinion.

There has been 47 per cent. more filler or substitute used in coffee this year than last, and the demand increasing.

Everybody's doing it—including the best houses in the trade. If **you** are not, you're behind the times. Substitutes are necessary to allow making a decent profit on some business.

KOFFIO, the new filler, possesses actual food value practically equal to the coffee it displaces. (See official analyses in FREE booklet, showing carbon-hydrates in KOFFIO 67.71, as against 70.22 in high grade coffees.) That enables you to give the **ultimate consumer** an honest deal.

KOFFIO looks, smells, tastes and "draws" like good coffee, and will tone down strong Mexicans or soured types to a **sweet** palatable cup.

You can use double the amount of KOFFIO over any other filler or substitute on the market, and at the same time furnish a satisfactory beverage.

Guaranteed under all Pure Food laws as a pure wheat product and **absolutely immune from spoilage by age, dampness, heat or vermin.** Keeps perfectly winter or summer—in any climate. Stands ocean shipment, and does not "cake up" like chicory.

The exceptionally low price of KOFFIO (less than one-third the price of cheapest coffee) will allow you to make good money on institution business. Used extensively in all large railroad and construction commissaries, lumber camps and mining communities. Restaurant, boarding house and small hotel trade now **demanding it.**

A new booklet, "Facts about KOFFIO," giving (confidential) important information, together with samples and prices **FREE** on request. Write nearest representative—(See list below.)

LOCAL REPRESENTATIVES:

We have local representatives in the following cities, and orders originating in their territory should be sent direct to them:

P. S. DOYLE & CO.,
3 St. Nicholas St., Montreal, Canada } **Eastern Canada.**

MASON & HICKEY,
387 Stanley St., Winnipeg, Canada } **Western Canada, from Winnipeg to Pacific Coast.**

Local Stocks at both Montreal and Winnipeg.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

For Fly Destruction
—Lasts All Summer

There is no surer, speedier or cleaner method to destroy flies than by the Wonder Fly Killer.
It is good stock, because it never grows old, and is worth its full value any time.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

Up Go White Beans

White Beans $3.00 per bushel.

Simcoe Baked Beans, Family size, are **still** no higher than when beans cost only $1.80 per bushel.

This is only possible because **Simcoe bought their beans when prices were low.** You are **now** getting the benefit. Profit by that motto you learned as a boy, "Never put off till to-morrow what you can do to-day."

Buy Simcoe Baked Beans and secure larger profits and increased sales. Remember the Family size. "A larger tin at a smaller price."

DOMINION CANNERS LIMITED
HAMILTON, ONT.

The Summer Heat Suggests E.D.S. Raspberry Vinegar

In the hot weather there is so much demand for cooling, thirst-quenching beverages. Are you prepared to meet the need? If you have not a stock of

E D S

Raspberry Vinegar

you are overlooking an opportunity to "make good" with a trade that may mean a steady customer. Every bit of fresh juice of the raspberry is prepared with the keenest sense to absolute cleanliness in our modern factory by experts that make the "E.D.S." brand unsurpassed in quality of flavor.
See to your stocks.

Made only by

E. D. SMITH

WINONA :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

Eureka Canada's Sanitary Refrigerator

THE GREATEST
Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Clark's Pork and Beans

The food for

BONE, MUSCLE, BRAIN

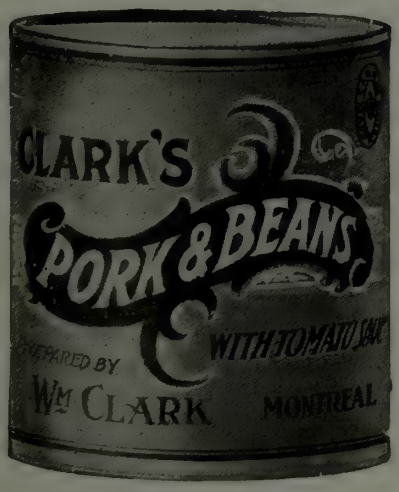
The strenuous worker of to-day, be his work physical or mental, requires a strengthening diet to enable him to keep up the pace and maintain his position in the daily struggle for existence.

Full of the most nurishing elements and dished in appetizing form.

Clark's Pork and Beans

are the ideal tissue builders.

THERE IS NO WASTE, they are prepared only from the finest grade beans, cooked in such manner that not one particle of the nutritive power is lost, and combined with such delectable sauces that even the most delicate appetite cannot resist the temptation to eat.



The people know this and ask for CLARK'S. Don't be behindhand, Mr. Grocer, keep in touch with the demand.

THEY DON'T STAY ON YOUR SHELVES, THEY SELL.

WM. CLARK, - Montreal

A Feminine Characteristic

To pick and choose. An inherited trait, peculiarly feminine. Nevertheless, it is good policy and sound business to play up to it, while woman holds the purse.

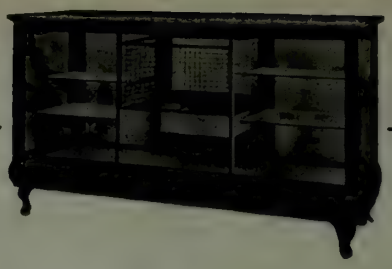
Give her the choice of articles worth her attention and your time and trouble. There will be no wash-day dissatisfaction on her part or yours if "OCEAN" is the Laundry Blue you sell her.

OCEAN BLUE

Squares in 5 cent. packets.
Bags in 5 cent. cartons.

Cheap enough for the million.
Good enough for the millionaire.

HARGREAVES BROS. & CO., LTD., HULL, England.
Agents for Ontario:
F. E. ROBSON & Co., 25 Front Street East, TORONTO.



Interior Appearance

counts tremendously in the first impression of a customer to your store, and invariably wins trade that otherwise you would not get.

Silent Salesman
Arctic Refrigerator

display, and is so practical in its methods of refrigeration that you can count on it as a veritable trade puller.
It is incomparable for displaying a perishable stock in hot weather. Send for our 1912 catalogue.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

A MODERN METHOD

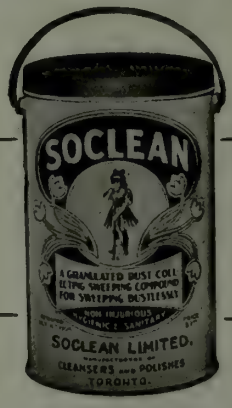
NO WASTE SPACE—every inch of shelf room available where our system of PATENT ADJUSTABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of goods, from the most delicate to heavy merchandise. It is the modern method of store Shelving. Each shelf may be of a width and distance to accommodate the goods it carries.

NO OBSTRUCTIONS—EASILY ADJUSTED

THE PIQUA BRACKET CO.
SOLE MANUFACTURERS
PIQUA, - - - - - - OHIO

The Woman Makes the Home



Most every woman customer to your store is engaged in making a successful home. They are ever alert to hear of a means of better sanitation and cleanliness besides eliminating part of the labor. Such are features which commend

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

to every housewife. Make them acquainted with the good working of Soclean and you will find sales coming from all quarters. Put up in 25c, 50c and $1.00 pails.

SOCLEAN LIMITED, Toronto, Ont.
The originators of the Dustless Sweeping Compound of Canada

Persistent, forceful, attractive advertising led the people of Canada to try COWAN'S PERFECTION COCOA. Its perfect purity and delicious flavor have made them all regular users.

The result is that COWAN'S PERFECTION COCOA is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

THE COWAN CO.
LIMITED

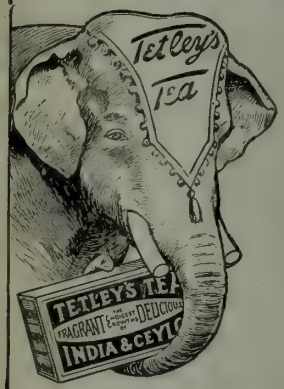
TORONTO, - CANADA

Buy

TETLEY'S

TEAS

and be sure of quality



Look for the elephant on every package—the guarantee of quality and excellence.

Life is too short for dealers to become expert judges of every line of goods they sell. How many are there who could select good tea if there were no labels on the packages? Not many, are there?

To eliminate all elements of risk—buy by the name, it is TETLEY'S TEA, you will come out right.

Put up to retail at $1.00, 75c., 60c., 50c., 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

SANITARY CANS

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

PERRIN'S

5c. and 10c. Fancy Thin Blue Packages Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins

DAIRY CREAM

SODAS

. S. Perrin & Co., Limited
NDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

English Brewed Ale and Stout

The most healthful drink of old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our several breweries, situated in London, Birmingham and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine, bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report with other information.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

POTATOES

We have a few hundred bags good re-picked

ENGLISH STOCK

that must be cleared out at once.

To do this we offer them in

10-bag lots or over at 60 cents per bag
(90 lbs.)

GEO. KEITH & SONS

124 King Street East, - TORONTO

RESULTS

Satisfactory results that have attended the use of Chinese Starch among many women in your locality is proof positive that it is a good selling stock.

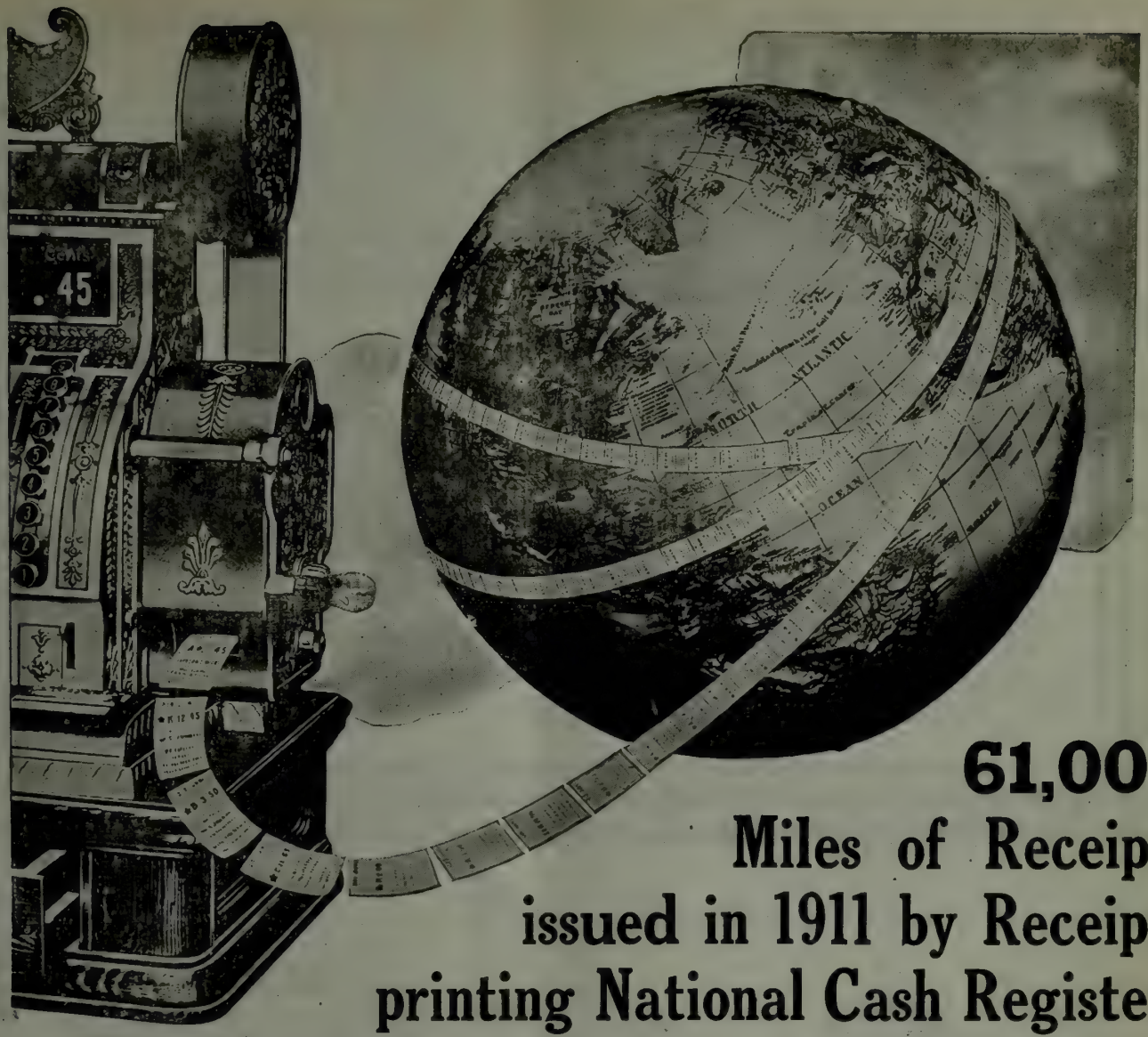
Chinese Starch as a laundry requisite is incomparable for smooth ironing and neat finish to the work.

Each package contains a full pound (16 oz.).

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman O. McPhee, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS Montreal



61,000 Miles of Receipts issued in 1911 by Receipt-printing National Cash Registers

It prints on both sides of a Receipt, cuts it off and issues it

This Receipt is wrapped in the package with the goods

Number of the sale

Date of sale

☆ Indicates a cash sale

Initial of clerk who made it

Amount of Sale

This same amount is also printed on the sales strip inside the register and added to the other sales on the adding wheels

014 MAY 18

★K 12.45

W. S. JOHNSON
416 Fourth Ave.

Keep This Receipt
It is your Protection
WATCH FOR
ANNOUNCEMENT
(over)

Front of Receipt

Keep your eye on this space. We will advertise new goods and special sales from time to time.

Back of Receipt

If placed end to end they would reach two and one fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes and loss of time. They do so much and cost so little.

They are used in over 212 different lines of business.

Write to-day for our booklet "Get a Receipt."

Investigation will cost you nothing.

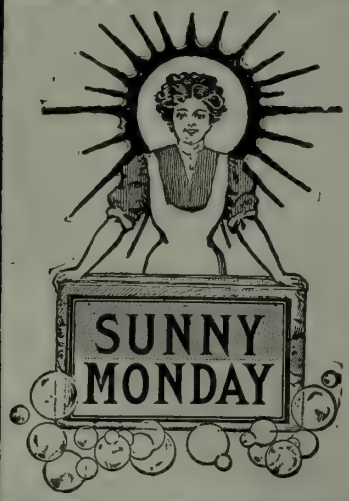
THE NATIONAL CASH REGISTER COMPANY

Headquarters for Canada: 285 Yonge St. Toronto

J. C. LAIRD, Manager in Canada

Canadian Factory: TORONTO

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rub bing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising, means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a **COLES** mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

1 2 — 1 2

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F. F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1.** It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED

Hamilton, Canada **Buffalo, U.S.A.**

1 2 — 1 2

AN OUNCE OF PREVENTION IS WORTH A POUND OF CURE

To prevent flies from gathering around the Molasses barrel, dispense with the barrel.

There is no time like the present to test the selling merits of

DOMOLCO

the Molasses packed especially for use on the Family Table. At no other season will the Sanitary Fly-proof Container make so strong an appeal to careful housekeepers.

A dissatisfied customer is worse than no customer at all. It is therefore important that you prevent "the Fly in the Molasses" and adopt the modern method of handling this heathful food product.

THE DOMINION MOLASSES CO.,
LIMITED

HALIFAX, N. S.

Tartan BRAND
THE SIGN OF PURITY

During Travelers' Holidays

We give special prices
on all

Mail, Telephone and Telegraph Orders

All orders shipped the same day received

Use our unexcelled phone service at our expense. 'PHONES 3595, 3596, 3597, 3598, 462, 748

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, **HAMILTON**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Every Live Grocer

Should know about

"Walker Bin" Fixtures

They represent the maximum efficiency in grocery equipment—the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B.C.: W. W. Burke & Co., 334 Cordova St. W.

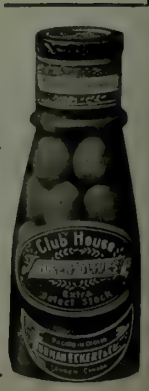
Berlin, Ontario

CLUB HOUSE

QUEEN OLIVES

ARE EXTRA SELECT STOCK.

Only finest Seville Olives are packed in brine made from our own pure Artesian water. Your select trade demand this brand.



Gorman, Eckert & Co.
LIMITED

London, Ont. **Winnipeg, Man.**

URGENT

To get immediate delivery and supplies of sugar you had better specify

St. Lawrence Granulated

the granulated specially adapted for insuring the keeping qualities of all preserves. We guarantee every pound to give absolute satisfaction.

For immediate delivery of any quantities or grades of St. Lawrence Sugars phone your wholesale grocer and you will get quick despatch.

The St. Lawrence Sugar Refineries, Limited

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT, DOES GOOD WORK.

W. G. A. LAMBE & CO. TORONTO

CANADIAN AGENTS

NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK CHICAGO MONTREAL JAPAN

This is Laurentia Milk Weather

Why? Why shouldn't any season be? Hot weather is destructive to the so-called "sweet" milk, and never yet has Laurentia Milk fallen from absolute purity, and is always perfectly fresh, in either winter or summer.

Fresh milk passed through the mechanical process of homogenization mixes cream and milk, and perfectly sterilizes every bit of it, so that it will keep indefinitely in all weathers.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited

371 Queen Street West, Toronto, Ont.

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,
LIMITED
GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

British America Assurance Company

A.D. 1833
FIRE & MARINE
Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

CAPITAL	$1,400,000.00
ASSETS	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over -	$3,570,000.00
Losses Paid Since Organization of the Company, over -	54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

MUCH EASIER TO DO THAN YOU MAY THINK

No article that you sell will so well repay you for a little extra effort as 40c Red Rose Tea.

We doubt if there is anything sold in the grocery store that is so fully worth to the consumer the small extra cost as 40c. Red Rose, while at the same time giving the merchant a much better profit.

Within a very few months nearly any merchant could, by a little but persistent effort, change his 30c. tea trade to 40c., and when once changed he will only wonder that he had ever sold any tea but the 40c. Red Rose.

It is a very easy way to make a little more profit in your business this year.

Branches:
156 Lombard St., Winnipeg, Man.
322-6 Ninth Ave. W., Calgary, Alta.
Head Office: St. John, N.B.

T. H. Estabrooks Co.,
Limited
7 Front Street East, TORONTO, ONT.

93°
In The Shade!!

Fancy what a boon your customers will consider that

Delightfully Lemony

Cold Spring Lemonade Powder

Are you supplied?

S. H. EWING & SONS
MONTREAL

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY

Trade Mark of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills,
Limited
LONDON - - ONTARIO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Chesee Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

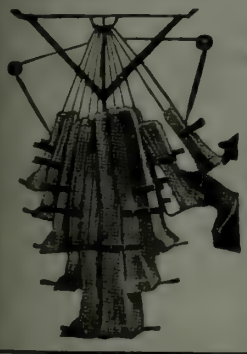
McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - - Ontario
Established 1886.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right
FRANK L. BENEDICT & CO., Montreal Agents.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

When writing advertisers kindly mention having seen the advertisement in this paper

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make.
D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

Grocery Advertising
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

MONEY MAKING OPPORTUNITIES
Grocery stores, barber shops, post halls, hotels, lunch rooms, boarding houses, theatres, etc., from $300 to $32,000. V. de la Ronde, Business Broker, Room 14-16, McGill College Ave., Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish Trade

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

TRY A
Condensed Ad.
IN
This Paper

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

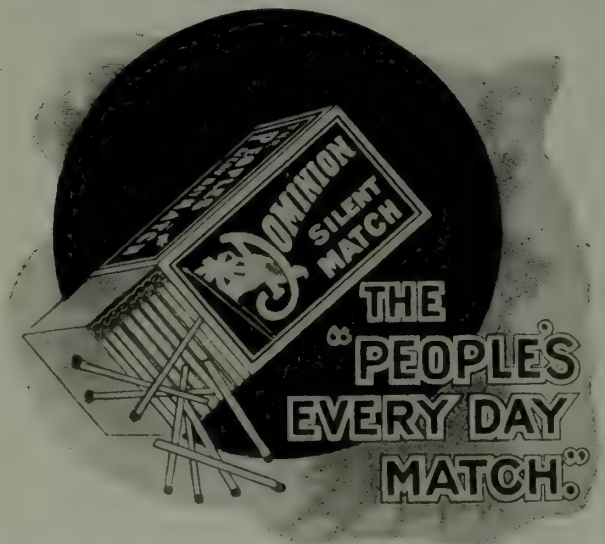
CHASE & SANBORN

COFFEES

MONTREAL

YOU SHOULD SELL

matches that give satisfaction in every particular. The Dominion Match is famed for its reliable, non-sputtering and silent features. It is a perfect match.



DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

Perfume Gloss

Ezy Wash

Parisian Perfume Blue

Odor Gloss

Five Laundry Specialties

which are winners. Don't you feel that these are just the very kind of lines that your customers will try and be pleased with?

Write for particulars.

V. J. CARON & CO., LIMITED

13 ST. CLAUDE STREET, MONTREAL

There is No Time Limit

to the popularity of

"SALADA"

The facts and figures dealing with the extraordinary and persistent increase in the sales of "Salada" published from time to time in this journal prove conclusively that "Salada" has won a place in the esteem and good will of the public that cannot be filled by any other tea. In Summer and in Winter, on the lawn and in the dining-room, "SALADA" is the people's choice.

Are you helping them to get it?

The Salada Tea Company

Toronto - - - - Montreal

During Travelers' Holidays

(JULY 22nd to AUGUST 3rd)

We solicit your orders by

MAIL, 'PHONE OR TELEGRAPH

AT OUR EXPENSE

WE GUARANTEE QUICK SHIPMENT SAME DAY AS ORDER IS RECEIVED

PRICES RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers Toronto

For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

COLMAN'S MUSTARD
KEEN'S MUSTARD

Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

There Is An Unlimited Sale For

BENSON'S PREPARED CORN

Among Your Customers

¶ It finds a daily use in every kitchen because women find it an indispensable aid in cooking.

¶ The demand for Benson's is permanent because it is the purest and finest Corn Starch obtainable and never fails togive satisfaction.

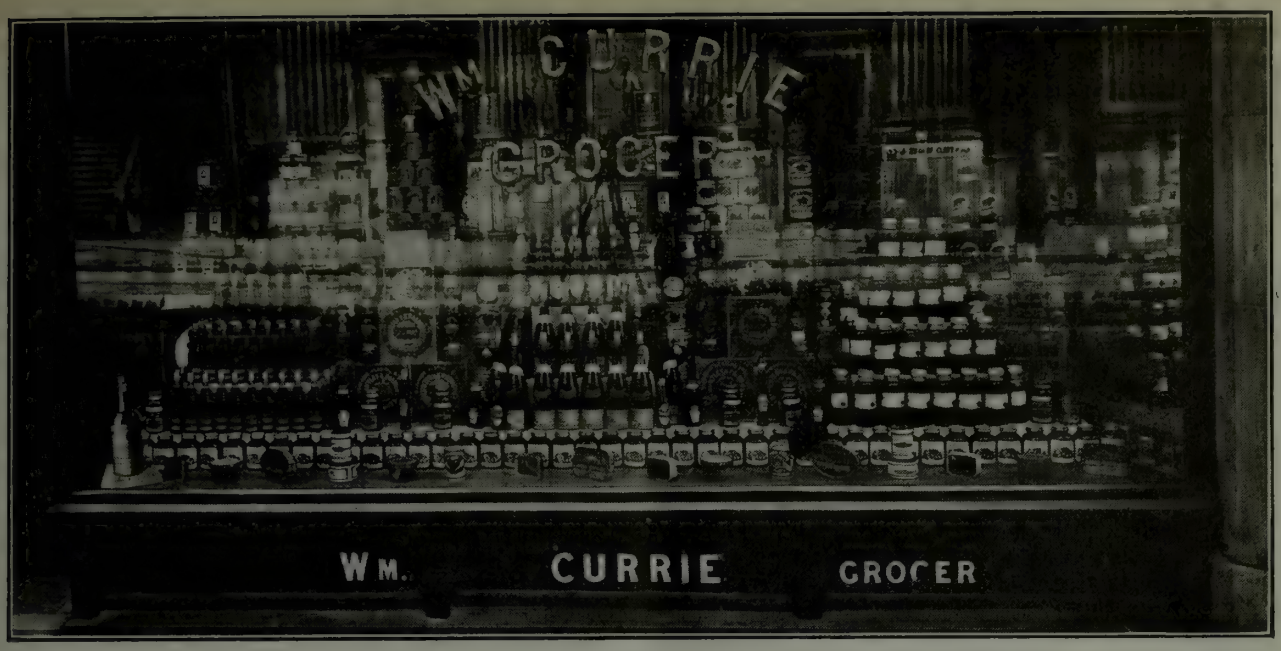
¶ You can unhesitatingly recommend Benson's because you will please your patrons by so doing.

¶ You can sell Benson's every day of the year—but especially now, during the summer months.

Your Order Will Receive Immediate Attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



An attractive display of summer lines in Montreal store. They include canned fish, preserves, biscuits, jelly powders, canned vegetables and soups, breakfast foods, summer drinks, etc.

Preventing Complaints from Occurring

Montreal Dealer Finds it Easier to Do This Than to Smooth Out the Difficulties When They Do Happen—Standing Offer to Take Back Unsatisfactory Goods—Makes Specialty of High Quality Goods — Educating Customers to Carry Home Parcels—In Business for Thirty Years.

"Thirty years at it and not yet tired." These few words sum up the length of time Wm. Currie, Guy Street, Montreal, has been in busines, and his present attitude towards it. His business methods will undoubtedly prove of interest, but a few words about certain changes he has noticed in Montreal must deserve notice.

In earlier days Mr. Currie was part owner of a store on McGill Street, which was then partly residential and partly a marketing centre, but to-day those acquainted with the city know that McGill Street is no longer residential, but forms a road through the largest wholesale section of the city

Just as labor follows capital, so the retailer must follow trade, and Mr. Currie soon found that if his business was to show a satisfactory increase yearly, he must pitch his tent further uptown where the good families were camping. After remaining in partnership for a number of years on Bleury Street, he decided, on summing up the probable growth of the city in various directions, that the west end must grow and he now has no reason to regret having broken loose and starting on his own account on Guy Street.

"Yes, I have customers at the four corners of the Island, and a number on my books at present who gave me my first orders when I opened up on McGill Street, and I am holding their accounts simply because they have faith in me." There is quite a lot in that little word faith, and Mr. Currie knows just what it means to have the confidence of his customers. "I never give anyone reason to complain, and if there should be any ground for an argument, I always let the customer win; because I want her orders. I let her think she knows it all. It does me no harm."

"The dearest and best goods are the cheapest in the long run." This is another of our subject's mottoes, and so strongly does he believe in the trade-pulling power of good goods, that he has no hesitation in telling a customer who is somewhat doubtful about a new line, that he is willing to refund her money if, after trial, she has a reasonable complaint to make. This straightforward way of dealing is bound to secure confidence, and what is a more valuable asset?

Creates Demand Himself.

"No, why should I wait for people to come to my store after seeing an advertisement for a good line?" Such was Mr. Currie's remark when asked about that too common reply given to the traveler, "Oh! Create a demand first, then we'll put in a stock." He realizes that waiting for a demand means an admission of inability to sell, and consequently he puts in a stock of all the leading lines, instructs his clerks to push them, and by their selling talk they manage to build up a good business whether the goods are above the average price or not.

Likes the Customer in Store.

A customer in the store is worth two on the phone, to vary an old adage. Mr. Currie, amongst others interviewed, believe that it is well nigh impossible to swell an order over the phone to the same extent as when taken in the store, and no grocer should allow any customer once in the store to go away with only one package. "Make them look ahead," says Mr. Currie. "Once you get a woman in the store who cannot reach you by phone, tell her that she may have a call from friends, and that you have a nice line of biscuits and fresh cake. Or perhaps it will be raining to-morrow and she will not want to come down again for another supply of goods."

The window connected with this article, though somewhat spoiled by reflections from buildings opposite, will give a good idea of what Mr. Currie thinks of the value of well-dressed windows, and he is particularly fortunate in this respect, as in W. Deane he has a man of ideas. Mr. Deane does not get into the window and spend half a day thinking out an idea, but plans ahead, perhaps while he is making up parcels, and then when time comes he is in a position to simply arrange the goods artistically with the maximum results in a minimum of time.

A Bookkeeping System for Retailers

First of Series of Articles Going Deeply Into the Question—Books Should be Kept Simply But Accuracy And Sufficiency Are Imperative—Regularity and Systematic Work Cannot be Dodged.

*By Henry Johnson, Jr.

I have the following letter:

W———, Alta., June 15, 1912.

Henry Johnson, Jr., Canadian Grocer,—

Dear Sir:—Have always read your teachings with great care and interest, come to you for a little advice. As we are about to take up stock and wish to start a new set of books, would like you to give us an outline for a simple and safe system. One that does not take an expert to keep them. Hoping to hear from you at an early date,

C. H. G.

It is really impossible to give anybody an "outline" for a set of books unless that person is already an expert; for only an expert would understand an outline. The amateur must have the entire system laid out. To do that here will take the space of several articles; yet I am inclined to write up my entire system, because I believe it will prove valuable to a number of readers.

Again I am sorry that I could not reply to this communication before now. I simply do the best I can, handling each letter in rotation. I hope that my friend has not yet taken his inventory, for I should like to have him use his old books until he has digested the new idea. If, as he reads, he will be sure he understands, and if he does not, if he will immediately write for fuller details, I shall be able, I hope, to do him some good. But if he starts out without full knowledge, he will probably not be very well pleased with his results. So I urge him to "go slow."

Must Have Accurate Information.

Note carefully this point: A system for the retailer should be simple as possible; but it must first be sufficient. That is, we are after full, accurate information about our business. That, we must get from our books, or we had better not bother to keep books at all. So let us make up our minds to start with the understanding that we shall have to think of this as a serious matter and study it accordingly. We must be ready to do the necessary work to get our results; and, while the system does not require more than 20 to 30 minutes daily on the part of a rapid worker, yet to begin with it will probably keep the head of the firm busy for one or two hours. He must be willing to put in that time until he has mastered all details, until the details mean something to him, or he might as well save his time for some other work. If he is not ready to begin on this plan, he has not a fair conception of the great value of accurate accounting to his business; and if that is the situation, he will not go very far as a bookkeeper anyway.

An Expert or Failure.

Another thing that occurs to me as I look back over his letter. That is the question of what is an expert? Is he not one who knows his subject thoroughly? If that is so, then the man who, in his own business, undertakes to keep accounts, must be an expert or he will not succeed. For until those accounts are actual, living things to him, and not mere rows of figures, his work will have little value to him. He must UNDERSTAND what he is working at. He must know the WHY as well as the what. He must be able to see ahead and know just what he is working toward each time he writes a figure, or his work will be valueless. Thus, so far as his own bookkeeping goes, he is an EXPERT, or he is a failure—there is no middle ground.

I make all these points preliminary to the discussion because it is only right that the merchant realize that this is a portion of his work which is just as important as his buying and selling and making margins. In fact, the best results cannot be obtained from the rest of his labors unless he has good books and keeps them. Hence, some would say this is the most important of all his work. I do not go so far as that, because many men have made money who did not keep any books at all. But those men took tremendous chances—like other men who risk fire without insurance, and never burn out; and it is not good business to take chances which are avoidable and the avoidance of which tends to security and peace of mind.

Accounting Appliances Used.

My accounting machinery consists of a cash register, run in the usual, proper way; my check book and bank book; a small memo book wherein is daily entered the details of cash on hand; a common counter book in which are pasted the register slips to serve as an original record of petty payments, all totalled up for entry in one daily sum; my Journal, with six columns to the page; and my ledger. To indicate how the final figures are boiled down to simplicity, I may say that my ledger, now in use, contains 136 pages, has been used for all my records for 15 years, and is good for perhaps 10 years more. Yet in that little book I have the entire history of what I have done in the business during all that time. That surely is simplicity. The time required is, as stated, 20 to 30 minutes daily. That certainly is not much time. But it is not much time and it is sufficient to produce results simply because it is done regularly and carefully every day.

The Division of Accounts.

It is usual to divide business accounting into a series of principal accounts, called controlling or cardinal accounts. I call them cardinal. These are cash, merchandise, expense, discount, barn, advertising, bills payable, capital, furniture and fixtures, proprietor or partners, loss and gain.

Again, if you own real estate, whether occupied by your business or not, an account should be kept of each parcel thereof. Also, if you do as I do, lay aside money every month as business insurance, putting that into outside investments, an account must be kept of such investments in one form or another. I call this account surplus so long as it is simply money waiting investment in the savings bank; and I change that into separate accounts as I put it into various definite investments, such as stocks, bonds, etc.

Business Standing Always Known.

This very simple bookkeeping of mine enables me to care for all these various matters with accuracy, telling me all the time just where I stand, with the least expenditure of the time and the greatest flexibility. The most satisfying thing about it is that it allows nothing to "get away." Everything is right there, where it can be found and where it is in tangible existence at all times.

It will be seen that several of the accounts are really only divisions of expense, such as advertising, barn, wages. These are kept thus divided so that we may know just what each is costing us. We can readily compare one period with another in this way, to see whether we are doing better or worse, or just keeping about even on our expenses; and we can trim sails to meet altering conditions very promptly. If it were not for these subdivisions, we should not be able to act as promptly, nor could we be kept in such constant touch with our business.

Next week I shall take up the various accounts and show how they are operated in the actual working of the business.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Buying Agency to Cut Out Retail Grocer

Citizen of Canadian Town Asks a Large City Wholesale Grocer for Price List and is Courteously But Firmly Rebuked — The Correspondence Published Herewith — Why Citizens Should Buy at Home.

Below is printed some interesting correspondence for the perusal of retailer, wholesaler and manufacturer. A private citizen in a Canadian town asks a wholesale firm for its best quotations on foodstuffs, with a view to forming some sort of citizens' agency to cut out the retail grocer. Here are the letters:—

Wholesale Grocers,

Gentlemen,—Kindly mail me your advanced catalogue of wholesale prices as a number of citizens are joining together and are going to buy and form an agency.

Awaiting your favor at an early date, I remain,

Yours very truly,

The Wholesaler's Reply.

Dear Sir,—Your favor of the 28th ult., has been duly received, requesting our catalogue of wholesale prices, as a number of citizens have joined together to purchase from the wholesale trade as a buying agency.

While we would not, for a moment, question the right of your combination of citizens to buy your groceries at less than the regular retail prices, we hardly think the policy is a wise one, and could not, therefore, become a party to it, or such a proposal, by complying with your request. We trust you will pardon our refusal, but we feel that the retail trade is an essential element in the prosperity of business points like ————, and that the practice of sending for supplies to larger places is the chief cause of the want of prosperity in a great many small towns all over Ontario. The failure of the retail trade is the sure precursor of the ruin of such places and in our opinion, is a most suicidal policy for the citizens to adopt.

We feel further, and we speak with some knowledge of the question, that the general consumer, being absolutely dependent upon the retail merchant for the necessaries of life, should encourage the retailers of their own town and enable them to cater to the wants of the community with the utmost efficiency, instead of sending away for their most profitable articles, thus lowering the character and standing of their home stores on whom they depend for their everyday wants.

We are, of course, deeply interested in the retail grocery trade, which we offer as our excuse for answering at such length, but we feel sure we can faithfully guarantee that there is no class of citizen, who gives as close attention to business, with as meagre compensation for his strenuous efforts, as the retail grocer, and we would like to see the community properly appreciate the invaluable service he gives to the people.

Hoping you will accept the views we have expressed, as a reason for not giving you wholesale prices, we remain,

Yours truly,

"Todhunter & Mitchell's spice mills, Nos. 130 and 132 Adelaide st., Toronto, took fire a few mornings ago. The damage about $1,000 is fully covered by insurance."

Edit. Note.—This firm is in business to-day on College st.

• • •

"On Saturday morning a considerable section of the business quarter of Stayner, Ont., was destroyed by fire. Among the sufferers were John Petrie and D. Gillespie, whose grocery stores were burnt."

• • •

"Four freight trains of tea, each consisting of thirteen or fourteen cars, have left Vancouver since the arrival of the steamship Empress of China. The longshoremen commenced unloading the steamer at 8 o'clock on Saturday morning, and by 11 o'clock the first train started. This is hustling and no mistake."

• • •

"Items having appeared in the paper cautioning the public against forged $10 notes of the Ontario Bank, the manager of that institution authorizes the statement that there are no known counterfeits of the $10 notes now issued by the bank, which are of a reddish color, dated June 1, 1888, and payable in Toronto. A forging of the $10 notes issued by the bank, Nov. 1, 1870, payable at the Ontario Bank, Bowmanville, and of a light green, almost white, color, has been in circulation for almost fifteen years, but as the bank has been withdrawing bills of that date from circulation since the counterfeit was discovered, there can be very few genuine bills of that issue unredeemed by the bank."

Edit. Note.—That was twenty years ago. To-day the Ontario Bank is not in existence.

SOLD MORE BERRIES BY PLANNING AHEAD OF RECEIPTS

How St. John, New Brunswick, Dealer Arranged to Satisfy His Customers When Fruit Was Cheapest—Took Orders Ahead —Will Try Same Plan With Later Fruits.

St. John, N.B., July 18—(Special)—A local dealer in spite of the light receipts of strawberries managed to supply his customers better than some others, because of his foresight. He realized that Tuesday or Wednesday of last week would be the days when the largest supplies of strawberries would be brought down river and he advised his customers that those would be the best days to buy. He warned them not to defer later if they wished to procure any fair quantity for preserving.

On Friday, when orders were being taken for the Saturday delivery, he asked his customers as to the quantity they would want for preserving, telling them what he expected would be the price on Tuesday or Wednesday when he hoped to be able to procure all required. Orders came in most promisingly. By Monday morning he knew just about how many crates he would need and before Tuesday he had arranged to get them. This was the day when they were cheapest and most abundant, and there were many disappointed on the following days when the stock began to decrease and prices advanced.

Because he had been careful enough to arrange for his supply well beforehand, he was able to furnish the berries at a profit, and fill his orders. He says he sold more than he otherwise would have, and the idea worked so well that he plans to try it when the rush of raspberries and other preserves is on.

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OPENING PRICES ON CANNED GOODS.

From the opening prices of strawberries announced in our market columns, it looks as if quotations on small preserved fruits would be fairly high this season.

In Ontario f.o.b. prices on 2's are $2.15 per dozen for Group A and $2.12½ for Group B. Those dealers who gave their orders for canned goods before May 1, will, of course, get a discount of 2½ per cent. The percentage of delivery will be about 60 per cent.

Last year the opening prices were $1.77½ and $1.80. The advance was anticipated by the trade in view of the shortage due to the drought of last season killing off many of the runners. The long winter also had an adverse effect, and the crop was somewhat shortened by the hot spell of a couple of weeks ago.
if any from the recent hot weather, and present prospects

Tomatoes and corn in Western Ontario suffered little are bright for good crops in each case.

Peas were injured by the prolonged hot sun, but recent rains helped them considerably, so that the yield is expected to turn out fairly well. The prices on peas have not yet been given out, but may be expected soon. They will depend largely on the size of the pack, as the larger the pack, the smaller the expenses of labor.

FOUNDING AN ACCOUNTING SYSTEM.

To know exactly how the business stands compared to other years ought to be the aim of every retail dealer. It is only the merchant who knows what he has sold every day, week or month of the year, what those goods cost him and what it cost to sell them, who can systematically eliminate the business leaks.

Beginning in this issue, Henry Johnson, Jr., will tell how he has perfected a bookkeeping system that gives him definite knowledge of the ups and downs in profits from time to time. He has had some thirty years' successful experience in the retail trade, and can speak with authority on this subject. In starting out with the series on bookkeeping problems, he makes the declaration that an accountant in a retail store is either an expert or a failure—so far as his own business is concerned. His reasons are given.

These articles are just what a large percentage of the trade have been looking for. They will lay the foundation of a tested and proved accounting system, if properly assimilated. Every grocer should read the series.

GOING AFTER THINGS.

We get by giving. In the case of a retail assocation, the members get results by giving their time and energy.

This is well exemplified by the change in the by-law in Toronto governing the privileges of street peddlers. Hitherto peddlers have been allowed to call out their wares all over Toronto, even to the extent of going into exclusive residential districts where the grocer is not permitted to locate.

Many of these peddlers offer inferior goods, and call them out like braying donkeys to get the people from their houses. They pay almost insignificant licenses into the bargain.

The Retail Grocers' Association took the matter in hand and inside of three weeks had the by-law changed or practically a new by-law drawn up. A deputation called on the Legal Committee which in a few minutes endorsed the grocers' suggestion that peddlers should not have the privilege of calling out their wares. It was then passed on to council, where the by-law was changed. After January 1, 1913, the practice will have to be discontinued.

The grocers gained their point because they went after it. "Watch and wait" is a poor motto when something is wanted.

MEANING OF PURE FOOD CAMPAIGNS.

There is an exceedingly strong sentiment all over Canada in favor of purity in foods. In all the large cities and towns campaigns are being waged by medical health officers against "food unfit for human consumption." Reports reach this paper every week of articles intended for food having been destroyed by order of the health authorities. In such centres as Montreal, Saskatoon, Winnipeg, Moose, Jaw, Edmonton, Toronto, etc., the arm of the law has reached out to gather in offenders and put a stop to trucking in impure foods.

None of us will dispute the consistency of these condemnations. People must eat to live, and because health is the great sustaining force of any individual or nation, the people must have foods that will not injure their physical natures.

It is because of this growing sentiment that grocers should look to the future. They should endeavor to meet it more than half way, because the tendency is more and more apparent that goods of the highest quality and stores run under the most sanitary conditions are going to be the chief attraction for new custom.

The Grocer would emphatically advise dealers to purchase goods of known purity and quality. If they have the knowledge they should have about them, they can in various ways easily sell them in compeition with those merchants who handle inferior classes of goods. Instance after instance has been given in these columns to prove this assertion.

A dealer can usually, if he so desires, purchase cheaply inferior goods in almost all lines carried. But he is not looking into the future. He is not business building.

Importance of the Retail Dealer

WE publish on another page of this issue correspondence between the representative of a number of citizens, joining together in a country town to buy goods at wholesale prices, and a wholesale grocery house. The wholesale firm refuses to send a catalogue or sell to a combination of consumers associated together for the purpose of buying goods at wholesale prices, and takes the ground the the retail merchant is necessary under the conditions of modern commutual life, and that the consumer, ordering goods from a distance, impairs the standing and usefulness of the local trade.

The position take by the firm is, in the opinion of The Canadian Grocer, sound, and we would like to impress it forcibly on our readers. If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place, surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving as they do, a wretched looking town or village for the turmoil of a large city.

The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick, helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

THE CLERK AND THE TRADE PAPER.

One or two of our representatives have recenty run across the unique experience of retail dealers not allowing their clerks to have a look at The Canadian Grocer.

During the past week clerks in a Western Ontario store stated that when The Grocer came in, there was a scramble for it. Everybody was anxious to see the contents, and they found many pointers of value in each issue.

Recently, however, the store proprietor has given instructions to the bookkeeper to hold the copy of The Grocer in the office, and he takes it home the first night of arrival. Now the clerks never see it.

It is natural to suppose that a grocer would encourage his staff to read the trade paper, and no doubt most dealers do. If clerks are anxious to see it for the benefit they derive, it is a big asset to the store. The Grocer does not believe there are many stores where the clerks do not read the paper, but nevertheless considered the matter of sufficient importance to call attention to it here.

EDITORIAL NOTES.

One is equal to three, is the way the New Zealand dealer puts it, referring to automobile delivery and horses.

* * *

You can't make things come your way by waiting for them. You get what you go after rather than what you wait for.

* * *

When the woman who came to loaf remains to buy, the dealer has probably made the sale through some attractive interior display.

* * *

Health authorities are helping Canadian dealers to sell pure foods. Take advantage of this "lift" by buying pure goods only. Then you cannot sell anything else.

* * *

This is picnic week in Ontario. Hamilton, Brantford, Toronto, Paris, Dundas and Burlington grocers with their wives were out with their lunch baskets on Wednesday.

* * *

Some women are real scientists, chemists and everything else simply by instinct. A Montreal woman says certain canned goods which made her ill had been carried too long. She knows in a minute what will take chemists probably several days to discover.

Association Wants Help From all Members

Words of Advice to Those Who Did Not Join in Agitation to to Prevent Pedlars Calling Their Wares—Wholesalers Selling to Consumers—Grocers Anxious to See By-law Governing Fruit Displays Outside Stores Enforced.

Toronto, July 19—(Special)—That the unanimous support and active interest of every member of the association is needed to secure desired legislation, was one of the points emphasized at the monthly meeting of the Toronto Retail Grocers' Association on Monday night.

The question was swung into prominence when Wm. Miller presented the report of the Legislation Committee regarding the amendment secured to the pedlars' by-law prohibiting them from calling their wares on the street. Although the amendment had been passed he regretted the small number of grocers on hand to press their claims at the third reading of the by-law. "It is in the interests of the trade as a whole and every grocer should take an active part," was his comment. Neil Carmichael also protested against so few of the members having to do what the whole association should assist in.

The Wholesaler Selling Direct.

The association have not yet carried out last month's resolution as to writing wholesalers regarding the question of them selling goods direct to the consumer. The Legislation Committee is to give immediate attention to this matter.

"A man told me the other day," stated one member, "that he could buy from one to five pounds of tea from any wholesale grocer in the city. I don't think that is right."

Objection was taken to this statement by another who contended that such could not be true unless the man was a traveler or connected with a wholesale house. "I bet you $100 to $5," he declared, "that if that man can buy that quantity of tea he is connected with a wholesale house."

"I got some goods from a certain wholesale house the other day," broke in another, "and on looking over the driver's book I saw a bag of sugar, 10 lbs. of tea, and similar quantities of other goods for delivery to private houses."

Thanks To The Mayor.

On motion of Wm. Miller it was decided to send a letter to the Mayor thanking the chairman of the Legislative Committee and members of the Council for their support of the recent amendment to the peddler's by-law.

On motion of D. Bell and W. S. Hall, it was decided to send a letter to chairman of Board of Health endorsing that body's action in sustaining by-law re covering of fruits.

Jno. Craig of Vair Produce Co., Spadina ave., M. E. Bush, College St., T. Parke, College st., and J. B. Stephens, Dufferin st., were proposed for membership.

Medical Health Officer Hastings says that his policy in the future regarding the covering of fruits will be even more aggressive than in the past.

RAISING PEDLARS' LICENSES.

London Grocers Make Move to This End —To Ask Co-operation of Other Associations.

London, Ont., July 18—(Special)—At the last regular meeting of the Retail Grocers' Association a committee was named to wait on the Hon. Adam Beck to lay before him the facts in regard to pedlars, and if possible to get him to bring in a bill to raise the pedlar's license to one hundred dollars, which is considered by the trade little enough when the taxes merchants pay into the coffers of this country are considered. The association will also ask the co-operation of Toronto, Hamilton and Brantford associations to take the matter up with their respective members.

E. J. Ryan who has retired from the grocery business, and was at the last meeting made a life member of the Retail Grocers' Asociation, was presented with a handsome scarf pin, set with pearls. Thos. Shaw in a few well chosen words made the presentation. President John Diprose also eulogised Mr. Ryan for the good work he had done ever since the organization of the society.

Mr. Ryan was taken completely by surprise. He thanked the members for their expression of good will, and for the handsome present.

TRADE NOTES.

The 26th annual excursion of the Winnipeg Caterers' Association will be held on Wednesday, July 24, at Winnipeg Beach. This is one of the big events of the year for Winnipeg grocers, confectioners, travelers, etc.

Vancouver, B. C., will receive a sample shipment of six cases of apples from New Zealand. Last season the latter country received apples from British Columbia and a reciprocal trade during their respective apple seasons may be worked up to the advantage of both.

A Worker on the Executive

It is now evident that the Ontario Retail Grocers' Association, when it organized in Hamilton on Good Friday last, made no error in selecting J. D. Wisdom of Allandale, Ont., as one of its executive members.

Almost any Barrie grocer will tell you to go over to Allandale (just a mile distant), and talk to Jack Wisdom if you want news about association work. But now the Ontario R. G. A. has reason to refer one to Mr. Wisdom for association news of the North. Wm. C. Miller, secretary of that body recently received from the Allandale executive member one of the first accounts of his stewardship. The Barrie grocers are going to join the Ontario Retail Grocers' Association. "A meeting was called last week at which nine were present, all becoming members," reports Mr. Wisdom. Geo. C. Brown was selected as secretary treasurer. "He will send you the dues at an early date," adds Mr. Wisdom; "we are trying to get all the grocers to join before remitting."

J. D. WISDOM, Allandale, Ont.,
Member of Executive of the Ontario Retail Grocers' Association.

At the same time the northern executive member is interesting the Collingwood grocers in the new organization and he hopes to report favorably in this connection in the near future.

Current News of the Week

Quebec.

Jos. Landry & Co., grocers, Sherbrooke, Que., have registered.

A. G. Snowdon, of Snowdon & Elliott, Montreal, was in Ottawa this week.

S. J. Mathewson, Mathewson & Sons, Montreal, has returned from holidays.

A. C. Savage of A. C. Savage, Son & Co., general merchants, Granby, Que., died recently.

Wm. R. Adams, for forty years a grocer in Montreal at 275 St. Lawrence St., has passed away.

Arthur Desroches of Lalonde & Desroches, wholesale grocers, Montreal, is now living at Belle Plage, Vaudreuil.

Page & Shaw, chocolate and confectionery manufacturers of Boston, Mass., have opened a retail store in Montreal.

Hudon Orsali, wholesale grocers, Montreal, are adding to their premises which are situated on St. Paul street.

L. Brouillette, secretary-treasurer of Maple Tree Producers Association, Montreal, will leave soon for a short holiday.

W. R. Spooner, Montreal manager Halifax Cold Storage Co., has returned from business trip to Halifax and Newfoundland.

E. Littler, general manager for Canada of the Walter M. Lowney Co., has returned from Western Canada where he spent some time on business.

The Health Department of Montreal is carrying on a strong campaign against dealers who have fruits, etc., exposed to dust and flies in front of stores. A number have been fined and there are a large number of showcases now to be seen in front of stores.

Geo. V. Kneen, grocer, Maisonneuve, Montreal, has established for himself and clerks a weekly half holiday during June, July and August. His place of business is at the busy corner of Letourneux and St. Catherine streets. His example is being followed by others in that district.

Hudon Hebert & Co., Limited, as well as L. Chaput Fils et Cie, Limitee, of Montreal, are making extensive additions to their properties on Desbresoles street. It looks as if the whole block, which has a frontage of 225 feet approximately, will be occupied entirely by these two firms in a short time.

Ontario.

In June 2,093 quarts of milk were destroyed in Toronto as being unfit for consumption.

R. J. Woods, grocer, of London, Ont., is seriously ill in Victoria Hospital with hemorrhage of the stomach. His many friends hope for his speedy recovery.

The Drummers' Snack outing is billed for Georgetown, Ont., this, (Friday) evening, and all day to-morrow. The usual concert will be held to-night and the ball and other games and races to-morrow.

The Quaker Oats Co., Peterborough, Ont., have a unique moving advertisement for their puffed rice and puffed wheat. A motor car runs about, in the box of which a gun pointing upwards shoots out the puffed goods. A glass dome covers the gun.

H. Pfaff, a shoe dealer of Paisley, Ost., has moved to a new store in the Oddfellows' Building, and will add a line of groceries soon. There is a new plate glass front with boxed spaces for window display of goods and prism glass sections have been installed.

The Hamilton and Brantford Retail Grocers' Associations picknicked on Wednesday at Grimsby Beach. They were joined by Burlington, Dundas and Paris grocers. The Toronto R.G.A. were at Victoria Park, Niagara Falls, the same day. Reports of these excursions will appear in next week's issue.

W. H. Millman of W. H. Millman & Sons, Grocery Brokers, Toronto street, Toronto, leaves on Saturday for a trip to the Pacific Coast, calling on the wholesale and jobbing trade throughout the West.

Glassco Limited has been incorporated with a capital stock of $100,000 to can fruits and vegetables and manufacture jams, jellies, and catsup. The head office is in Hamilton, Ont., and the directors are Malcolm Glassco and Reginald Glassco of Hamilton; Geo. Jacobs, Oakville, E. Glassco, Toronto, and W. J. Morrison of Atlanta, Georgia.

Western Canada.

A. Bridgeman, general merchant, Sandy Lake, Man., has sold to A. W. Gilbert.

V. E. Ross has opened a general store at Dorenlee, Alta.

Sestrap Bros. have opened a general store at Gilby, Alta.

A. T. Flynn, Hamilton Lake, Alta., has opened a general store.

W. Watts, grocer, Brandon, Man., is succeeded by David Wilson.

E. H. Winfield, grocer, Winnipeg, has sold to Livingstone & McMillan.

V. R. German, grocer, Red Deer, Alta., has been succeeded by A. Excell.

Parr Bros., general merchants, Tessier, Sask., are succeeded by Thos. Hamilton.

Brogan Bros., general merchants, Pitcox, Alta., have been succeeded by Donnell Bros.

Claxton Bros., general merchants., Grenfell, Sask., have sold their Windthorst branch to Clark & Co.

Mark & Johnston, Westminster Grocery, Westminster and Evanson streets, Winnipeg, Man., have sold to J. H. Grainger.

James Parnell, St. Catharines, Ont., farmer, has been appointed by the Ontario Government Western Market Commissioner, with headquarters at Winnipeg.

CATALOGUES AND BOOKLETS.

The Canada Sugar Refining Co., have issued a booklet of jam, jelly and preserve recipes. The foreword is a conversation with the housewife on the value of fresh fruit and the necessity of the art of preserving. This is followed by a number of recipes.

Don't sell goods on credit to everybody who looks prosperous and talks plausibly. These are signs that often fail. Get their references and find out all about their ability and resources. Better to be sure than sorry.

Opening Prices on Strawberries Out

Higher Than Last Year—Prices on Other Early Berries Should Soon be Issued—Salmon Has Taken on Firmer Tone at Some Centres—Sugar is Firmer But Rather Uncertain.

QUEBEC MARKETS.

POINTERS:—

Strawberries—New prices out.
Sugar—Firm.
Rice—Going up.

Montreal, July 19. — Wholesalers are finding trade in all parts in highly satisfactory condition, collections being better, while there is a general disposition to place good substantial orders.

The opening price for strawberries, group one, is fixed at $2.15, which is much in excess of prices asked last year. The increase may be explained best by the fact that farmers have been asking about 50 per cent. more for fruit this year, owing to short crops.

Rice is still on the upward move, but from all reports it seems that the corner in the Far East has been practically broken.

SUGAR.—An unexpected advance in raw beets in Europe took place last week and New York changed quickly in sympathy. The advance is hard to explain away until we have definite news from Europe, nevertheless it certainly cannot be put down to any likely shortage in sugar, as Cuba's crop will be phenomenal, while conditions are also favorable for a splendid yield on Continent, while the same may be said of beets on this side also.

Prices may be firm for some little time now. Preserving is now going on, perhaps more so than last year. Refiners are busy and are having bother filling orders promptly. They realize that they will have big business if they increase the price, and big also if they lower it, and from various news expressed, it seems that they will follow a laissez faire policy, and leave things as they are.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 [illegible]
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—Syrup trade continues fair, there being no particular feature in market to note.

The demand for molasses continues good, and prices remain at former level.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

TEAS. — Situation continues steady, there being good demand from the country. Formosas have been firm and active for some time past, and considerable interest is being focussed around this particular market. Low grade Japans are moving a little more freely, and it is expected that the second crop will be about 20 per cent. short.

The total Ceylon crop so far is about equal to last year's but quality is by no means as good, and little fine tea has been offered.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 25
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—A good volume of business is passing at prices mentioned, there being no sign of any decrease in price so far. A local wholesale house has a supply of extra choice coffee, price being 55 cents lb. wholesale, and it is moving out even at this price.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Market on whole is active, chief business being done in black and white peppers, cloves and nutmegs being also well looked after. We may say that prices show an upward tendency, as there is a marked scarcity of all lines of general demand. Gingers are a little easier, but will firm up again shortly. Considerable speculation is going on in nutmegs.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

DRIED FRUITS.—Continual dullness in Californian fruits is the order of things just now, but in future raisins there is some unsettlement amongst buyers, as there are reports extant that offerings from all quarters will not be as large as anticipated. Apricots are firmer than they were last week. New crop peaches are said to be offered pretty reasonably for shipment from the coast, but there is little activity showing. Prunes are slow to move as usual, but firmness in the market is looked for shortly.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¾
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

NUTS.—There is a routine demand from manufacturers for various lines, but on whole market is dull, there being little business passing between grocers for any line.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11

Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

RICE AND TAPIOCA.—Further interesting reports are to hand from the East. Japan advices say that Government actions have been complete failure, and severest distress prevails amongst the poor. The Cabinet there is now considering the abolition of duty on foreign rice, and a departmental report has been ordered on the matter. But a further advice states that sales have had a further downward tendency as a result of heavy imports from Rangoon and good crop prospects. Farmers are said to be unloading freely, and it is believed that the corner is ended. Next week's news will,however, decide the veracity of one or other of these reports.

Market in Burma has presented considerable activity of late, and prices have advanced. A large business has been done for Japan buyers in latter country, paying higher prices for each successive shipment.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS—

Strawberries.—Prices on new pack out.

Salmon.—Advanced.

Sugar.—Rather uncertain.

Toronto, July 18.—Prices on new pack strawberries are out, being $2.15 for group A and 2.12½ for group B as against $1.77½ and $1.80 last year. Prices on other lines are anxiously awaited. Those on early fruits and vegetables should soon be out.

Salmon is one of the lines to show advancing tendency, especially in the better grades due to small stocks held. Little is heard regarding new pack but prices are expected by end of month.

Sugar is showing a brisk movement now. Most dealers have been pursuing hand to mouth policy. Market is difficult one to size up at present.

There is said to be some talk of an advance in matches but there is nothing definite as yet.

SUGAR.—There are times when the sugar market is a difficult one to size up. We have one of those situations at the present time. Middle of last week market had quite a weak feeling but raws have since stiffened up considerably to such an extent that New York refiners advanced prices 10 cents per cwt. on Monday. On June 27 beet sugar was quoted at $4.25 New York. To-day it is $4.79, an advance of 54 cents per cwt. In face of these facts there are those dealers who believe possibility of a further decline has been removed and if speculation keeps on, it may result in an advance.

Bullish opinions are not expressed by all sugar men. It was pointed out by one man that conditions in regard to beet crop still continue favorable and that strength has been brought about by desire on part of short sellers to cover their contracts. "I admit," he stated "that if speculation keeps up, there is a possibility of an advance, but I am inclined to believe that things are being overdone unless there comes bad weather in Europe to support it."

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 50
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUPS AND MOLASSES. —There are no price changes in either syrups or molasses. Wholesalers report trade as fair for season.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS.—There are few new features to spot dried fruits. Trade is inclined to quietness and stocks quite liberal enough to meet demand. Prunes are in sufficient supply.

There has been some buying in California futures but business has rather experienced a lull of late. Some brokers report considerable doing in seeded and seedless raisins. "Both these lines," said one local jobber this week, "are at a reasonably low price and a lower figure can hardly be expected."

Currants have shown some signs of strength in primary recently due to continuous drought in Greece. Another firming factor is higher ocean freight rate now being asked. Reports regarding raisins in Spain are not rosy by any means but Sultanas are reported a good crop in Symrna. A yield of 50,000 tons is predicted, which is double that of last year. However last year was an exceedingly poor year.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 11	0 11½
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes	....	0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Figs, 2 to 2½ inches, per lb.	0 09	0 13
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.— Local tea situation continues steady with fair amount of business reported. An English tea house in their monthly circular say:—

"The restricted offerings and the large supplies within the Port of London that are ready to be put upon the market whenever the labor questions are settled present a position of difficulty. Buyers have latterly been carrying fairly liberal stocks for fear of strikes and have therefore shown few signs of being inconvenienced by the short supplies. There is some danger of prices being forced down should holders attempt to realize the accumulations too rapidly. It is to be feared that from both Ceylon and India there are large quantities of very inferior quality tea to come on sale and that there may be, in consequence, some quotations of price made distinctly lower than any recently current. It is a satisfactory feature that in all markets here and abroad, although there is a demand for cheapness, there is a limit of quality below which buyers seem disinclined to go and the producers of "undesirables" in either leaf or liquor may find it difficult at times to obtain buyers."

COFFEE.—The New York coffee market is easier both in spots and options, although local situation rules unchanged. Brazil is somewhat easier which seems strange when, after maintaining a strong front in face of big receipts from plantations, it should now suddenly wheel around the other way when according to all reports the Santos crop now coming to market is both late and small. Brazil apparently holds the key to the whole

coffee situation and must be watched for market tendencies.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 [illegible]
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES. — There is an appreciable trade in general lines of spices, not only for immediate wants but in anticipation of the pickling trade which is gradually approaching. Lines showing firmness include black and white pepper, particularly the latter. Cassia and cloves just at moment are fractionally easier on New York market. Cables from Jamaica state that pimento crop has been damaged somewhat by drought and prices for early shipment have been marked up. Nutmegs maintain a steady to firm tone.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	15—19	60—0 70	70—0 80
Cassia	20—32	85—1 15	95—1 25
Cayenne pepper	23—33	80—1 05	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	30—60	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 95—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA. — Rice is steady at last week's advance of 15 cents per cwt. Trade is fair as rice is an excellent summer food but it is feared that high prices will check business.

The Burma market has been excited and prices have been moving upward but an improvement is shown in the acute situation in some sections of the far east. For instance, prospects in India are reported good for extra spring and autumn crop but prices are generally high and stationary. Shanghai also reports China a little easier though scarcity is still considerable.

A cable from Japan says:—"Provincial sales have had a further downward tendency as result of heavy imports from Rangoon and good crop prospects. Farmers are unloading freely and it is believed that corner in rice is broken."

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 [illegible]
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 [illegible]
Seed	0 06½	0 07

NUTS.—Peanuts are hardly so brisk as earlier in season but they are still by far the most prominent of the nuts in shell. There is a normal trade in shelled varieties. There are no features as far as prices are concerned.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—There are no predictions being made as yet as to prospects of this year's crop of beans but it is agreed that it needs to be a good one to bring prices back to normal as consumption is yearly on increase. Canadian beans continue scarce and high with foreign stock quoted at 25 to 50 cents per bushel lower according to quality.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

CANNED GOODS.

TORONTO.—The first opening prices on this year's pack of canned goods have been issued, but they only include one line, namely strawberries. From reports as to this year's crop of strawberries, prices were naturally expected to be higher than last year. In Ontario f.o.b. prices are $2.15 per dozen for Group A and $2.12½ for Group B, which is virtually $2.10, as most retailers booked early enough to get a 2½ per cent. discount. The percentage delivery will be about 60 per cent. A shortage this season was anticipated, as drought last season shortened the acreage considerably. Some berries were even brought in from across the line for canning purposes, but quantity was not large.

Last year a considerable quantity of U. S. fruit was used by some canners and the same thing will be done this year including raspberries, plums and pears, some of which have already been contracted for.

Different reports are received from different canning centres and different canners regarding prospects. However, it cannot be denied that growth was late in getting under way this year, and the sudden warm weather that came on top of it, was not altogether beneficial.

One canning concern state that they do not think that tomatoes and corn have suffered at all from the dry weather, but are getting pretty much what they require. Peas, however, were beginning to suffer, and it may have some effect in shortening crop.

This week there appears to be a considerable difference in ideas of values on salmon. Quotations on sockeyes rule all the way from $2.55 to $2.80 on ½'s from $1.55 to $1.75, on Humpbacks from $1.25 to $1.40, and on cohoes from $1.85 to $2.10. The truth of the matter appears to be that salmon is getting pretty well cleaned up, especially on better grades, and with general small stocks quotations vary considerably. However, situation is generally firmer and higher with a good demand being experienced. "It is coming to the point," said one dealer, "where people will have to buy the salmon, which, while it may be a little off in color, is of good quality, but cheaper." There is an increasing demand for ½ lb. tins.

New pack lobsters are quoted at $1.75 for ¼'s, $2.90 for ½'s, and $5.75 for 1's.

NEW BRUNSWICK MARKETS.

St. John, July 18.—Market locally remains quiet in almost all lines, and there has been little activity of especial interest. There are practically no changes in quotations except in canned salmon which is slightly higher owing to advices sent out by packers that the catches have been small and there is little prospect for drop in price. Stocks with local dealers are fairly good, but demand has been lowered owing to supply of fresh salmon being on for past several weeks.

Business with local dealers is reported encouraging, and a brisk demand for picnic supplies is spoken of, there being a ready sale for articles in these lines.

Owing to the recent advances in many lines of raw materials, some local manufacturers have advanced their prices on biscuits, and consequently retailers will have to ask more for their goods in order to retain their profit. The manufacturers say that within past few months there has been a sharp advance in lard, fruit, cocoa, etc., as well as an increase in wages of laborers, and in order to make biscuits at a fair profit it has been found necessary to advance price.

Bacon	$	$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 14¼	0 14½
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	$ 1 15	$1 25
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 20
Peas, No. 3	....	1 25
Peas, No. 2	....	1 30
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 80
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 22	0 23
Eggs, case	0 19	0 21
Finnan Haddies	4 40	4 50
Fish, cod, dry	4 60	4 75
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12½	0 12¾
Lard, pure, lb.	0 14½	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09¼
Rice, per lb.	0 04	0 04¼
Salmon, Case—		
Red Spring	8 50	8 75
Cohoes	7 50	7 75
Sugar—		
Standard granulated	5 20	5 30
Austrian granulated	5 00	5 10
Bright yellow	5 00	5 10
No. 1 yellow	4 70	4 80
Paris lumps	6 15	6 40

Weather an Important Flour Market Factor

For Next Couple of Months Weather Reports Will Sway Markets—Sentiments Rather Bearish at Present—Big Yield Being Predicted In Canadian West—Flour and Cereals Unchanged.

For next couple of months weather and weather reports will form an important factor in swaying grain markets and exerting an influence on trend of finished products. Of late there has been little in the news to stimulate buying. Sentiment continues of quite a decided bearish character based principally on the crop and weather reports from the spring wheat sections.

Just this week we have an example of the effects of optimistic crop and weather reports, which have resulted in a break in prices at most Canadian centres as well as at Chicago. Markets have eased under pressure of splendid weather conditions. Excellent weather for crops prevails throughout the Western States and Canada and has prevailed for some time. From farmers, dealers and experts come generally the same optimistic outlook for a bumper crop under average conditions for rest of growing season. Winnipeg market on Monday sent word that the three northwest provinces could be counted upon for a yield of 250,000,000 bushels of wheat and showed faith in the report by lowering quotations. However, it is yet rather too early to predict with any degree of certainty what the Canadian yield may be.

Trade in flour is normal for season according to reports from different centres but naturally so close to a new crop dealers are not inclined to load up. Cereals are running along in even lines with business inclined to quietude.

MONTREAL.

FLOUR.—Stocks of flour at outside points must have dwindled considerably as orders reaching millers call for prompt shipment. This may be due to the fact that certain developments were expected and so buying was of a hand to mouth order but lower prices have not been announced so that there is quite an improvement in the demand. Millers, far from giving any encouragement to those hanging back, have no hesitation in stating that prices should go the other way as present values for raw material are pretty stiff.

A fair volume of business is being transacted.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

CEREALS.—The strong feeling which was noticeable in this market last week continues and prices are steady at the readjustment. The demand is good considering that new oats will soon be offered and full prices are being had.

Fine oatmeal, single bag lots	....	2 56
Standard oatmeal, single bag lots	....	2 56
Granulated oatmeal, single bag lots	....	2 56
Bolted Cornmeal, 100 bags	....	2 25
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 55
Rolled oats, barrels	....	5 25
Rolled wheat, bbl.	....	2 80

TORONTO.

FLOUR.—There has been no change in flour prices, same level being maintained as has ruled since April, namely $5.70 per barrel for 1st patents. Although wheat locally has eased off somewhat, flour is regarded as holding a fairly steady position as there is no overplus of good milling wheat and as has been pointed out before lower prices reached by mill feeds during June has had a tendency to steady market.

There is a normal trade passing for season but naturally at this time of year retailers do not load up.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption ..	5 10	5 40
Patents, 90 p.c., domestic consumption..	4 80	5 10
Straight roller, domestic consumption ..	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS. — It will be remembered that rolled oats last week recovered the decline of 15 cents per barrel which took place the previous week. There has been no change since and market is not regarded as holding any particular firm features. Trade is inclined to quietness while oats have an easy tendency although spot hold up better than futures.

Just at this moment there is something bordering on a famine of cornmeal in the city. As usual in hot weather none of the firms carry large supplies and all have apparently run low at the same time. One Toronto firm had to bring a rush shipment in from Hamilton at first of week.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk.	....	2 64
Rolled wheat, small lots, 100-lb. bbls. ..	....	2 90
Rolled wheat, 5 barrel to car lots	....	2 80
Cornmeal, 98 lb. bags, 25 bag lots	....	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEED.—Bran is quoted at $21, and shorts at $26 per ton. Some prices are heard of at a lower figure. Bran is slow but shorts are quite brisk.

AN ALBERTA R.M.A.

A Retail Merchants' Association of Alberta has been formed which has for its object the concentration of the influence and energy of the associations of the several cities of the province in the promotion of such legislation and general work as will be thought beneficial to the retail trade. John Irwin, president of the Calgary Business Men's Association was elected president. D. J. Hay of Lethbridge, is vice-president and B. L. Cope, Calgary, is the secretary. The executive officers are:—G. A. Smith, Innisfail; Alderman Livingston, Edmonton; George M. Patterson, Okotoks; C. W. Johnston, Macleod; J. A. Bray, Gleichen; H. J. Montgomery, Wetaskiwin; A. J. Campbell, Cochrane; W. S. Booth, Edmonton, and A. J. Blair, Frank.

New Zealand is showing a phenomenal growth in the production of dairy produce. The New Zealand season for cheese and butter making extends from Aug. 1 to May 15. England imports a good deal. Canada gets some of her butter.

Brisk Trade in Fruits and Vegetables

With Increasing Supplies and Varieties of New Goods — Lemons Selling Well and Firm Strawberries at an End—Raspberries commencing But Will be Short Crop—New Potatoes are Good Sellers.

Fruit and vegetable markets are showing considerable life these days with the increasing supplies and varieties of new goods. Most Canadian markets report business as comparing fairly well with mid-July trade of other years. "It is too warm for best results," complained one wholesaler this week. "New goods will not keep long under high temperature and retailers are afraid to buy the quantities they would purchase under more favorable conditions."

There is one line, however, that the warm weather is helping and that is lemons, which are finding brisk sale these days. It was pointed out some time ago that a high market could be expected on lemons this summer. Already it is making a fair bid to come true, there being quite a firm tendency reported from several centres. November cuts are near end of their tether while stocks of verdelli are not large. Prices moved up one shilling in Sicily and values here are expected to be maintained.

New potatoes continue to move forward freely and are pushing old stock into background. Virginia is coming to a close but Jersey will be starting in now, coming along in bulk and bag. Virginia stock has all been in barrels.

Strawberry season is gone or next thing to it without any really cheap berries being secured. Nor can low prices be expected on raspberries which are now coming in. The crop is generally short and prices will be high. Black currants are scarce. Cherries have probably reached lowest point for season at most centres.

There are still some tomatoes coming from across the line but the amount is dwindling, being replaced by Canadian article. Lower prices are expected to rule on this line as well as cucumbers which are moving more freely.

MONTREAL.

GREEN FRUITS. — Lemons so far have shown little fluctuation but if present warm weather continues an advance in prices must come even if there are good supplies of new ones on the way. Limes are slightly easier while oranges remain steady at prices noted. Strawberries are pretty nearly at an end as the crop has been short and are fetching prices according to quality. Bananas are still keeping up, the demand being as strong as ever. Apples are quoted from $7 per barrel upwards, the cheaper lines being off wholesalers lists.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Lemons	3 00	3 50
Limes, box	....	1 00
Oranges—		
Navels	3 50	4 00
Mexican	....	2 50
Sorento	2 00	2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES .— Canadian grown vegetables are now on market in good variety and are welcomed by consumer as they have a flavor entirely unknown to the United States classes, which have been fetching fairly high prices of late. Beans are now sold in bags at a fairly reasonable figure while cabbage are also a little easier. Cucumbers in baskets are a little larger and of better quality. Onions, that is the Egyptian, are becoming scarce and prices are firm, but the Spanish will be with us soon, and prices are not expected to rule high. Sweet potatoes have been more plentiful of late and marked down, while choice and fancy tomatoes are at zero mark, being replaced by hot house grown at 20c per lb. But there are some crates of four baskets at 75c, the class being termed Mississippi.

A good local trade is being done in practically all lines.

Beans, green, bags	....	1 50
Wax beans	....	1 50
Carrots, dozen	....	1 00
Cabbage, crate	....	1 75
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, basket	....	1 50
Peppers, green, crate of 6 baskets	....	3 75
Lettuce, Boston, doz.	....	0 [illegible]
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04½	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 00
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinage, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—This is great lemon weather and they are moving out freely. Last week's advanced prices are maintained around $5 per case being asked and a tendency to higher prices reported. November cuts are next to cleaned up and stocks of Verdelli are small.

There are some odd lots of strawberries arriving yet but they are about done. Raspberries are coming in at 15 to 17 cents per box. Low prices on this line cannot be looked for. "Crop will be short and prices high," says the circular of one firm.

"In cherries," it continues, "early Richmonds are over and the Montmorency, a large red sour cherry and good for preserving is now ready. Prices on cherries will not be any lower this season."

There are muskmelons in from Georgia at $4 per case, peaches from Texas in 6-basket crates at $2.50, red currants at $2 per 24-box crate and black currants at $2 per 11-quart basket. The latter are very scarce. Limes are selling well, being quoted from $1.25 to $1.50 per crate.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, basket, 11 qt.	1 60	1 70
Lemons, November cuts	....	5 00
Lemons, Verdelli	....	5 00
Limes, per 100	....	1 50
Oranges—		
California, late Valencias, case	4 00	4 50
Tangerines, half box	1 50	2 00
Strawberries, quart	0 08	0 15
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	0 15	0 16
Watermelons, each	0 45	0 60
Canadian cherries, red, sour, 11-qt. bkt.	0 75	1 00
Canadian Cherries, black, 11-qt. basket....	....	1 50
Canadian Cherries, white, 11-qt. basket..	1 00	1 25
Gooseberries, 11-qt. basket, large	0 90	1 00
Gooseberries, small	0 60	0 70
Red currants, 24 box crate	....	2 00
Black currants, 11-qt. basket	....	2 00
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Apricots, box	1 50	1 75

Plums, box	2 00	2 50
Cherries, box	....	1 50
Musk melons, 36 to 40 per case	....	4 00

Vegetables.—There are still some tomatoes being imported but they will soon be totally displaced by Canadian article. The latter are now selling at $1.50 to $1.75 per basket but they are expected to be cheaper in near future as are also cucumbers which are now selling at $1.50 to $1.75 per basket.

New potatoes which have been on downward path are now selling at $3.50 per barrel. They are selling freely and old stock are in less demand and prices accordingly easy. Most firms are said to be pretty well cleaned up in old stock but some firms still have supplies to spare. One instance is given of a firm now holding stock which they had a chance to sell around $2 but held in anticipation of market soaring.

Vegetable marrows are in this week at 60 to 70c per basket.

Beets, new, Canadian, dozen	....	0 25
Carrots, new, dozen	....	0 25
Cabbage, new, per crate	2 50	2 75
Celery, U.S., per dozen	0 50	0 60
Cucumbers, Can., basket	1 50	1 75
Green beans, Canadian, bushel	....	2 00
Green beans, Canadian, bskt. 11 qts.	....	0 65
Egyptian onions, 110-lb. bags	3 00	3 25
Texas onions, 50-lb. crate	....	1 75
Egg plant, each	....	0 25
New radish, per doz.	0 12½	0 15
Onions—		
Egyptian onions, 110-lb. bags	....	3 00
Texas onions, 50-lb. crate	....	2 00
Peas, Can., 11-qt. basket	....	0 75
Potatoes, N.B.	1 60	1 75
Potatoes, Ontario, bag	1 25	1 40
Potatoes, new, bbl.	....	3 50
Green peas, hamper	....	2 50
Tomatoes, flats, 4 basket crate	....	1 00
Tomatoes, Canadian, basket	1 50	1 75
Spinach, hamper	0 90	1 00
Green peppers, case	....	6 00
Green peppers, basket	....	1 25

Fish Trade Varies Little During Summer

Even Tenor Maintained During Hot Weather — Little Variation in Varieties or Prices—Hot Weather Causes More Trouble and Expense in Handling Fish—Codfish is Easy.

There are few spectacular features to fish market during summer months. In spring, trade settles down to even and regular lines and varies little until early fall. There is generally not much change in varieties of fish obtainable or prices quoted. Whitefish, trout and halibut are the most important lines.

Naturally warm weather is not conducive to fresh fish trade as it is more difficult and expensive to handle stock in hot weather. "We don't make much mosey during summer months," said one wholesale dealer. "We just keep things in motnon and reap our harvest during the winter."

The catch of the Norwegian fishing fleet still continues to show up large. It is now said to be over 100,000,000 codfish against an average of 55,000,000 annually for past ten years. With good catches in Maritime Provinces and Newfoundland, cod market is easy.

QUEBEC.

MONTREAL—Considering hot season fish sales have been well maintained and demand for all lines is considered satisfactory. Difficulty, however, has been experienced in landing shipments in good order owing to intense heat, but quality is reported up to the mark.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	....	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	2 10
Boneless strip cod, 30-lb. box	....	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 [illegible]
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	....	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	1 18
Kippers (small), per box of 50 fish	....	1 10
Smoked salmon, per lb.	....	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	....	2 00
Boiled lobsters, per lb.	....	0 20

ONTARIO.

TORONTO. — Fish trade runs along even and regular lines with little change in varieties or prices during summer months. There is practically no change in prices this week. Trout, whitefish and halibut as usual constitute bulk of trade with occasional supplies of yellow pickerel or mackerel available. Fish is a good summer food and its sale should be pushed by the grocer.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	....	0 07
Perch	....	0 07

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—There is little doing in fish markets at present. Receipts of fresh fish are fair and demand is comparatively light. There is little halibut offering, and lobsters and oysters are off the market. Sales of salt fish locally are small, and the export trade is almost at a standstill.

The only real activity is in light cured smoked fish, such as haddies, fillets, salmon and kippered herring.

NEW BRUNSWICK.

ST. JOHN.—The variety of fresh fish on market seems to be more decidedly reduced as season advances, and at present chief fresh stocks are in salmon and haddock, with halibut only in fair supply. Salmon has been plentiful. Receipts from Newfoundland and the North Shore have been large and prices moderate, comparing well with other years. There have been quite a number of harbor salmon on market but stock of river salmon has been small thus far. It may be said that salmon catch has been far better than during last year. In a fortnight the end of the salmon run is looked for.

Produce & Provisions

Hot Weather Helping Cooked Meat Trade

Housewife Does Not Like to Cook Meats This Hot Weather—Smoked Varieties Find Better Sale Also — Considerable Butter Going Into Storage—Creameries are Also Storing—Eggs Showing Shrinkage.

Although the warm weather has its disadvantages as the grocer knows all too well at the present time, still it is proving beneficial to the provision department, for the sale of smoked and cooked meats is being helped considerably. With Old Sol dispensing the real old-fashioned variety of sunshine, the housewife is seeking to escape cooking meats. This has given the grocer an opportunity to sell cooked meats while smoked varieties always come in for a much brisker movement during warm weather.

The fact that butter is not being consumed as fast as it is made naturally turns the market into rather a speculative one. There has been no general change in situation but recent firmness is maintained. At some centres quotations have again been slightly increased this week. It is usual at this time for some export business to be in evidence but it is lacking this year as prices are above normal for the reasons that have been explained before.

Considerable June and early July butter found its way into cold storage being desirable for this purpose. Now we hear of creamery manufacturers storing themselves. "They did the same thing year before last," stated one wholesaler this week, "but they got nipped on the deal. Last year they stayed pretty well out of the game but seeing the money some firms made during last year, they are taking another try at it."

Pastures are generally reported good, although there may be cause for complaint in some districts. Market from now on depends to large extent on volume of production. One wholesaler referred this week to the large amount of cream used in making of ice cream at this season, especially since the ice cream cone has become a fad. He maintained that quantity used in this manner was much larger than a person on first thought would calculate and has no little bearing on the market.

Eggs are ruling at about same basis as a week ago, but firmness is present at most centres. Recent warm weather is responsible for no little loss through shrinkage. Under the higher temperature the hen is also less industrious and receipts are falling off. Demand has continued appreciable until late hot spell. Few eggs are being stored these days.

MONTREAL.

PROVISIONS.—Trade is fairly active in most lines at generally steady prices and there are no new developments to note. It might, however, be said that stocks in packers' hands have been reduced considerably within last fortnight and unless supplies come forward in good shape market may take a turn. Demand at present is for hams and bacon. Orders both large and small coming along freely from the country. Supplies of lard are large enough to fill all requirements and it is likely that prices will not reach a higher level.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 19
Spiced roll bacon, boneless, short, per lb.		0 15
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.		0 14½
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14⅝
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs. net, per lb.		0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		26 00
Bean pork		17 50
Canada short cut back pork, bbl., 45-55 pieces.		25 50
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Plate beef, 100 lb. bbls.		8 75
Plate beef, 200 lb. bbls.		17 00
Plate beef, 300 lb. bbls.		25 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 11

BUTTER. — There is a good demand for butter and market shows a stronger undertone at country points, an advance has been registered with result that local market is a cent up and general firmness prevails.

Creamery blocks	0 27	0 27½
Dairy tubs, lb.	0 22	0 24

EGGS.—New laids have advanced one cent. As a result of continued warm weather which is evidently keeping the hen from doing her work as well as usual. It is expected that prices will continue to show an upward tendency. There is a good general demand for selects also, prices for the latter being steady.

New laids	....	0 30
Selects	....	0 27
No. 1	....	0 24

POULTRY.—Turkeys are selling freely and fetching full prices while there is also a good demand for fowls. Supplies are good and no advance is looked for.

Turkeys, No. 1, per lb.	....	0 [illegible]
Turkeys, No. 2, per lb.	0 22	[illegible] 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

HONEY.—No large trade is ever expected for honey at this time of year, demand being chiefly for manufacturing purposes. Prices remain unchanged.

White clover, strained	....	0 10½
Buckwheat, strained	....	0 08½

TORONTO.

PROVISIONS.—Past couple of weeks weather has been ideal for sale of cooked and smoked meats, and an appreciable trade has been passing. There is no particular change as far as prices are concerned, even live hogs holding at last week's level although showing a somewhat firmer tendency at moment.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½

Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	....	0 13½
Lard, tubs, per lb.	....	0 13¾
Lard, pails, per lb.	....	0 14
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	7 60
Live hogs, local	....	8 00
Dressed hogs	11 00	11 50

BUTTER.—Last week there was a firmer tendency to butter and quotations were moved up slightly. There has been no further change in prices but there is no weakness in evidence just now.

"Speculation has much to do with prices at this time of year," said a butter man this week, "because it is not being consumed as fast as made. Butter is beyond an export basis at present. It it usual for us to be exporting butter at this time but this year prices are above normal.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

EGGS.— With temperature hovering around present high level, it is natural for considerable shrinkage to be present in eggs. This is true and loss through this source is having a firming tendency on prices but quotations this week show no change. Warm weather is also cause of falling off in receipts. Demand has been good since early in season but falling off in consumption is generally looked for around the middle of July. .

New laid eggs, per doz.	0 23	0 25
Fresh eggs, per doz.	....	0 22

CHEESE.— Old cheese is in exceeding small compass and when available commands quite a fancy price. New product, although easier last week, holds a fairly steady position. Fact that Old Country is ready to take our cheese is a steadying factor.

Old Cheese—		
Large	0 17¾	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14	0 14¼
Twin	0 14¼	0 14½
½ Twin	0 14½	0 14¾

HONEY.—The weather is not conducive to trade in honey and what little is passing is in containers and sales in small lots. Prices are steady but show no change.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

FOR TESTING EGGS.

"Eggs," states a retail grocer, "that lie on the bottom of a pan containing almost four inches of water, are fresh. Those that tilt up one end just a little are not fresh; those that stand on end down in the water are bad, and those that float are rotten."

One of the dainty dishes of Australia is kangaroo soup. It is said to be somewhat similar to but richer than our oxtail soup.

Refrigerator's Value in the Grocery Store

An Equipment Which Both Saves and Makes Money—Cooked Meats That Can be Handled if the Dealer Has a Refrigerator—Display Coolers in Use That Help Along Sales.

In hot weather the refrigerator is one of the dealer's best money savers as well as money makers. No grocer can, with any assurance of a profit, stock cooked meats, butter or eggs without being equipped with one of these hot weather necessities.

Boiled ham in the weather we have been experiencing during the past few weeks would last possibly a day on the store counter away from the ice. A quarter of a ham remaining unsold before spoiling would mean a loss, because it is always the last of anything sold that really brings in the profit.

Cooked Meats That Sell.

There is good money these days in such lines as jellied hock, veal loaf, jellied tongue, boiled chicken, bologna sausage, etc. Why more dealers do not handle them is difficult to explain. Boiled ham is, of course, sold by the majority. But the average taste wants a change and the lines above mentioned supply it. When the grocer doesn't stock them, people have to visit the exclusive provision stores and butcher shops.

All that is required to insure profit being made on these summer lines is a refrigerator and care to see that customers know that these goods are stocked.

Refrigerator in the Window.

Some dealers have helped along sales greatly by using the glass refrigerator and placing it where it will be observed. Finlay & Glover, general merchants, Port Stanley, Ont., have one of these glass coolers installed in their grocery window. Just as soon as the hot weather arrives, it is kept filled with cooked meats and other perishable goods and the proprietors say it is a splendid silent salesman. Port Stanley is a summer resort and people naturally purchase such goods in preference to cooking.

Yet even in large towns and cities in the hot season, no woman relishes standing over a hot stove a couple of hours every day. Such a refrigerator would undoubtedly prove to be a money maker anywhere.

A Circular Display.

Some dealers, among them, R. Higgins & Son., Yonge street, Toronto, use circular glass refrigerators in the centre of the store to show goods. These are always kept clean and the goods always appear fresh and tasty.

As a saver of eggs, the refrigerator is invaluable. Egg shrinkage is heavy in hot weather and anything that will allay this condition is a good investment. In fact looking at it from all sides it would appear that the dealer who has a good and attractive refrigerator, has a distinct advantage over a competitor without this equipment.

A HELP TO THE TRAVELER.

Many Requests For Additional Copies of Page Re Half Holidays.

A few weeks ago The Grocer published a page of information for travelers regarding dates of half holidays in Ontario centres. A number of reprints of these were made and sent out to various firms who have salesmen on the road. That they proved to be a help to the traveling man is shown by the large number of letters The Grocer has since received.

The McCormick Manufacturing Co., London, Ont., for instance, write as follows: "In reply to your favor of the 28th, we would be pleased to receive 20 or 25 more copies, if you have that many left, for our travelers.'

The following letter was received from the National Cash Register Co., Toronto: "Kindly send us 40 copies of the attached circular 'Where Half Holidays Are Observed,' and oblige."

The F. F. Dalley Co., Hamilton, wrote: "We beg to acknowledge receipt of yours of the 28th ult., enclosing a list of towns that observe a half holiday every week. We would be pleased to receive about 10 more copies of these."

Another letter says: "We are in receipt of yours of the 28th, enclosing memorandum of closing half days, for which we thank you. We noted this in your last paper and thinking it of a deal of interest to our travelers, we had copies made out for them. Yours truly,

F. W. Fearman Co.,
Hamilton, Ont.

Several other letters of a similar character have been received. The information was no doubt appreciated.

SHOW CARDS PHRASES.

Olives like these are sure to please.

Meat sauce and fish make an appetizing dish.

If you don't deal here, we both lose I fear.

These breakfast flakes are money savers, time savers and labor savers.

WAGSTAFFE'S

Fine Old English

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BUILD UP YOUR WESTERN SALES

THE MOST RAPIDLY DEVELOPING MARKET IN ALL THE WORLD IS THAT OF WESTERN CANADA

Manufacturers and shippers of grocery lines in Eastern Canada, Europe and the United States can find no method of getting into this great market equal to shipping their goods to us.

We maintain large track warehouses in the five great distributing points of Western Canada. Our connection with the trade is most extensive and our facilities the most complete.

Get in right on this fast growing and ready market—the people of Western Canada are liberal buyers and prompt in payment.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Merchants, Etc.

HEAD OFFICE, - WINNIPEG, MAN.

Winnipeg, Regina, Saskatoon, Edmonton, Calgary

It Cannot be Equalled

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

Hirondelle (Brand) MACARONI

Made in the sunniest factory in Canada, under the management of an expert. Do not hesitate about giving preference to this brand. It's just as good as any imported.

The C.H.Catelli Company,

LIMITED

MONTREAL, CANADA

THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. **"Litster's" means purity** and **satisfaction for your customers** and **satisfactory profits to you.**

Half-Minute Puddings, Jellies, Custards, Salad Dressings

(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70
Jellies.	
Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.	5-lbs.	7-lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82
14's and 30's per lb.		
Strawberry	0 10½	
Black currant	0 10½	
Raspberry	0 10½	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.	Per Case
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 75
Canada First Medium Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Condensed Milk	5 15
Canada First Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

PON-HONOR
GUNNS
FOOD PRODUCTS

QUALITY BRAND

PURE LEAF LARD

Rendered in open kettles, absolutely pure and equal to any home-rendered lard. Perfect in flavor and highest in shortening value. Will go one-third farther than ordinary lard.

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO, ONTARIO

Montreal, Quebec. St. John, N.B.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE"

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins. whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins. ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.
Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net
Large size .....$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) ... 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. .. 2 00
4 oz. (all flavors) doz. ... 3 00
5 oz. (all flavors) doz. ... 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. ... 10 00
32 oz. (all flavors) doz. ... 18 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz..... 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars,lb	0 08⅓
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07½
Box, 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅜
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross ....$	10 20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

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Tea from Leaf to Cup
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Bulk versus Package Teas
How to Establish a Tea Trade
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Store Management—Complete

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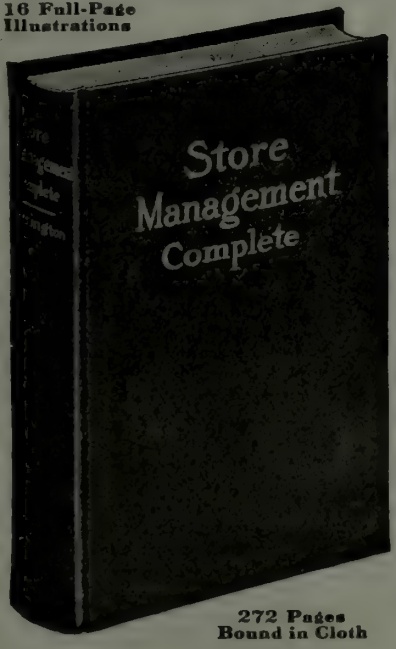

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ANOTHER NEW BOOK BY FRANK FARRINGTON

A Companion Book to Retail Advertising Complete

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"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

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There is Always Demand

As the convenience and quality of Brand's Essence of Beef are becoming more widely known—sales are bound to increase.

Brand's Essence of Beef

is a clear, amber colored jelly, invaluable to invalids and convalescents, which should be stocked by every first class grocer.

It is easily assimilated in any manner the doctor orders, and is retained when no other food can be. There is nothing better for a weak digestion.

"Brand's Essence" has a world wide reputation, and is right in the grocer's line.

Get wise to this oportunity of further profit-making, and be ready to supply your customers' requirements.

Give "Brand's Essence" the prominence it deserves and let your customers know you handle Brand's Specialties.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL.
McLEOD & CLARKSON, VANCOUVER.

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz. .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	53
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ⅛'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Diamond Crystal

The name Diamond Crystal in connection with salt stands for the very best article that is manufactured either for table, dairy or cooking uses. The Diamond Crystal factories are models of excellence, and it is safe to say that nowhere is there a plant which is worked in a higher scientific manner than this one. Commencing in a small way it has grown to very large proportions, principally by reason of the fact that they have the raw material of such superior quality that it produces a high grade article. This condition, backed up by the best of management, could hardly fail to give the best results, and it does. The prices are not much higher than the ordinary kinds.

Bbls.	120	—	5c bags table	$3.50
"	60	—	10c " "	3.25
"	40	—	7 lb. " "	3.00
"	20	—	14 " " Dairy	3.25
"			280 " loose "	2.75
"			320 " fine "	2.75
Bags			28 " "	.35
"			56 " "	.70

Cases	Cooking in pkgs., cases 2 doz.	1.60 case
"	Shaker " " " 2 "	1.60 "

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Raspberries
Raspberries
Raspberries

All Seasonable Fruits
At All Times

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

A TIP

for you Mr. Grocer, i.e. Lemons are going to be very scarce for the balance of the summer—Stock some

"ST. NICHOLAS"

for later use if you can buy them.

J. J. McCABE
Agent
Toronto

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Georgia Peaches

are now in their prime, and the quality this year the best ever. We have regular daily arrivals.

Peaches, Plums, Pears Cantaloupes

as well as full supplies of

Vegetables and Local Fruits

WHITE & CO., LTD.

TORONTO

FRUITS FOR PRESERVING

We have fresh arrivals of all small fruits and vegetables of the very best quality every day. Let us supply you with fruits for preserving. Send us your order and we will fill when quality and price is right.

New Potatoes, Extra Fancy Quality.

ORANGES LEMONS BANANAS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Steady Sales at Good Profit

Elgin Brand

COOKED MEATS

The Summer season is heavy in cooked meat sales—that will make themselves profitable for the grocer who stocks Elgin Brand Cooked Meats.

There is no greater measure that can work destruction to a trade than inferior quality of cooked meats in summer. Make sure of safe riding and stock Elgin Brand. A factory of modern arrangement and always a first thought to cleanliness, and the highest quality of goods are reasons for Elgin Brand superiority.

The St. Thomas Packing Co.,

LIMITED

Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

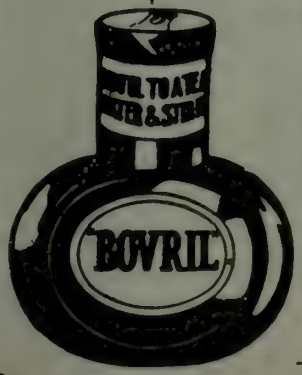
Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books

Facts Concerning Bovril

The fame of our immense manufactory has been built around just this one product. There are numerous imitations, but there is nothing that enjoys the reputation of BOVRIL, or that possesses its vitalizing power, or that can give the same appetizing flavor and toothsomeness when added to other foods.

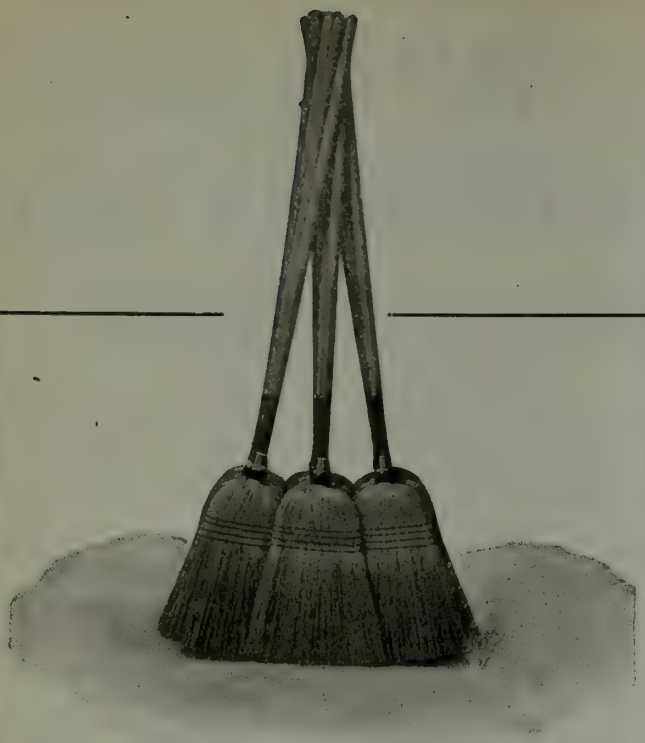
The BOVRIL estates cover: in the Argentine, 438,082 acres; in Australia, 9,261,400 acres.



Make up Your Stocks To-day

BOVRIL, LIMITED

MONTREAL



Let Us Send You

Just one sample order of Six Dozen Brooms to show what we can do in the way of taking care of your broom and whisk business. Prices and quality guaranteed. *A Metal Broom Rack Free* with six dozen of the

PARKER BROOM

Agents:
The Lind Brokerage Co., Toronto.
Nicholson & Bain, Winnipeg, Regina, Calgary, Edmonton.
Gordon M. Millar, Montreal.
Albert Dunn, Quebec.

For sale at any good Wholesale Grocer.

The Parker Broom Co.
OTTAWA
The Best Broom Made

A SLIGHT DIFFERENCE

in price on a cheap article like

Sal Soda

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

SHUT UP SHOP

You might as well quit business as sell your women customers any brooms that do not give satisfaction.

There is nothing that will raise their ire quicker and that will become more destructive to the grocer's trade than the sale of a poor broom.

Have a stock on hand of W. W. Co. brooms—you can safely recommend them to the most fastidious. They are the best quality, best workmanship, and bamboo handles.

Walter Woods & Co.
HAMILTON - - WINNIPEG

Brunswick Brand Canned Fish

EXCELS ALL OTHERS

Connors Bros. have won their present high standing in the grocery supply business by a conscientious keeping up of a grade, and their long experience gives them a place of authority in the fish trade.

All goods are packed under ideal conditions and come perfect to the consumer.

OUR CHIEF SELLERS INCLUDE:—

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited

Black's Harbour, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. DeCarteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.

WESTERN GROCERS

Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

"Everything For The Grocer"

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants
WINNIPEG, - - CANADA

HOUSEWIVES' FAVORITE

WHITE DOVE

Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

WILSON'S FLY PADS

Last year's increase in sales was greater than the whole output of a few years ago.

And the demand is still growing.

Highest quality ingredients, well prepared, with expert cooking, makes

MOONEY'S PERFECTION CREAM SODAS

the delight of all.
Do not waste time trying to sell unknown grades. Put in a stock that merits the approval of a particular buying trade. If you do not give your trade satisfaction in this line somebody else will, and you cannot afford to have your customers walk by your door.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. **Winnipeg, Man.**

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

The failure to stock some standard commodity may be the means of a merchant losing trade

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

Frederick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, - WN.

When writing advertisers kindly mention this paper.

A want ad. in this paper will bring results from all over Canada.

PUSH

Redpath

Extra Granulated **SUGAR**

FOR PRESERVING

No other sugar will give your customers such genuine satisfaction for preserving as this absolutely pure cane sugar. Fruit keeps best and has the finest flavor when put up with REDPATH Extra Granulated Sugar.

A strong window display, showing REDPATH Extra Granulated in the new 2 and 5 Pound Sealed Cartons and in 20 and 100 Pound Cloth Bags—a few baskets of choice fruit—a row or two of fruit jars—paraffin and rubber rings—and perhaps a preserving kettle—with the new and striking REDPATH Pennants on the window—will certainly attract trade to your store.

Try it. Write us for Pennants if you haven't received any yet.

The Canada Sugar Refining Co.
MONTREAL LIMITED

"Above the ordinary"

that is the verdict of hundreds of grocers in Canada when telling of the salability of N. P. BAR SOAP. If your customers knew the truth as to its economy and honest value as a good soap, a profitable soap trade would be yours. Write us for prices. Don't delay.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.

Are You Getting

the trade of the women that come to your store for soap, directed to the buying of Wonderful Soap?

Work hard to get a first sale—then your work is over with that customer; she will be so pleased with the wonderful workings on washday of Wonderful Soap that its praises will be shouted abroad among the neighborhood. Your reputation will stand higher in her eyes, and your other stock will also get more sales.

Send for prices—learn the good profit it is for you.

The Guelph Soap Company
GUELPH - - ONTARIO

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Quaker Baked Beans

HAVE
NOT
ADVANCED
YET

HAVE YOU
GOT YOUR
STOCK IN?

ASK OUR TRAVELLERS OR WRITE

Mathewson's Sons
MONTREAL

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN ILL., U.S.A.

BISCUITS
from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO
Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
British Columbia and Yukon
KELLY, DOJGLAS & CO., Ltd., Water St. VANCOUVER
Alberta
CAMPBELL, WILSON & HORNE, Ltd., CALGARY,

Nothing Else Will Do

They get the habit early in life and it lasts—as youngsters they are told to get

WINDSOR
TABLE SALT

—and they get it, any other salt is refused—then, and when they are "Grown ups." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

CANADIAN SALT CO.,
LIMITED
WINDSOR, - - ONT.

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case	$3.50
Princess Condensed Milk, 4 doz. in case	$4.20
Banner Condensed Milk, 4 doz. in case	$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

STERLING SWEET MIXED PICKLES

ONLY HIGHEST QUALITY INGREDIENTS USED

The crisp, delicious, toothsome quality of Sterling Brand Sweet Pickles is a bulwark of safety for the grocer who fears for the permanency of his over-particular trade.

WRITE FOR PRICES.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

When The Hands Are Soiled

At the Office, Store, Bank, Printer's Home, in fact

At the Foundry, Shop, Mill, Factory, Garage or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big sale for this Hand Cleaner

SNAP COMPANY, Limited

Montreal, Quebec

Delightful With Cold Meat

In summer weather cold meat provides the major portion of a meal, especially in the household; to make it as tasteful as possible, some relish must be added.

Paterson's Worcestershire Sauce

has that snap and good flavor to make an ordinary lunch into a delicious delight for the appetite.

Made in Scotland, under the best factory conditions.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

KIT
COFFEE
"perfectly simple to make
Simply perfect when made"

"TWICE BLEST"

—it blesseth him that sells and him that receives—for it is profitable to both. A postcard will bring you full information about

KIT COFFEE

KIT COFFEE CO. GOVAN, GLASGOW.

ALEX. TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO.

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec Winnipeg

WRITE ABOUT

Maple Sugar - - Chewing Tobacco
Master Mason - - Smoking Tobacco
Rose Quesnel Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton, - - - - Ont.

CLASSIFIED ADVERTISING

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—NEW GENERAL STOCK WITH new 2-storey cement block store, in a village; sales $15,000 yearly, can be easily increased. Post office and telegraph office in store, also telephone connection. Apply Box 33, Amherstburg, Ont.

FOR SALE—GROCERY BUSINESS, CARRYing a well assorted stock; inventory about $2,500. Doing a good paying business. Turnover about $18,000. Good location in one of the best towns in New Ontario. Apply Box 440, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

READ THIS—GENERAL STOCK OF MERchandise in Edmonton district, Alberta, offered for sale; inventory about $10,000; buyer should make $4,000 profit first year. Cash required about $3,500. If you are looking for a genuine business you cannot afford to pass this by. Box 439, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of $6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about $3,000. Write owner, Box 438, Canadian Grocer.

GROCERY AND PROVISION BUSINESS for sale—in western Ontario city, about 17,000 population. Store in choice central location, and fitted with up-to-date fixtures. A splendid chance for a wide-awake man. Will sell very reasonable if sold at once. Apply Box 441, Canadian Grocer.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

MISCELLANEOUS

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large sto[ck] of better rebuilts at slightly higher p[rices] Write for details. The Monarch [Typewriter] Co., Ltd., 46 Adelaide St., W., To[ronto].

AGENTS WANTED

MANUFACTURERS OF BACON SLICING machine, which sells at ten dollars carriage forward, suitable for small grocers, pork butchers, hotels and boarding houses, desire to appoint old established wholesale grocers and stores in the largest cities as sole agents for same. The machine slices bacon or bread of any size or thickness required. Sells at sight. Large commission. State references and fullest particulars to H., 48, Birchall's Advertising Offices, Liverpool, England.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BLACK DIAMOND OVENS

A Steel Sectional Bake Oven

will bake your own goods and increase your **General Trade.** You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalog.

BRANTFORD OVEN AND RACK CO.
BRANTFORD Limited **CANADA**

OLIVE OIL
—High Quality—

OLIVE OIL
Reasonable Price

OLIVE OIL
For Salad Season

WHY NOT WRITE US FOR QUOTATIONS ON OUR LEADING BRAND WHICH CARRIES AN ABSOLUTE GUARANTEE OF PURITY?

H. E. VIPOND
197 St. Paul St.
MONTREAL

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

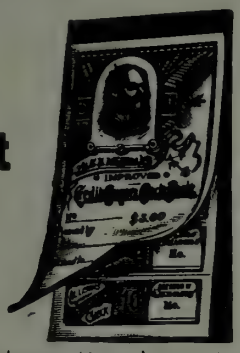
Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Credit Without Risk



The credit customer "we have always with us"—until he gets "in" too deep for comfort.

Allison Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere, manufactured by Allison Coupon Company, Indianapolis, Indiana.

When writing advertisers kindly mention having seen the advertisement in this paper.

For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

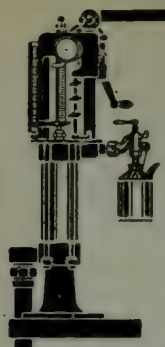
ISLAND LEAD MILLS. LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

QUALITY

Hits the mark

Canadian Cocoanut Co., Montreal



Sell More Oil—At Greater Profit

A practical oil keeping device that measures oil accurately and allows you to wait upon your oil customers quickly, and needs no funnels or unattached measuring devices, is your only plan to sell more oil—at a profit.

BOWSER

Self-Measuring Systems

when installed in a grocery put the stamp of "up-to-date" methods—a fact alone that will create a spirit of confidence from customer to proprietor that will result in more sales in every department of your store.

It will pay you to systematize. If you handle oils—get in touch with us. We will gladly give you assistance.

Send for Booklet No. 5 I'TS FREE

S. F. Bowser & Co., Inc.

TORONTO

66-68 Fraser Avenue.

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Conundrum

If it is beastly warm in the open what must it be at the

STOVE ?

Ask your customers, Mr. Grocer, they'll tell you, and they'll also tell you that they "wish to goodness" they could get something to keep down the heat in the kitchen and enable them to stay away more from the stove.

The ERMALINE Cooking Bag

is what they want. Talk **Ermaline Bags** and show them this:

The Ed. Lloyd Co.

LIMITED

MONTREAL

LEITCH ANCHOR BRAND OAK LAKE

A Good Resolve

Anchor Brand Flour

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

11

When writing advertisers, kindly mention this paper.

Protection from the Summer Heat

This is not an advertisement of a summer resort, but a straightforward talk to grocers who are not observing the best method to big cheese profits.

Summer heat, flies and insects go together—all are destructive to cheese and deteriorating to its value. This is the remedy.

THE PERFECTION CHEESE CUTTER AND CABINET

It is the only properly sanitary and absolutely practical device for retaining cheese in a store in summer; a glass covering keeps it displayed, and at the same time affords perfect protection. The board of the cheese cutter may be lifted off instantly with the cheese on it, and placed in the ice box over night, without disturbing or changing the setting of the cheese cutter.

Write us to-day for further convincing proof of the PERFECTION CHEESE CUTTER as a summer guardian of your cheese.

American Computing Company of Canada

HAMILTON, CANADA

Made in Canada

Decide NOW

to save $100.00

"Get your money in"

Yes, and you will save many a hundred dollars. You will save it in your collections just as one merchant has reduced his account from $3000 to $500.

You will save it in losses through mistakes in bookkeeping and in the time and worry that is inseparable from working with the old Day-Book-and-Ledger system. And you save the tedious and unsatisfactory way of sending out monthly and semi-monthly statements.

With the old Day-Book-and-Ledger system, and the monthly and semi-monthly rendering of accounts, you actually hinder your customers from paying their bills, for they do not know how much they owe you until the end of the month. Most people do not want to run bills that they cannot pay, but many people do so unthinkingly because they do not know their bill is so large. The Barr Register System will keep these bad and undesirable accounts off your books.

The Barr Register keeps your accounts always posted to the minute. When your customer makes a purchase, by just one writing your customer is given a bill of his current purchase, your customer receives a statement of the account to date, and without another penstroke all your bookkeeping is done.

That the Barr Account Register System will save any retailer hundreds of dollars is unquestioned. It is clear without a moment's thought. Then why delay? Is it wise to neglect to save money.

Make use of this coupon now. Ask for further particulars. Give us a chance to prove all this to YOU. Mark and mail this coupon NOW.

Barr Registers Limited

TRENTON, ONTARIO.

Fill out this coupon and mail it NOW!

BARR REGISTERS LIMITED
TRENTON, ONTARIO. "M"

We would like to know more about the money-saving power of the Barr Account Register. Kindly send full particulars, prices, terms, etc.

Name .....

St. and No. .....

City ..... Prov. .....

Goods That Always Sell

With the L. & B. Banner Brand Jams and Jellies in stock you need not fear their sale. Quality goods as L. & B. Banner Brand will always find ready sales, for the simple reason that they are superior in flavor and compare favorably in price with any other make.

Send order **now** for new pack strawberries, raspberries, plums, etc. Packed in 2, 5, and 7-lb. gold lacquered pails, and 30-lb. wooden pails.

LINDNER & BENNER, TORONTO

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Manitoba

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

SALT

RICE'S SALT

IS

Always Pure

Increase your business and also your profits by handling a good article—your customers appreciate it and you keep their trade.

RICE'S SALT for Table, Dairy and general use is a good seller and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO., Clinton, Ont.

Make Money While The Sun Shines

Summer drinks are now in big demand. Take advantage of the present heat wave and add to your turnover from bottled goods.

You can't beat these prices, so send your order right away, as it is a case of "first come first served."

33 Cases Vichy Water, CELESTIN, 50 half bottles to case - $4.00 case.

25 Cases Vichy Water, LA SANITAS, 50 half bottles to case - $4.00 case.

100 Cases Vichy Lemonade, ST. NICHOLAS, 100 quarter bottles to case - - - - - - - $6.00 case.

100 Cases Vichy Water, LA SAVOUREUSE, 100 quarter bottles to case - - - - - - - $7.00 case.

A Snap in Jellies

120 Dozen assorted Jellies — Lipton and Imperial Brands. Can you beat these at 50c. a dozen?

Quick Sellers at Low Prices

25 Cases of 4 doz. each, Chicken in 1 lb. cans - - - $3.25 per doz.

25 Cases Tomato Soup, SNIDER'S, in 4 lb. cans - - 50c. per doz.

200 Cases Castile Soap, La Lune, 100 pieces, each 3 oz. - - 1½c. each.

7 Cases Smoked Salmon Herring in Oil, in ¼ tin - - - 12c. each.

50 Cases Succotash in 2 lb. tins, $1. per doz.

Imported Belfast Ginger Ale

TRAYDER BRAND THE BEST

We offer 500 cases, 6 dozen each.

Cork Stoppers	Crown Stoppers
½ Bottle at 1.00 per doz.	½ Bottle at 90c. per doz.
¼ Bottle at 85c. per doz.	¼ Bottle at 75c. per doz.

Write, Phone or Wire

Laporte, Martin & Cie.

Limitee

568 ST. PAUL STREET

TEL. MAIN 3766 MONTREAL

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The "*Eclipse*" Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.

WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

Ryan Brothers

HAVE YOU SEEN THE "*ECLIPSE*" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE
JAMES STREET EAST, WINNIPEG

FACTORY
ALEXANDER AND BRIGHTON

Real Scotch

STEP CLEAR OF INFERIOR JAMS, JELLIES AND MARMALADES

and in stepping clear of them you will avoid dissatisfaction with your patrons and will build a trade on a better goods foundation which will stand.

Cairns' Products

including jams, jellies, and marmalades, are the highest form of pure food in preserves.

Purveyors to His Majesty King George. The Royalty's table has long contained these favorite preserves, having been given the preference by the late Queen Victoria and King Edward VII, and recently received appointment from King George V.

Cairns' products are most carefully handled from the tree and bush to the jar. They're pure as human hands can make them.

ALEXANDER CAIRNS & SONS

Paisley, Scotland

Canadian Agents: SNOWDON & EBBITT, MONTREAL, QUE.

THE NEW ENGLISH BISCUIT IS BEING SOLD IN MILLIONS!

CARR'S

"SHORTCAKE"

32
PIECES TO
THE POUND

HAS INCREASED THE BISCUIT SALES OF THE TRADE BY AT LEAST 50%
WHY NOT LET IT INCREASE YOURS?

WIRE, PHONE OR WRITE THE AGENTS BELOW:

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg, Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

SIMPLY DELICIOUS!

BY ROYAL APPOINTMENT

CARR & CO., LTD. CARLISLE, ENG.

Follow us, Brother Grocer, every day into thousands of smiling stores throughout Canada—big stores, small stores, and middling. And *you* will learn—

That the flour that sells *best* is the flour that *suits* best. We have watched since 1888 the keen, alert, progressive dealers ride on to fortune. Always the foundation has been the *Satisfaction of the Buyer.*

Look through the stocks selected by the big leaders in the trade —no matter what other brand or brands they carry, you will find FIVE ROSES flour there—

Five Roses Flour

Bleached Not Blended

L C Harkness (D R)
34 Royal Bank Bldg

If *you* aspire ... big flour sales some day, you must start at the bottom.

Build the *base* right.

Establish your business on such a firm foundation that it will be *impossible* for any competition the future may bring forth to steal away its prestige.

If the past does not prophesy falsely, Brother Grocer, FIVE ROSES flour and the LAKE O' THE WOODS connection will afford you a base as *solid as a rock.*

It must have many elements of success to have forced the sales expansion from 800 barrels in 1888 to 10,500 barrels a day with a still further increased capacity in sight.

Don't build on the shifting sands, Brother Grocer; don't YOU stock what progressive grocers are casting aside.

You can stock FIVE ROSES in any size or package to suit your trade.

At your jobber's—or our nearest office.

LAKE OF THE WOODS MILLING COMPANY, Limited

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity, 10,500 bbls. daily
Montreal

St. John
Keewatin
Winnipeg
Vancouver

THIS IS THE 1,285th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

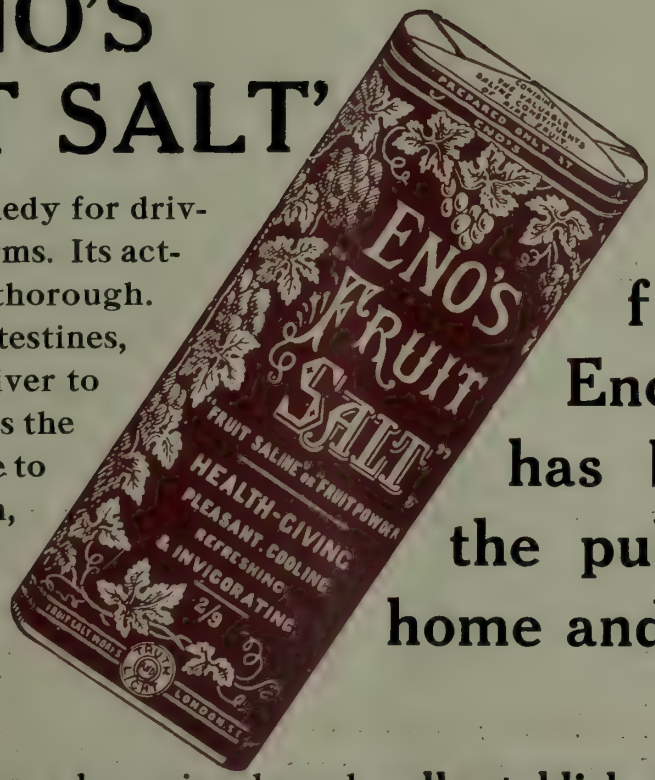
Vol. XXVI PUBLICATION OFFICE: TORONTO, JULY 26, 1912 No. 30

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and **well established** it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.

YOU FIND THEM EVERYWHERE

NORTH—SOUTH—EAST—WEST

To any and every corner of the Globe they have been appreciated by the people of every civilized country.

They have even surprised the most pessimistic by their perfect condition and freshness when opened after two and three years.

The achievement is no secret, merely

The Use of the Best Materials, Thorough Knowledge of the Product, and Careful Application.

If you have any doubts as to their unexcelled Flavor and quality, TRY THEM.

MACONOCHIE'S Pickles, Peels, Fish, Marmalade, Pan Yan Sauce and Pickle, Worcestershire Sauce, Bloater Paste

FOR SALE BY ALL FIRST-CLASS JOBBERS.

MACONOCHIE'S
QUALITY PRODUCTS

THE satisfied customer assures a PERMANENT customer, yet without purity satisfaction of the lasting sort is not possible--nor probable, Quality goods command regular trade. Profits from the following articles are business builders.

"Le Calice" Castile Soap

(11 Gold Medals)

The soap of absolute purity. Sanitary, clean, antiseptic, free from any corrupt animal matter, is pure as oil and skill can make it. Le Calice is as good and safe for the complexion as for the finest lingerie. Made only by Srs. D. Leca & Co., Marseilles.

Bramwell's Epsom Salts

Show a noteworthy absence of moisture from top to bottom of package — are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

Sardines from Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

Cox's GELATINE

(It Never Varies)

Its high quality never varies from that standard of perfection reached by the makers so many years ago. Made by particular people for particular people. Made on the honor of a name that has been before the public for a century of endeavor to produce the BEST.

ARTHUR P. TIPPET & CO.

AGENTS

Montreal Toronto

The Highest Quality Obtainable

in

Jams, Jellies and Marmalades

should be your goal. Your customers want pure foodstuffs and you cannot better satisfy that insistent demand than by selling the high class products of

Alexander Cairns & Sons, Paisley, Scotland

Royal

We have lately been appointed purveyors to **His Majesty King George,** further testimony to the high quality of our large range of products.

Appointment

Quality did not escape the attention of Royalty in the past either, as by special request we supplied the tables of the **Late Queen Victoria and King Edward VII.**

The Choicest of Fruits from

The Finest of Orchards

We want you to be thoroughly acquainted with every one of our many lines and would therefore have you write us for full particulars which will be of service to you in ordering.

DO IT TODAY

ALEXANDER CAIRNS & SONS

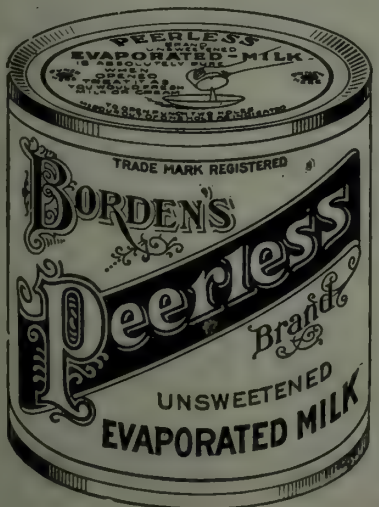
Paisley, Scotland

Canadian Agents: SNOWDON & EBBITT, MONTREAL, QUE.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand Since 1857

Highest Award wherever exhibited



"Sterelized"

Made in Canada

The Trio of Purity that have stood all food tests

BORDEN'S EAGLE BRAND

Now on the market for over half a century, and is still the leading brand of Condensed Milk.

Highly recommended by physicians for infant feeding and general household uses.

REINDEER BRAND COFFEE

A combination of pure full cream milk, pure sugar and the best blend of coffee, making a delicious and handy beverage for household and other uses. Introduce this line to your trade.

BORDEN'S PEERLESS BRAND

A perfect evaporated milk, unsweetened. This brand will satisfy your most particular trade.

The name BORDEN

stands for the purest and best in Milk Products.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

What is More Delicious than "E.D.S." Raspberry Vinegar?

Especially in hot weather when thirsting appetites are ever seeking that beverage that will give them a cooling, quenching, delicious drink.

The public thirst **must** be quenched, Mr. Grocer, and if you keep a stock in that line that serves with satisfaction, you are adding business that will, no doubt, grow successful.

E D S

Raspberry Vinegar

is made by that famous maker that has made all the E.D.S. products, such a prominent stock and such ready sellers.

The finest berries and the perfect care in the manufacture has made E.D.S. Raspberry Vinegar no exception to the high standard of the E.D.S. products.

It will sell and give satisfaction, and more than that, it will increase your prestige — a point that will add to your success.

Made only by

E. D. SMITH

WINONA :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

"CANADA FIRST"

Canada First Milk is so popular that factory is weeks behind with orders. While Canadian patriotism impels customers to demand

"Canada First" Milk, they have the guarantee that the quality is also Canada(s) First.

Canada First Milk is three times richer in butter fat and solids than ordinary fresh milk. It is supplied either sweetened or unsweetened and in all sizes, from the Baby size for the small family, to the large size for the Hotel use.

The Aylmer Condensed Milk Co., Limited

AYLMER ONTARIO

Be a Money Maker!

WE SHOW THE WAY

The market price of white beans is going up---it now is $3.00 per bushel ---but Simcoe Baked Beans (family size) cost no more than when beans were $1.80 per bushel. It is possible for us to do this because we bought in immense quantities when prices were low.

What do these facts signify? The gigantic proportions of our concern and our optimism in the future popularity of Simcoe Baked Beans.

We have been repaid by steady and large sales, and still have on hand a stock to supply your demand.

There surely is no question of quality of Simcoe Baked Beans in your mind, is there? A small trial stock will soon convince you of the genuine popularity. Get the little extra benefit, the Family Size---a larger tin at a smaller price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

BARGAINS in TEAS

TO THOSE who Still Buy STRAIGHT TEAS, WE OFFER A Further LIST of BARGAINS, MOST OF THEM ARE CONSIDERABLY UNDER MARKET PRICE.

WRITE OR PHONE AT ONCE TO AVOID DISAPPOINTMENT.

ACCURATE DESCRIPTIONS ARE GIVEN OF EACH PARCEL—AND ANY TEA FAILING TO GIVE SATISFACTION MAY BE RETURNED AT OUR EXPENSE.

TEAS.	Price.
A—32 chests Indian Pekoe, nice style, fine ripe juicy liquor	22c
B—25 chests Indian Pekoe, even leaf, fair, clean liquor	20c
C—69 chests Indian Tippy or Pekoe, fine flavory liquor	23c
D—26 chests Ceylon Pekoe Schg., good, clean liquor	20c
E—50 chests Java or Pekoe, colory, juicy tea	21c
F—115 chests Ceylon Pekoe, nice even leaf, flavory liquor	21c
G—62 chests Ceylon Pekoe, fair leaf, grand, juicy, flavory liquor	23c
H—51 half-chests Colored Ceylon, green, bold leaf, pungent, flavory liquor	21c
I—28 half-chests Uncolored Ceylon, Green, very fine liquor	18½c
J—48 half-chests Colored Ceylon, Green, nice Pekoe, grand liquor	24c
K—32 half-chests Japan Leafy Fannings, excellent liquor	15c
L—20 half-chests Japan Pekoe, good quality liquor	19c
M—50 boxes China Young Hyson, good liquor	14c
N—165 boxes Very Choice Flavory Formosa Oolong	22c

COFFEES.	
O—480 bags Sound Rio Coffee (whole or ground)	19½c
P—223 bags Very Fine Liquoring Bourbon Santos, whole or ground	24c

EBY-BLAIN, LIMITED

TEA EXPERTS

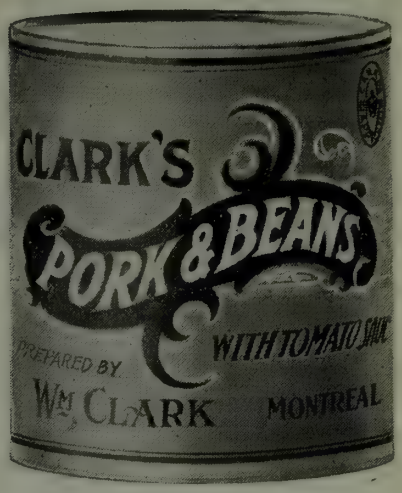
TORONTO

Clark's Pork and Beans

with

PLAIN CHILI AND TOMATO SAUCE

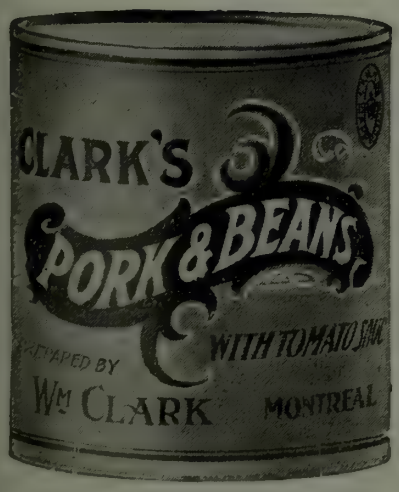
each in six different sizes



QUALITY, DELICACY AND CONVENIENCE are the most necessary attributes of prepared foods, and to CLARK'S PORK AND BEANS these attributes pertain in a marked degree.

The QUALITY is as near perfection as the most careful selection of material and the most up to date method of preparation can make it.

The DELICACY of flavour is the result of years of experience, the use of only the finest ingredients in the sauces, and the retention of the full flavour and nutritive power by the CLARK process of cooking.



The CONVENIENCE needs no demonstration. There are sizes for all sizes of families. A few minutes' immersion of the can in boiling water is all that is required, as compared with the hours necessary to prepare such a dish in the ordinary kitchen.

THE DEMAND IS UNIVERSAL AND HEAVY

THE PRICES ARE RIGHT

WM. CLARK, - Montreal

DURING THE HOLIDAYS

OF OUR TRAVELLERS

We Want Your Business

We always have some bargains which are worth your consideration.

CALIFORNIA SEEDLESS RAISINS

16 oz. Packages, "ARMSBY" .... 7½c. package.

CALIFORNIA EVAPORATED PEACHES

Choice, 25 lbs. .... 13½c. lb.

CALIFORNIA PRUNES

" Armsby," SANTA CLARA, 100/over, 25 lbs.... .... 6¼c. lb.

MALAGA SEEDED RAISINS

16 oz. packages .... 7 1/2c. package.

CALIFORNIA ASPARAGUS

NEW PACK, IN STORE.

Large Mammoth	2 1/2's	tins
Extra Quality	2 1/2's	"
Sanitary Can	2's	"
Green Tips	1's	"

Packed by GRIFFIN & SKELLY, San Francisco. Also

CALIFORNIA CANNED FRUITS

APRICOTS, BARTLETT PEARS,
PEACHES, CHERRIES, STRAWBERRIES.

FRENCH PRUNES D'ENTE

Glass, different sizes and qualities. Packed by L. A. PRICE & CIE., Bordeaux.
50c. and 75c. per jar.

TABLE RAISINS — 3-lb. Wooden Boxes

3 x 1 lb. packages "Solitos," BEVAN'S PACK.

Connoisseur Clusters	Per box 35c.
Extra Dessert Clusters	" " 45c.
Royal Buckingham Clusters....	" " 55c.

Write, Telephone or Wire. **ENTIRE SATISFACTION GUARANTEED.**

L. CHAPUT, FILS & CIE., LIMITÉE

2, 4, 6, 8 and 12 DeBresoles Street, - MONTREAL

WHAT is more tasteless than Soda Biscuits that are stale? You may answer "stale peanuts," and you may be nearly right. They are in the same class.

TELFER'S Soda Crackers are always fresh and crisp, because they are packed while fresh and crisp in such a way that they retain their delicious crispness for a long period.

THE quality of Peerless Soda Crackers is second to none, and this point aids materially in placing this brand at the head of the Soda Cracker world.

Take advantage of our advertising, and profit by pushing Telfer's Products.

TELFER BROS.,

LIMITED

Collingwood - Ontario

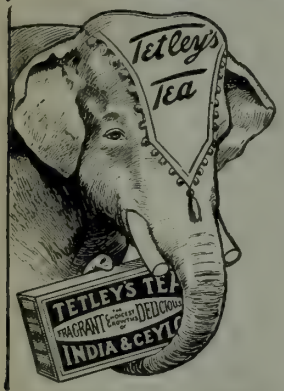
Branches :

TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM, BRANTFORD, EDMONTON

CANADIAN DEALERS SELL

TETLEY'S

TEAS



Look for the elephant on every package—the guarantee of quality and excellence.

and make large turnover and substantial profits. Packed in various sized packages: $1.00, 75c., 50c., 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

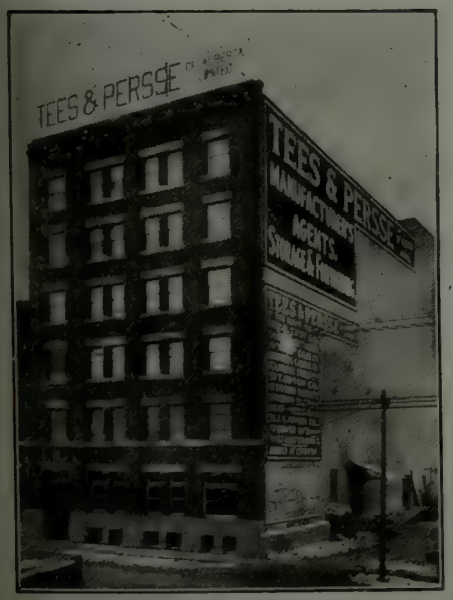
Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE



CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

— IF —

we assist in the distribution of

Eddy's Matches
Tuckett's Cigars
St. Lawrence Starch
Bee Hive Syrup
Gold Dust Washing Powder
St. Lawrence Sugar
Sunlight Soap
Holbrook's Sauces
Upton's Jams
Brigger's Jams
Cow Brand Soda
Tanglefoot Fly Paper
Cox's Gelatine

There is a Reason!

and you also need us as your representatives in Western Canada. We have warehouses at all principal distributing points.

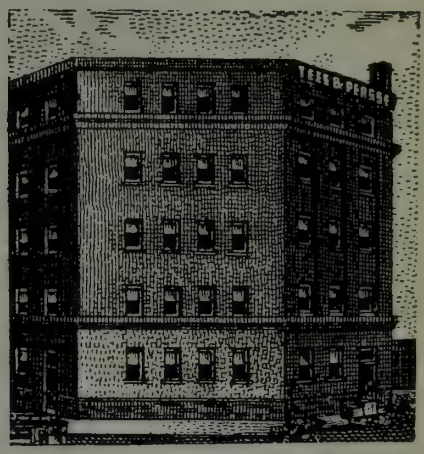
AGENCIES SOLICITED

Address

TEES & PERSSE LIMITED
WINNIPEG

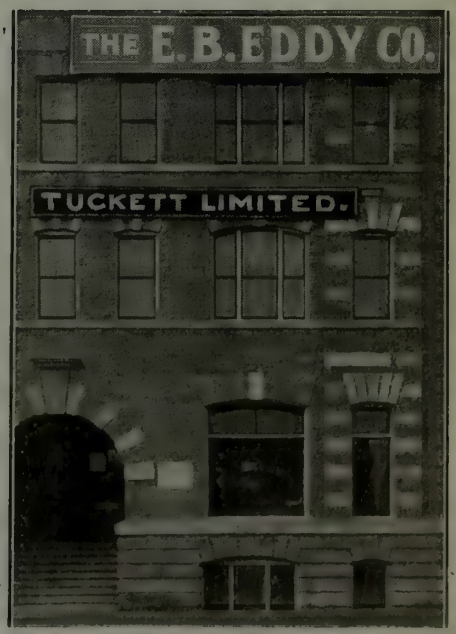
TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

A RECORD

has been created by

White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices.

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg.

L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.

Schofield & Beer, St, John. N.B.

CANADIAN AGENTS:

Standard Brokerage Co., 1640 First Ave., West, Vancouver, B.C.

W. L. Mackenzie & Co. 606a Centre St., Calgary,

WHITE-COTTELL'S MALT VINEGAR

CAMBERWELL, LONDON, ENG.

WHITE-COTTELL'S MALT VINEGAR

POTATOES

We have a few hundred bags good re-picked

ENGLISH STOCK

that must be cleared out at once.

To do this we offer them in

10-bag lots or over at 60 cents per bag

(90 lbs.)

GEO. KEITH & SONS

124 King Street East, - TORONTO

TRADE MARK KEYSTONE BRAND REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produc a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

Purity-Cleanliness-Freshness

AFTER years of experiment in the proper making of jams, Chivers & Sons are now the recognized leaders of the preserved fruit industry in the Old Country. Exhaustive investigation by the world's best critics has pronounced them "excellent."

PURITY—Cleanliness—Freshness—these three, are the hall-mark of this world-famed make of food products. Starting in a very small way with a mere handful of employees, Chivers & Sons have developed into a thoroughly organized concern employing thousands of people.

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

"By Their Works..."

Grocers from every part of our Dominion are writing us from time to time telling of the utmost satisfaction they are being given with our

NORTH STAR REFRIGERATORS

Possibly **you** are one of the many grocers who are losing profits through imperfect refrigeration. Attend to it, or you will be sorry.

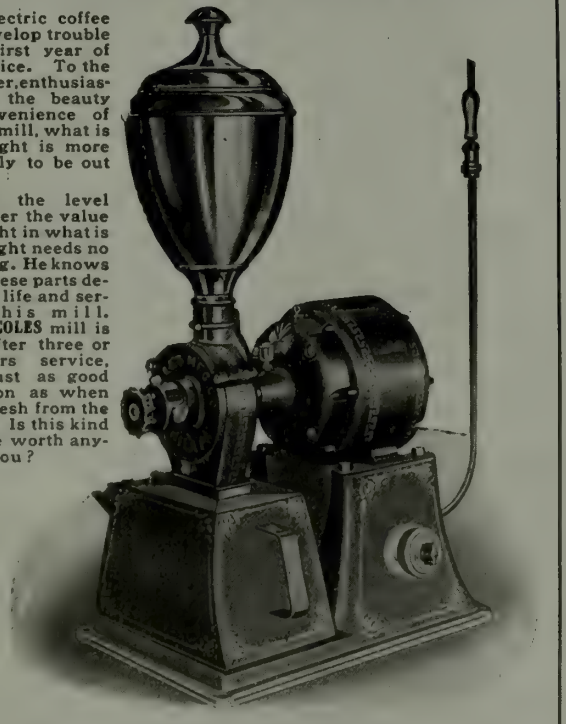
Send for our catalogue. It explains and illustrates the numerous plants we have for grocers and provision dealers.

Estate of James Davidson, Ottawa, Ont.

THE TEST OF SERVICE

Few electric coffee mills develop trouble in the first year of their service. To the new owner, enthusiastic over the beauty and convenience of his new mill, what is out of sight is more than likely to be out of mind.

But to the level head buyer the value of foresight in what is out of sight needs no explaining. He knows that on these parts depend the life and service of his mill. Many a **COLES** mill is to-day, after three or four years service, giving just as good satisfaction as when it came fresh from the factory. Is this kind of service worth anything to you?



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

2 — — **2**

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Pâte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1.** It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED

2 Hamilton, Canada Buffalo, U.S.A. **2**

PACKETING MACHINERY

Of Every

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines for

Bag-Making
Labelling
Wrapping

Etc., Etc.

Description

Send us samples and let us suggest where we can save you money.

Lovell's Bag & Packet Machinery,
Limited

59/60 Gracechurch St.
LONDON, - ENG.

SPECIAL TO ONTARIO GROCERS

The MacLaren Imperial Cheese Co
TORONTO
are now Distributors in Ontario of

ANTI-DUST

DISINFECTANT SWEEPING POWDER

Sales jumped over 300% in six weeks.

If you aren't getting some of this business write the MacLaren Imperial Cheese Co. Ltd.
ANTI-DUST is something quite different to ordinary compounds – its quite a favorite

SAPHO MFG CO. LIMITED – MONTREAL P. Q

Tartan BRAND

THE SIGN OF PURITY

During Travelers' Holidays

We give special prices on all

Mail, Telephone and Telegraph Orders

All orders shipped the same day received

Use our unexcelled phone service at our expense. 'PHONES 3595, 3596, 3597, 3598, 462, 748

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, **HAMILTON**

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N B.

Berlin, Ontario

CLUB HOUSE

QUEEN OLIVES

ARE EXTRA SELECT STOCK.

Only finest Seville Olives are packed in brine made from our own pure Artesian water. Your select trade demand this brand.

Gorman, Eckert & Co. LIMITED

London, Ont. **Winnipeg, Man.**

CANADA'S STANDARD

St. Lawrence Granulated

It tests 100% of cane sugar.

While It's Warm Weather

Flies will persist in tormenting and making themselves a nuisance in the home.
Have you the proper means of destruction in stock — WONDER FLY KILLER.
It attracts flies to drink of its deadly waters and death follows instantly.
The stock never grows old.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. in TORONTO

SALT **Rice's Table Salt is ALWAYS PURE**

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

5 Cases at $4.15
with 20 bars Naptha free.

10 Cases at $4.05
with 40 bars Naptha free.

25 Cases at $4.05
with 150 bars Naptha free,

FREIGHT PREPAID

Net 30 days. 1% Cash.
Assorted or otherwise.

The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

A fifty-year-old favorite—Quality counts.

NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK CHICAGO MONTREAL JAPAN

This is Laurentia Milk Weather

Why? Why shouldn't any season be? Hot weather is destructive to the so-called "sweet" milk, and never yet has Laurentia Milk fallen from absolute purity, and is always perfectly fresh, in either winter or summer.

Fresh milk passed through the mechanical process of homogenization mixes cream and milk, and perfectly sterilizes every bit of it, so that it will keep indefinitely in all weathers.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited

371 Queen Street West, Toronto, Ont.

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

QUALITY

Hits the mark

Canadian Cocoanut Co., Montreal

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demand—Contains No Alum.

W. D. McLAREN
Montreal

93°
In The Shade!!

Fancy what a boon your customers will consider that

Delightfully Lemony

Cold Spring Lemonade Powder

Are you supplied?

S. H. EWING & SONS
MONTREAL

Why Don't You do Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

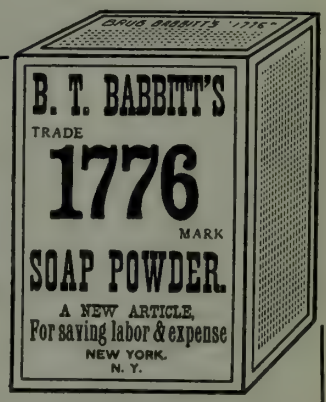
He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

"BABBITT'S" IS A CONCENTRATED SOAP POWDER OF WONDERFUL CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Chesee Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, - Ottawa, Canada

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

It dries them up **Common Sense** **KILLS** { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St W. Toronto Ont

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The advertising campaign which is now being conducted ensures to the merchant who stocks

Mathieu's Nervine Powders

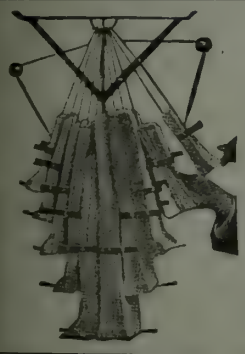
MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as **Mathieu's Nervine Powders.** Be sure and stock them as they are quick sellers.
Try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKFAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING — CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering delicacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto; Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

Buyers' Guide

Your Tobacco Department
is not complete if you have not a supply of our
PURE CANADIAN LEAF
Our prices are attractive. What about pipes? We have a large assortment.
J. A. FORREST
189 Amherst St., MONTREAL.

Over 100% Profit
You cannot expect a more generous offer, nor can you be disappointed with trade if you stock
VOL PEEK Cement
Mends holes in pots, pans, etc., and makes them good as new. We will send you attractive counter showcase, with selling helps. Write
H. NAGLE & CO.
52 St. Lawrence Boulevard, MONTREAL

SHOWCASES! SHOWCASES!
You know the value of the silent salesman in your store. Bear in mind that we can give you entire satisfaction, and that our prices for store fixtures of all kinds are well within the bounds of reason. Write
S. Mennier & Fils
Pie IX. Ave., MAISONNEUVE.

Our Aim: First-class service
This means that our travellers will show you the utmost courtesy, and you can rest assured that all orders will receive prompt attention. We have customers near you. Why not you?
Couvrette & Saureol
Wholesale Grocers - Montreal

Oh! That Turkish Delight
Your customers will be pleased with this tasty, in fact, delicious confection, and each sale will net you a big profit.
SULTANA TURKISH DELIGHT
The real thing. Packed in wooden boxes. Get prices. Agents write
ORIENTAL PRODUCE CO.,
743 St. Lawrence Bvd., MONTREAL.

Warm Weather vs. RIGA WATER Weather
You can build up a good business in **Riga Water**, the water which relieves constipation and all stomach troubles. Not only in warm weather, but all the year round will you find a demand once you introduce it. Write for information.
THE RIGA WATER CO., MONTREAL.

GRAMOPHONE RECORDS, 10c.
Are you tired of yours? Then let me exchange them, Send 10 Records and $1.00 and I will forward 10 different ones of same value.
V. de la RONDE
14-16 McGill College Ave., - Montreal

OLYMPIA AND BEN BEY CIGARS
Ed. Youngheart & Co., Limited
Montreal, P.Q.

When You Require
Biscuits Confectionery
remember that you can rely on quality and satisfaction if you place your order with this old and reliable house. Big range to choose from.
The Aetna Biscuit Co., Limited, Montreal

Make Money at the Roach's Expense
AUTO ROACH KILLER
is recognized by those who have tried it as a sure death to Cock Roaches, Bed Bugs, etc., etc. Has been put to the severest tests, and has won out. Auto Roach Pays Big Profits. Write for particulars.
AUTO ROACH KILLER CO.,
241 Bourbonniere Ave., Montreal.

PICKLES and CATSUP
We have a reputation for high-class goods at reasonable prices. You can have the same if you make up your mind to stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

WE GUARANTEE THE DOOM OF RATS
Rat extermination extraordinary. Not a rat left after using "EXO." Promptly and effectually kills, **no smell.** Rats simply love it. Dogs and cats **don't** like it.
Reliable Agents Wanted.
The Extermino Chemical Co.
New P.O. Box 774, MONTREAL.

"COON" SHOE POLISH
You should not hesitate about getting a sample of this superior polish. We absolutely guarantee it to be better than any line on the market. Put us to the test. Agents, write for territory.
The Uncle Sam Dressing Co.
LANORAIE, P.Q.

KEEP DOWN THE DUST
Have your store nice and clean at all times. Make a point of using our **germ killing** sweeping preparation. Your customers will also want it. Special prices to storekeepers. Write
The Montreal Germicide Co.
33 Pine Ave. E., MONTREAL.

CANNOT BE BEATEN
Savol
The Hand Cleaner which cleans. Leaves a velvety feeling after use. Made from Pure Castile Soap. Has a nice, delicate perfume. Agents write:
Savol Hand Cleaner Co.
118 Island St., Montreal.

CLAY PIPES
Those made by
McDOUGALL
are peerless. Insist upon having them.
D. McDOUGALL & CO., Ltd., Glasgow, Scot.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right
FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT GEO. J. CLIFF, Manager

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the
Irish Grocer, Drug, Provision and General Trades' Journal
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A want ad. in this paper will bring replies from all parts of Canada.

A STEEL SECTIONAL BAKE OVEN
will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.
BLACK DIAMOND OVENS
BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

OPEN HERE
BULL DOG BRAND
WE CLEAN UP EVERYTHING
Ammonia Powder
ABSOLUTELY PURE
The best for Washing Clothes, Scrubbing, Cleaning Kitchen and Dairy Utensils; Cleaning Baths, Marble, Paint, Windows, and for keeping Sinks, Closets and Pantries Pure
THE CHEAPEST SANITARY CLEANSER FOR HOME USE
MANUFACTURED ONLY BY
JOHN B. PAINE CO., Limited
TORONTO, CANADA

BULL DOG AMMONIA POWDER
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BULL DOG LIQUID AMMONIA

Manufactured by

THE JOHN B. PAINE CO., LIMITED
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STIMPSON Improved 100-lb. Automatic Scale

No. 75.—For General Use

Weighs and Computes to 100 Pounds

The only Automatic Scale capable of handling All your business. Your fixture equipment is not complete without a

Stimpson Automatic

Write for Catalogue, giving full description of all sizes

Stimpson Computing Scale Co.

Detroit, Michigan

PETER YATES & SONS,
Grocers and Bakers,
5, Queen Street,
LEIGH,
ENGLAND

To Messrs Dominion Register Co.
Corn Exchange, Manchester

April 24 1912

Gentlemen We have had one of your Registers in use for two months and are thoroughly satisfied that the system is all that you claim for it.

We find that the carrying forward at each transaction of any outstanding balance does away entirely with the leakage from small accounts left unpaid through a customers negligence - formerly a mutual source of trouble with us; we are sure that this alone is quite sufficient to justify the installation of the system

Another feature that appeals to us is that we can compile an absolutely accurate total of our outstanding credit account in less than ten minutes at any time, without any previous posting or preparation being necessary; a feat hitherto impossible to us.

We shall be pleased to allow any interested person to inspect our Register at any time on receipt of a request from any of your representatives.

Yours truly
Peter Yates & Sons

DOMINION SILENT MATCH.
MADE IN CANADA
DOMINION MATCH CO. LIMITED DESERONTO, ONT.

HANDSOMELY PACKED

Attractive boxing of Dominion Matches bid forth sales, and the quality of the match fully justifies the buy.

Every match a perfect light. No spluttering, no noise, no breaking of the stem.

It is in these little things you build a satisfied trade, Mr. Grocer. Make your next match order for Dominion Silent Matches.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont ; The A. Macdonald Co., Winnipeg, Man. ; Snowdon & Ebbitt, Montreal, Que. ; J. B. Renaud & Co., Quebec, Que. ; J. A. Tilton, St. John, N.B. ; J. W. Gorham & Co., Halifax, N.S.

Quality is the Main Consideration in the Manufacture of Foodstuffs

GLOBE

Macaroni and Vermicelli

are made from hard wheat, no maize or rice flour mixed with them—in fact only the purest ingredients are used in their manufacture.

Manufactured in a modern, scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

D. SPINELLI & CO.,
Registered
MONTREAL.

THE IMPORTANCE OF FRESH TEA

The flavor of tea is contained in an essential oil. With age the oil decays. This affects the flavor and is quickly detected by the consumer. Tea keeps better when not exposed to the air, but it deteriorates, more or less, under any circumstances. **Fresh tea** is as necessary to a successful tea trade as **fresh butter** to a successful butter trade. No retailer should keep a pound of tea in his stock for more than **four months,** and he should be sure that wholesalers are not supplying him with old goods which they have had on hand **for years.**

In Ceylon, tea is picked every week in the year, and you always get it **fresh and fragrant** in "SALADA."

If any retailer—anywhere—at any time—has any "SALADA" in stock that is over six months old, let him ship it back to us—freight collect—and we will refund the full purchase price. We back up our belief in the paramount importance of **fresh tea** by this sweeping guarantee.

"SALADA"

TORONTO - - - MONTREAL

During Travelers' Holidays

(JULY 22nd to AUGUST 3rd)

We solicit your orders by

MAIL, 'PHONE OR TELEGRAPH

AT OUR EXPENSE

WE GUARANTEE QUICK SHIPMENT SAME DAY AS ORDER IS RECEIVED

PRICES RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers Toronto

A WORLD-WIDE WINNER

KEEN'S OXFORD BLUE

KEEN'S is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

SEE TO YOUR STOCKS

For Sale by all the Canadian Jobbing Trade

MAGOR, SON & CO., 403 St. Paul Street **MONTREAL**

30 Church Street Toronto

AGENTS FOR THE DOMINION OF CANADA

EVERY Woman Who Enters Your Store is a Prospective Purchaser of

Benson's Prepared Corn

¶ Because Benson's is the purest and finest Corn Starch obtainable, and is indispensable in the modern kitchen.

¶ Because Benson's is unequalled for baking, pastry making, thickening gravies and sauces, making custards, ice cream, blanc mange, etc., and is especially desirable for children, old people and convalescents.

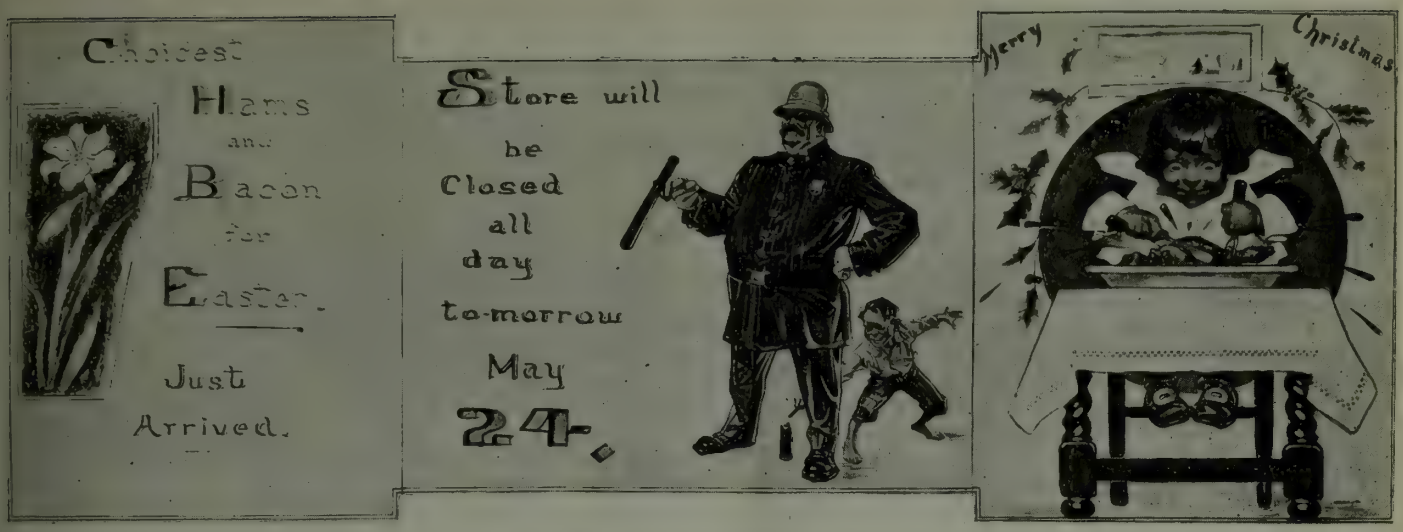
YOU CAN RECOMMEND BENSON'S UNHESITATINGLY.

¶ Because it cannot fail to give satisfaction. It creates a permanent demand, and will prove a steady source of profit to you.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



Samples of show-cards made by a clerk in an Allandale, Ont., grocery store. These cards have been reduced from large cardboard size.

Turning Stock Over Ten Times a Year

Grocer With Stock of About $5,000 Expects $50,000 Turnover This Year—Some of His Methods for Quick Turnover—Buys Mostly in Small Quantities—Sells Large Quantities of Cakes—Value of Show Cards in Calling Attention to Special Occasions.

"The turnover's the thing." So thinks many a retail dealer who buys strictly with a view to rapid turnover. No one will dispute his opinion as long as a fair profit is being made on the investment, and reputable people, and not deadbeats, are buying the goods.

Retailers generally aim to turn stock over from four to six times a year. A few may probably make it seven but cases are rare where turnovers are made nine and ten times.

One of these comes from Allandale, Ont. J. D. Wisdom, of that town carries an average of from $4,500 to $5,000 stock. The annual turnover amounts to from $40,000 to $45,000 while this year plans are set for $50,000.

Buys in Small Quantities.

Mr. Wisdom attributes the rapid turnover in goods particularly to carefulness in buying the right goods and buying them in small quantities. The right goods means those he knows he can sell his trade. They include many fancy lines as well as every-day sellers, which, in his large floor area, he can display to good advantage.

Apart from canned goods and a few other lines, goods are purchased for immediate requirements rather than for the future so that at no one time is there an extensive capital invested. A number of side lines are handled to attract the people into the store and once inside, other goods are sold them.

Big Sales in Cakes.

"We sell from 50 to 75 dozen cakes, pastry, etc., every day," states Mr. Wisdom. "On Saturdays these sales run up up to 150 dozen. So you see here alone is a fairly large turnover in a year, the stock moving out the same day as received."

The same applies to fruits and vegetables. Fresh fruits are hurried out as soon as purchased so that no losses will occur over spoiled goods. An ice cream parlor off the store also contributes to rapid turnover. At the same time people who come to purchase any of these lines are, in majority of cases, influenced by personal conversation, display or other suggestion into buying other lines. For instance there may be an inviting display of pickles of various kinds around a pillar in the centre of the store or of meat sauce on the counter which will make a sale.

Clerk Writes Show Cards.

A feature is made of show cards in this store. It is fortunate in having a young man, George Hill, who is much interested in this work and cards tacked up here and there about the store are among the first things observed on entering.

"These cards are certainly noticed," Mr. Wisdom claims, "and I feel they are a splendid help in making special announcements."

Whenever a special holiday is coming along Mr. Hill arranges a card suitable for the occasion. The three reproduced above indicate their character. At first glance it might be supposed considerable work was spent on them but such is not the case. The illustrations in the centre and right cards were secured from a magazine. They were simply cut out and pasted on card board and the lettering added.

For Special Announcements. . .

Mr. Wisdom claims they are well worth while, as scores of people are observed looking them over every day. When a holiday is coming along it isn't possible to remind everybody, but a show card like the centre one, not only suggests that customers purchase for a day ahead but amuses them as well.

This young show card writer is encouraged in his work. That he will be an expert in a few years if he sticks at it, is easily believed, for this is the way card writers begin.

As pointed out in last week's issue, Mr. Wisdom is an Association man. He is one of the active association workers in the north and an executive member of the Ontario R.G.A. He believes in co-operation with his fellow men because of the ideas picked up from time to time that help out in the daily work.

Fifteen Thousand at Grocers' Picnic

Grimsby Beach Attracts Immense Throng on Occasion of Hamilton and Brantford Grocers' Annual Outing—Great Variety of Sports on the Programme—Four Thousand Pails of Tea and Coffee Given Away—Some Impressions of a Guest.

(Staff Correspondence.)

Grimsby Beach, Ont., July 24.—The combined supervision of a field marshal and his auxiliary officers would scarcely be adequate to control the movements of 10,000 men—and women—fighting a dozen different battles at the same time. So they must take off their hats to the officers of the Hamilton Retail Grocers' Association and committee who controlled the destinies of the biggest picnic of Western Ontario at Grimsby Beach last Wednesday.

Few picnics are superior in size anywhere in Canada to that of the Hamilton and Brantford Retail Grocers' Associations. It was estimated that trains from the Ambitious City carried at least 8,000 people to the Beach, while 800 or 900 more came from Brantford. In addition to this the radial line added another three or four thousand; hundreds came by boats and farmers and their wives and sons and daughters drove in from miles around to swell the numbers. There were easily 15,000 visitors on the grounds.

A Good General.

But grocers know how to handle the public. Under the generalship of J. A. McIntosh, chairman of the Picnic Committee, miniature bloodless battles were fought here and there during the day with the utmost precision. One member of the committee for instance was assigned control over foot races; another superintended quoiting matches; a third the ball games; a fourth, and by the way it was actually a Forth, John by name, supervised the dispensing of free liquid refreshments; a fifth the water sports, etc.

So the picnic proceeded like a well-oiled machine with events so varied and widespread and following in such rapid succession, that the day to everyone of that 15,000 souls wore away all too soon.

The strong may say that "nothing is impossible." But they are all wrong. Let any one journalist among them attend the Hamilton and Brantford Grocers' picnic and attempt to record even the official proceedings of the day, and see where he comes off at. Not even the versatile "Bay" Hill with all his facilities for being twice in the one spot at the one time, and at the same time it not being Bay at all, could begin to follow or describe the intricacies of the great picnic! What hopes then are there for the ordinary, every day journalist?

Becomes Unwritten History.

The majority of the details of the day will, therefore, perforce, be numbered among the unrecorded events of history. Suffice it to say that there were races, ball games, quoit contests, trap shooting, baby shows, guessing contests, a balloon ascension, hunting for eggs, a minstrel show, fireworks display and Venetian

AT THE HAMILTON GROCERS' PICNIC.
Geo. Cann may be seen on the left. W. Waters is holding the megaphone, and J. Kirkpatrick standing on the right.

parade, in addition to the hundred and one permanent midway attractions of the Park.

The races were many and varied. From boys and girls but a few years out of their mother's arms, to farmers and gardeners and their wives, and fat men, did the running contests go. There were three-legged races, shoe races, backward races for married women, grocers' association events, etc., etc. Many a youth and maiden, young and old met their Waterloo.

Geo. Cann was the chairman of the Games Committee. George Can and did look after the proceedings with a will. He answered more questions throughout the day than the inquiry editor in a woman's magazine would in a year. He was certainly a bureau of information for the picnickers.

Ed. Hazell, the president of the Hamilton Association, had a busy day receiving guests and keeping a general supervision over everything.

Were a Thirsty Lot.

It was a busy day for John Forth. During the day, he and other members of the Refreshment Committee handed out 4,000 small pails of tea and coffee, 160 gallons of milk, 150 gallons of lemonade and orangeade. It took 100 lbs of tea, the same of coffee, 300 lbs of sugar and half a ton of ice to satisfy the throng. No doubt Mr. Forth can any day get a position as commissariat to the Canadian navy if we have one.

All Were After Him.

Secretary "Bay" Hill was of course present. He was possibly the most searched for individual on the grounds—not by the police but by picnickers who were after a $10 gold piece which Bay had in his pants pockets. He was the mysterious Miss Ter E. for an hour or two, passing himself off as a young widow, until finally captured by a lady resident of the Beach.

Harry Eckstein, a Hamilton woman impersonator of renown, was on the grounds in the afternoon and under the prosaic name of Miss McGinnis, was introduced to the boys and was always found among them.

Where the Woman Shone.

Many grocer travelers were on the grounds during the day. One of them conducted a novelty contest—throwing balls into a barrel—open to women, who stood some six or eight feet distant. It goes without saying that few balls got inside the barrel. Had the women taken the precaution to aim somewhere else, at the traveler for instance, much better results would undoubtedly have been realized.

Members of Committees.

As noted above J. A. McIntosh was the chairman of the Picnic Committee. The following committees worked under him to make the outing the success it was:—

Refreshment.— J. Forth (chairman), Jas Lawrie, A. Ballentine, W. Water, Henderson Bros., W. Beswick, Geo. Dawson, A. J. Bain, G. Lyne, O. W. Robbins.

Transportation. — J. O. Carpenter, (chairman), A. G. Bain, J. Forth, Jas. Kirkpatrick.

Printing.—W. Smye (chairman), J. M. Semmens, F. H. Soules, Jas. Lawrie, John Knox.

Games.—Geo. Cann (chairman), J. M. Semmens, E. Henderson, John Knox, J. L. Brown, E. H. Young, W. Beswick, J. Clendenning, M. Cummings.

Entertainment and Reception. — H. Taylor (chairman), Jas. Main, W. Waters, B. Crysler, M. R. Hill, C. H. Peebles, W. Smythe.

Note and Comment.

It rained in both Brantford and Hamilton early in the morning, but Captains Mellen and Hazell are every day leaders and brought big crowds along.

Jas. Burns, of Brantford, is a bowler. It was difficult to get him past the Hamilton green.

The reputation of the Hamilton and Brantford grocers' picnic brought Ed. Ryan and Tom Shaw all the way from the Forest City. They do like to see a good ball game such as Hamilton and Grimsby, or Detroit and Chicago.

Geo. Cann may not be a fast runner himself but he can see to it that the races are conducted in a hurry.

Free tea, coffee and lemonade! That in itself is a big attraction at any picnic.

Jno. O. Carpenter, if our friend Shakespeare would now admit there is anything in a name, was the natural solution as chairman of the transportation committee.

It is said of "Rosy" Furniss, a traveler, who attended the picinc, that he is a dancer of some duration. But there is a limit to all things.

Chairman McIntosh can at any time qualify as an organizer for big picnics.

The Hamilton grocers now regret the fact that J. M. Semmens was not included in the Olympic contestants.

There are few men who can handle a megaphone. Count W. Waters as one.

Grocers at Niagara Have Eventful Day

Call of the Big Cataract Answered by Large Crowd—Fun Galore From Start to Finish—Grocers Defeat Drummers in Spectacular Ball Contest—A Duel Forms One of the Biggest Attractions of the Day—Races Reveal the Sprinting Grocers.

Staff Correspondence.

Niagara Falls, Ont., July 24.—Wednesday, July 17, was the one big day of all the year for the Toronto Retail Grocers' Association, when, with their full staff from delivery boy to head clerk and accompanied by wives and children as well as friends and friends' friends, they cast business worries to the winds, donned their running shoes and ice-cream caps and went forth to enjoy in earnest one long glorious and eventful day.

Victoria Park, Niagara Falls, was the stampeding grounds of the Queen City sugar dispensers this year in their 27th annual excursion which proved equally or more successful to all those successful ones that have gone before.

'Twas a Poet's Day.

It would be omitting an important item to pass over the event without some reference to that feature upon which a picnic stands or falls. Reference is made to the brand of weather that was handed down for the day's outing. It was one of those perfect days which gets the poet's fancy. Nevertheless there was little outward evidence of any grocer getting real poetical, except it was Bob Davies who, in taking part in the quarter mile stampede declared "pace" to rhyme with "race." However if the government bluebook on the day's sport is referred to, it will be found that the race was too long and the pace too slow to be worked into a real lyric. However all day long Old Sol beamed forth with radiance that bid fair to outdo even the renowned smile of Bailey Snow. Last year, Providence was none too kind to the grocers, and this year an attempt was apparently made to atone for past misbehavior. True, early in the morning about the time grocers are accustomed to wash off their pavements, gentle drops of rain pattered down; but that was all.

AT TORONTO GROCERS' PICNIC.
Principals and attendants at the big duel attraction.

Caught the Early Boat.

It would have taken rain, and then some, to keep the grocers home. Pleasant remembrances of past years flared up vividly in their minds and when the first boat pulled out for Niagara Falls at 7.30 a.m. it carried a goodly contingent who had tucked away in their inside pocket a strip of pasteboard which allowed a landing at Lewiston, a trip up the Gorge route to Niagara Falls, N. Y., a transfer to the scene of action at Victoria Park and a return ticket down the Canadian side with privilege of stopping off at points of interest all along the route. Later boats brought additional excursionists to swell the crowd.

We will not stop to review the "high jinks" that took place in the grocer's camp as the good ship plowed her way across Lake Ontario. Let us shift the moving picture machine onward to the main scene of action.

There Was a Ball Game On.

The tall timbers which surround the park and which down through the years have gazed upon varied array of sights from Indian war dances to the revelries of enthusiastic picnickers, probably have never, at least in recent years seen such a weird, yet interesting spectacle as the stellar attraction of the day—the baseball match in which the drummers attempted to put it over the grocers. Yes, "attempted" is the correct word to use, according to the grocers. However the travelers regard it otherwise and declare that the only fast man in the grocer's line up was Swift. He played centre field.

It was a great game anyway. So declared one of the grass cutters at the park (not the kind that Dick Matthews knocked out), and he ought to know, because he once saw Port Credit, his home town put it all over Oakville right in their own back yard.

Had Control of Something.

Davies, who did the heaving for the counter hoppers, had perfect control—of his temper, not the ball. McKeown who learned the game with the Toronto Front Street Fishing Club was on the mound for the travelers, and for him it may be said that he gave Forbes his own catcher, some first-class wallops on the jaw. Most of the late sporting extras of the Niagara Falls' papers gave the honors by a 14-6 margin. Constable Wes Williams found the following guilty of taking part in the fray:—

Grocers.—Davies, P.; Hall, C.; Thorne, Caufield, Drumn, Canfield, Mathews, Nicholl, Swift.

Travelers.—McKeown, P.; Forbes, C.; Dean, Prowse, Raper, Weston, Garland, Portous, Lane.

Britannia Rules the Waves.

Let us refer once more to the neighboring tall timbers which have seldom at any one time gazed down upon so many nationalities as were gathered together to see Uncle Sam Alias Billy Miller fight a real duel with John Bull, whom Bailey Snow undertook to impersonate. To see our great forefather cooly stab Uncle Sam with an ancient sword he had borrowed from the national museum

(Continued on page 42)

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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PUBLISHED EVERY FRIDAY.

TORONTO, JULY 26, 1912

WAKING UP THE TOWN COUNCIL.

Retail grocers in every town and city should see that the streets are properly taken care of in the dusty season. In some places the health authorities will not allow merchants to dry sweep the sidewalks, but at the same time, the councils who appoint health officers do not sprinkle the streets properly. A little gust of wind will drive the dust through an open door or window, and this kept up all day long means a dirty store interior.

The Grocers Section of the Toronto R.M.A. have protested against this nuisance by forwarding the Mayor the following resolution:—

"That the Grocers' section of the Retail Merchants Association of Canada, Toronto branch, again places itself on record as being in favor of the by-law which compels the covering of all fruits which do not require to be peeled, and which are exposed for sale so as to protect them from the dust but it is also our opinion that before this by-law can consistently be enforced and made of any value to the consumers, that the city council should to their duty by watering the streets in a proper manner, and also prohibit the civic street sweepers from the dry sweeping of the streets. In our opinion, the streets of Toronto are in a more dusty condition to-day than they have been for some time, and it is therefore impossible for us to keep the dust from settling on goods that are exposed on the outside."

If the dealers in every centre were organized, much good could be done in a similar manner by getting after the men who are supposed to keep the streets in a clean, sanitary condition. Waken them up and put them on the water wagon.

MOCHA COFFEE DEFINED.

The Chicago spice firm charged with misbranding coffee, contrary to the regulations of United States' pure food department, was found guilty and assessed the nominal fine of one dollar.

As has been explained in these columns before, the defendant concern put a coffee on the market labeled Mocha and Java. The pure food authorities claimed that because the "Mocha" had come from Abyssinia and not the Yemen district of Arabia it could not be so labeled. The defendants admitted that the coffee had been grown in Abyssinia, but that according to custom it was commonly known as Longberry Mocha.

From the evidence adduced it transpired that there has been no coffee shipped from the port of Mocha—the origin of the coffee name—for more than 200 years, as that port had been closed during that period of time. So that, as a matter of fact, there was no coffee entitled to the strict geographical name of Mocha. The Arabian coffee of that name is grown in the Yemen district and shipped through the port of Aden.

The Judge of the District Court ruled that in order to distinguish the Arabian and Abyssinian coffees the former should be designated "Arabian Mocha" and the latter "Abyssinian Mocha." The latter is grown just across the Red Sea from Arabia, and as far as cup quality is concerned, experts agree that the difference is slight, sometimes in favor of one and sometimes the other. The judge took the view that each is of the Mocha type, but should be qualified by the geographical names of Arabia and Abyssinia.

The suit will no doubt be considered a precedent in the United States so far as numerous other articles are concerned. Geographical names will have to be affixed to clearly designate these articles.

PROGRESS OF WESTERN CROPS

The crops through the West have made great improvement during the last three weeks, since the welcome rains and cooler weather. The wheat crop is in head or coming on fine, and everything at present indicates a good harvest.

There have been some hail storms, but the areas visited by them are narrow. Crop experts are beginning to figure the yield at 25 bushels per acre on an average. Of course, there are contingencies yet to meet, but the outlook is favorable. With the continuance of present conditions the harvest will be much earlier than last year, and already some anxiety is being felt about the supply of hands for the saving of the crop. It is estimated that the number required will be much larger than ever before.

Where this extra help will come from is a problem requiring serious attention. It is quite evident that the Western farmer will be dependent upon a large influx Eastern labor; for, owing to the great activity in railroad construction and building operations in the Western cities, there will be few men available for harvest hands from the present supply of labor in the West. There will, no doubt, be large numbers brought in by the railways from the Eastern provinces, and probably a quota from the western and south-western States; but the rather unsatisfactory experience of many of those who came last year may cause a decline in the amount of the supply from above sources.

Another question that is being actively discussed in the West is the old chronic one of transportation. If present indications are realized, there will be a tremendous amount of grain to go East this fall. Should the harvest be a month earlier, as it at present promises, and the weather conditions remain favorable, there will be a vast improvement upon last year. Coupled with this fact, railroads have added largely to their equipment, which ought materially to relieve the situation. However, upon the other hand, it must be borne in mind that there is a large increase in acreage over last year, and the crop promises a much larger yield.

It is doubtful if the increased equipment of the railroads is any greater, if as great in proportion, as the added

acreage sown, so that if present expectations materialize there is abundant cause for serious consideration of the transportation problem.

In some parts of the West, particularly Western Alberta, it is fondly hoped that the opening of the Panama Canal will give great relief, and that the wheat of the province will find its way to the markets of Europe by that route. In the opinion of many, however, this much cherished hope, is, in the language of the old Puritans, a delusion of the devil. The wheat crops of the West will never go that way, they say. That the hot climate of the tropics will destroy the grain is their contention. Otherwise, why wouldn't the Mississippi be used to carry grain from the Central States to the seaboard?

The solution of this problem of transportation is awaited.

FRUIT CROP PROSPECTS.

Strawberry season has come and gone and prices were never very cheap. In Eastern Canada they netted the growers from $2 to $2.50 per crate of 24 boxes, which is from about 8½ to 10½ cents per box. During one day of the season, from some misunderstanding among the growers, there was a glut on the Toronto market, strawberries selling at 5 and 6 cents, whereas, in some other Ontario cities they were as high as 12 and 15 cents the same day.

Raspberries are on the market now, but we cannot hope for any large crop or low prices. The drought of last season, the cold winter and the two weeks' dry weather late in June and early in July, are responsible for the short crop. After next week, raspberries will be practically off the market, and no cheap prices will have been realized.

In cherries many kinds of sweet varieties have been short, and on the whole, this fruit has not been the crop expected. In British Columbia, crop of sour cherries has been heavy, since sweets only medium.

Grapes promise particularly well this year. Concords are reported at 93 per cent. crop, Niagaras at 86 and red grapes at 85 per cent. Almost a full crop is expected from present appearances.

The crop of peaches as a whole will be fair, although in some districts it is poor, owing to the hard winter.

So far as apple prospects are concerned, the "set" does not bear out what the blossoms of last month indicated. Reports from different parts of the country show a heavy "drop," even where the "set" was good. In Nova Scotia estimates have fallen to 52 per cent. of a full crop, but this will likely be increased later on, as the orchards there are pretty well cared for. Taking 100 as a standard or full crop, the average for the Dominion is calculated at 67 per cent.

Tomatoes are coming along splendidly, but serious inroads by cutworms are reported.

WATCHING CEREALS IN SUMMER.

Let the dealer put himself in the place of a customer who has bought a package of cereal or breakfast food only to find it uneatable. What would you be disposed to do?

Would you not lower your estimation of the capabilities of that merchant? Would you not on certain occasions, unconsciously perhaps, advertise this service, or rather lack of service, among customers and probable customers? Might you not on the first provocation transfer your trade to some other dealer?

It is a serious matter for the retailer—this supplying customers with stale cereals during summer months. A short time ago an actual case of where one dealer lost two customers was recorded in these columns. Another has come to hand. The customer purchased a package of corn flakes. The clerk found it at the rear of a shelf, and by the appearance of the package the buyer had doubts of it being in the fresh class. These doubts were substantiated next morning at the breakfast table on the occasion of the first serving. The seriousness of the trouble is illustrated by the fact that the box and its contents were burned.

Here was a case where carelessness on the part of the dealer did him considerable harm. In fact he may never know the extent of it, as from time to time the incident will be repeated to friends of that buyer.

It would appear that there is room for advice on the part of manufacturers to the dealer. Most goods are better sold when fresh, and if this were pointed out continuously, less perishable goods would be held in stock for weeks and months.

TROUBLE IN VALORIZATION SUIT.

When officials of the United States Government took it in hand to break the alleged Valorization Coffee Trust, many came to the conclusion that they would have easy sailing.

But such has not been the case. The Attorney-General began the suit, but it appears he did not take into council Secretary of State Knox, who had been negotiating on friendly terms with the Brazilian Government. His was a diplomatic mission and to have another section of the government step in and attempt to force matters was not at all to his liking.

Secretary Knox is said to have expressed his displeasure in no uncertain terms because of his contention that the matter should be handled diplomatically. On the other hand the Attorney-General contends that people doing business on United States' soil must conform to United States' laws, and so is going on with the suit.

The troublesome flame has been further fanned by the straight statements of the Brazilian ambassador at Washington who is indignant that the United States should meddle in Brazilian affairs, and it looks as if strained relations between the two countries would ensue. Particularly would this be the case if the suit is pushed to a conclusion.

In the meantime Canadians interested, will look on and wonder how long coffee is going to continue its aeroplane flights.

EDITORIAL NOTES.

The man with the gift of acquiring knowledge will sell more goods than the man with the mere gift of gab.

* * *

Happy is the man who can take a day off now and again and attend a picnic.

* * *

During the past week representatives of The Canadian Grocer attended three picnics at which, it is estimated, over 20,000 people were present.

* * *

The coffee valorization suit has turned out to be a complex affair. In a few years' time it may be proceeded with.

* * *

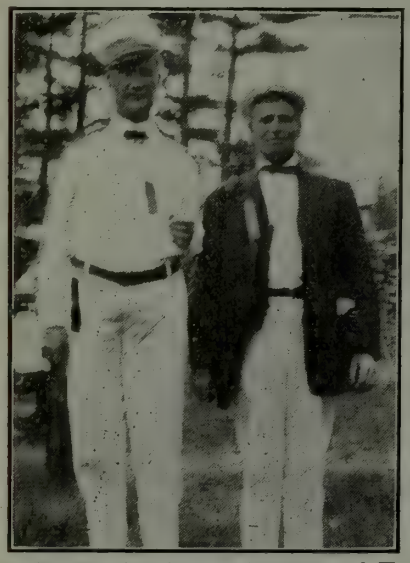
The biggest day of all the year has come and gone for the Hamilton and Toronto retail grocers. Montreal, Winnipeg and Vancouver, next!

Drummers Enjoy Night and Day of Fun

Snack Club Convenes Once Again at Georgetown in Best Outing of the Twenty —Sleep Forgotten and Fun and Frolic Abound— Concert, Calithumpian Parade, Ball Games and Races Included in the Big Show—New Officers Elected.

Staff Correspondence.

Georgetown, Ont., July 25.—There are times in the life of every man when he doesn't care. Where he sleeps or whether he sleeps at all or not, is of no consequence. The foregoing of a meal seems like an everyday occurrence for aught an onlooker could determine. He



Past President Geo. Smye, of Hamilton, and Wm. Meen, of Toronto, his successor.

simply doesn't care whether sleep or beds were ever invented.

Everyone has heard tell of the Drummers' Snack Club. It was born at Alton just twenty years ago. In another year it becomes of age. Some days prior to the great annual midsummer outing of this body the members of the Snack begin to get wound up. It's all done by inborn enthusiasm. From the moment a drummer sets foot on Georgetown soil the process of winding up rushes to a culmination. A room may be engaged for the night but no head may indent the pillow, at least not until the sun begins to rise up from the underground. He simply doesn't care whether school keeps or not. Fun, he has come for and fun he wants. The mummy sleeps, and the mummy "aint" had no fun for 10,000 years.

A Good Reception.

The crowd arrived on Friday evening 'mid the beating of drums and the blowing of bugles. It was a triumphant entry and the town was captured without much ado. Banners, colored lights, and Chinese lanterns blazed forth a welcome and everybody from the Georgetown small boy to the octogenarian joined in the initial bow.

The curtain raiser to the great show, as usual, was the concert in the park on Friday evening. Music and drama critics in attendance declared it a No. 1 performance. And so it was. Chief Geo. Smye must have been proud of his subjects. In spite of the fact that the air was chilly some 1,600 people sat or stood the concert out with only the canopy of the blue sky above. Stars shone both above and on the stage and melody was wafted out among the trees to the ears of the gatekeepers and citizens of Georgetown.

Colonel Stoneman's Minstrels.

There was a minstrel show put on by the Hamilton drummers to begin the programme, after the Georgetown band had played an overture. Under the leadership of Colonel Stoneman and including the services of such talented artists as Charley Smye, Billy Dore, C. E. Wilson, W. H. Pringle, Harry Eckstein, B. G. Sullivan, Jas. Sinnott and Jas. Mundie, what else could it be but a success? The joke and end men were in fine form and despite the fact that it is said there is nothing new under the sun, they passed out a few that beat the comic paper book-worms. For instance read this: An old darkey was asked how he secured names for his twelve youngsters. He said he was a Bible reada,' and had given them all Bible names such as Hezekiah, Noah, etc., and the twelfth he called Judas Iscariot.

"Judas Iscariot! That's an awful name to give a boy," replied the Colonel, "how in the world did you come to give him such a name."

"Well you see Kunell, I reads m'Bible and it says the'r as it would have been fa' bette' for Judas Iscariot if he'd neve' been bo'n."

Space does not permit going deeply into the merits of the entire show but those interested may be able to digest the various numbers in the next issues of the New York theatre magazines. But the "Charge of the Light Brigade" must not be overlooked. It isn't every day one hears it set forth as it was by Col. John Stoneman. His portrayal of the memorable event was as near as one, other than a soldier, would care to be at such a charge.

Among the visiting talent was Margaret Park Wilson, contralto; E. Jules Brazil, piano monologue artist; Harry M. Bennett, humorist, and a Toronto male quartette. It was assuredly a high class concert. Earnest G. Bowles, of Toronto, and Mrs. B. G. Sullivan, Hamilton, played the accompaniments. Richard Woodcroft, Hamilton, was the musical instructor in the minstrel show.

It was close on the hour of midnight when the fireworks display was shown and as usual it was a brilliant close to a successful evening.

Sleep Forsook Many.

Despite the late hour when events settled down to normal, everyone was on deck early in the morning when the roll was called. Some found a resting place in easy chairs; others might have been seen on Frank Barber's camp stretchers, and slept as soundly on them for an hour or two as they would on the downy couches of the King's palace. One or two individuals slept in the bank within arm's reach of the safe door and dreamed of being within easy reach of riches. But the wiser heads didn't go to bed at all lest some of the fun should slip through their fingers. Their cups were running over with joy and why should they?

The New Officers.

The big events of the morning were the annual meeting and the Toronto-Hamilton ball game. President Geo. Smye was in the chair at the former and the business was gone over with as much precision as possible. The election of officers resulted as follows:

President.—Wm. Meen, Toronto.
Vice-Pres.—Chas. Syme, Hamilton.
Hamilton Secretary.—Russel Smith.

Who says England and Germany are not good friends? This is Col. Jno. Stoneman and John Wildfong, at the great picnic.

Toronto Secretary.—Geo. Campbell.
Home Secretary.—J. A. Willoughby.
Gen. Sec.—Treas.—P. McIntosh.
Hamilton Executive.—Harry Eckstein, P. Somerville, W. J. Dore, Chas. Wilson, J. Sinnott, W. J. Ballantine.
Toronto Executive. — Chas. Silver, Wm. Mill, C. A. E. Colwell, Sol. Walters, Walter Madill, Wm. Shaver.
Executive-at-Large. — Hugh Rennie and J. D. Abraham, London; Geo. Griffith, Milton; O. Wilder and Bert Groskurth, Orangeville; W. J. Moody, Berlin.

AT THE SNACK OUTING.

Those who know will recognize in this picture the following drummers:—Col. Jno. Stoneman, Jno. Garvey & Co., London; Charles Smye, Balfour-Smye & Co., Hamilton; S. J. Wyllie and J. L. Aitken, Davidson & Hay, Toronto; C. E. Wilson and G. Mince, Lumsden Bros., Hamilton; G. A. Griffith, R. Simpson Co., Hamilton; H. D. Elliott, T. Kinnear & Co., Toronto; E. O. Zimmerman, F. F. Dalley & Co., Hamilton, and Sol Walters, with the Macdonald Tobacco Co.

Auditors.—W. G. Reid, Robt. Algie.

The following committee was appointed to consider advisability of having the Snack Club incorporated:—J. H. Wildfong, Walter Madill, M. Malone, P. Somerville and P. McIntosh; the latter to be chairman.

Ball Game Cut Short.

The baseball game between Hamilton and Toronto devolved into a pitching duel between S. J. Wyllie and Bob Asher. It would not look well to tell all about the support these mound artists received. However, after Toronto's third baseman, a la Fitzpatrick, split his finger and Sol Waters came to the rescue there was a marked improvement in support from the acre of sward about that third sack. No ball could get past. It was two o'clock, Orillia time, when the third innings had been concluded with Hamilton 10 and Toronto 8. Here to the disgust of the fans who hadn't had the privilege of seeing a good game since a year ago, time was called to allow the players to get a snack and jump into the Calithumpian parade.

One Grand Parade.

To use the language of the street gamin, this was "some" procession. It might be compared to the promenade at a masked ball but for the introduction of automobiles and other horseless carriages. John Wildfong, in elaborate Chinese court costume, with an Indian princess at his side, led off that grand procession. The English language really lacks sufficient superlative adjectives to describe its magnificence.

But all things have an end, and the end of this parade was an automatic transportation vehicle with the cart before the horse in reality.

The Afternoon Games.

But we must pass on. The scene changes to the ringside where the indoor-outdoor ball game proceeds; where the baby show is held; where the races are run and prizes are distributed.

Sol. Walters captains an indoor baseball team which is overthrown in the first session by that of Russel Smith. Sol directs the proceedings from the initial sack—and he covers that sack comfortably—but all to no purpose. He meets his Waterloo; but he is philosophic and before the umpire has time to declare the score he is in the ringside looking for other worlds to conquer.

The broom ball game between the six married and single ladies reminded one of the Regina cyclone. The Gladiators met on the dusty race track in front of the grand stand and it doesn't require any elastic imagination to realize the result.

Easy for Married Men.

A man with a family has always the biggest chance of winning an early call race. He has had some experience. And so it happened here. Michael Malone came home with the bacon. But Michael after coming through two-thirds of the boxing-in barrel contest all covered with glory, succumbed to Billy Dore in the final heat.

Col. John Stoneman directed the movements of the field from the judges' stand. George Smye handled the megaphone as long as his voice lasted when this duty was concluded by Frank Barber. C. A. E. Colwell was clerk of the course, and the judges were Sol Walters, Capt. W. G. Reid, R. Archer, R. A. Somerville, W. J. Mills and R. Rennie.

NOTES ON THE DAY.

The Boy Scouts of Georgetown for their assistance were presented with bugle cords for their bugle band.

Sol Walters was the heaviest man in the ball game. This does not refer to his capacity as a batter.

"How do you sells eggs?" the 20th century grocery clerk was asked. "Just as quickly as possible," was the reply. (From sparks from the minstrel show.)

Geo. Campbell probably handled a bigger variety of groceries, dry goods, cut glass, etc., in giving out the prizes than he ever will again.

A prominent banner expressed the wish of everyone present. It read:—

"Backward, turn backward, oh time in thy flight,
And make me a boy again just for to-night."

Mike Malone is certainly the real white hope. The way he disposed of his opponents in the barrel boxing contest was enough to make Jack Johnson turn white.

The ball game had all the ear marks of a big league contest. One of the players split his finger.

From a distance the broom ball match looked like a repetition of the Regina cyclone. When the dust had settled they counted all the players to see if any had been covered up during the fray.

Another scorcher of the minstrels that got Colonel Stoneman:—"If pig is pork and cow is beef, is Mutt'en Jeff?"

W. J. Ballantine's suggestion to provide caps for the drummers next year was accepted without a dissenting voice.

Jack Wildfong's son arrived too late to enter the baby show. Jack was greatly disappointed.

Although Mike Malone reached the turning post first in the "early call" race, he galloped home in front with his boots laced perfectly.

H. L. Wallace gives a fireless cooker to the drummer selling the most buttons next year. Some wife will have a lucky husband.

"Remove the key" puzzles, distributed by J. W. Powell are about as difficult to solve as the problem of finding the keyhole sometimes proves to be.

Ode to "Passing of the Cyclone Cellar:—

The cyclone cellar is now no more,
The Snack Club boys have closed the door;
But do not weep, my dear Malone
They still have left the ice cream cone.

There was a great commotion from the grand stand when "Bay" Hill and his partner won the pick-a-back race. They ran right out and turned around and ran right home again.

You could hear this sad refrain floating over Georgetown as the trains pulled out Saturday evening:—

When we came last night
We were wound up tight,
As we leave this town
We are all run down.

Must Be Concentration in Advertising

The Writer of Good Advertisements First Makes a Study of Subject Before Attempting to Teach it to the Public—Better to Feature One Line at a Time or Associated Lines—Tea Advertisement Used as Illustration.

*By Henry Johnson, Jr.

One grocer asks: "In advertising does it help more to advertise one or two articles at a time, or many?" And the answer is: Advertise one thing at a time; or at most, a few things from kindred lines.

It is all right to list several Spices in a special ad. devoted to your Pepper, because the general line of spices is harmonious with and kindred to Pepper; but do not quote pepper and Kerosene in the same ad, for these are so diametrically opposed to each other, and the impressions and thoughts created by the mention of either are so dissimilar and so widely dissociated, that the mention of either will detract from anything you might say in favor of the other.

May Use Associated Lines.

It is good business to fill your window with a display of what are called household goods—washtubs, wringers, clothes lines, brushes, dusters, mops; also to add, even soaps, though it were still better if you like, bath brick, soap-powder, and to confine your display to the lines listed before bath brick, reserving all those scouring materials, soaps, etc., for a later display.

I have failed to make any impression on you if I have not successfully indicated to you that advertising is a big, serious, deeply educational undertaking; and that it is educational to **you**, through the teaching and to your **readers** through the learning from what you teach. This is most certainly so.

Must be Systematic.

Then, inasmuch as you would not seriously set about teaching anything without carefully studying the subject and mapping out a definite course to be followed, you must follow something like that system in your advertising, to get the proper results. The first thing, then, that you would do if you were going to teach something else, would be to subdivide it into captions, departments, or, if you please, chapters; teaching a division at a time, so that your pupil might absorb the subject bit by bit, digesting your teachings progressively. And that is just the way with advertising.

Subdivide. Take one or two things at a time. Write out all you know about those things, going into the fullest detail. Then prune what you have written, cutting out every word that can be spared without obscuring the sense of what you want to tell. Then you may find that you have so much solid information that you will have to use three, four or five ads to say it all; and this is right—for the public is not like the class of the ordinary teacher, but has lots of things to think about. The class may be held down to concentrate on an entire section; but your public cannot be held except as you interest it, and your chance of getting that interest is vastly increased if you make your lessons short, pithy, interesting, and of such obvious value that further lessons will be followed with increasing interest.

Teaching Should be Thorough.

For instance, take Blank Brand Ceylon Tea. Here is what you may write the first time:

"This Tea is grown on the peninsula of India and the Isthmus of Ceylon, all climatically the same. The genus of the plant is identical and curing methods do not vary throughout the entire territory. It is all machine cured, hence hygienically handled—a great advantage over the usual Asiatic growths. The finer grades of all growths are made from the smaller, more delicate leaves, with a sprinkling of the little, delicate buds. But a still greater influence comes from the altitude at which the plants are grown; the higher altitudes producing much the finer-flavored teas. Hence no teas can be judged by the eye; for a tea composed of large, coarse leaves, which is the product of high altitudes, is finer in flavor than the prettiest, most dainty-looking tea from the lower lands along the coast. Cup quality is the only true test; and experts of long experience the only reliable judges of true quality."

The Story Subdivided.

Obviously, you cannot put all that into any ad unless you are printing a booklet or price-list on teas. So you had better figure to run a series of tea ads about like this:

1. Blank's true Indian and Ceylon Tea is what you will like. Cured hygienically by machinery—no handling. Delicate flavor; but pungent, hence economical. Try at our risk; 70 cents a pound.

2. Blank's India-Ceylon Tea is not only true to name, but grown in highest altitudes where delicacy of flavor is developed. You'll like it—or "money back." 70c a pound—economical because extra strong.

3. All Teas from high altitudes are good—providing they are properly cured; but the more delicate leaves are best. Blank's India-Ceylon is such tea. You will say you never tasted such delicacy. Saving, too, because full-flavored and really cheap at 70c a pound.

4. Experts select Blank's India-Ceylon Tea and it costs us enough to warrant its unusual cup-quality. You take no risk—money back if it does not suit, and no charge for what you may have tried. 70c pound.

And thus you can go on, developing the subject, step by step. It all leads to education both of yourself and your customers, to the great advantage of all concerned. Soon you will have a reputation for fine teas—providing always that you are honest enough to really deserve the reputation, and if you are the right kind of a grocer, you will deserve it. Otherwise, as you surely know, you cannot deserve much of any success whether you advertise or not. Which is perhaps about the most valuable lesson of all.

Use Cards in the Window.

If the advertising to which you refer is window-dressing, then these directions will all be changed so far as your written "dope" is concerned; for here you can make up signs carrying the utmost detail, conveying all the information you like about the articles on display. Only here you will best subdivide your signs into a number of short, suggestive bits of information, each about one particular point concerning the character, or treatment, or growth, and curing of the article, so the reader will not be discouraged by the apparent length of any one sign, but will be led to read first one, then another, and thus absorb your entire message unconsciously.

Verily, this matter of advertising is the most exhaustive of all the special studies we must make to properly develop our business to its full possibilities.

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

A. J. Waddell, who has been manager of the MacPherson Fruit Co., at Brandon, Man., for past ten years, has been appointed manager of the Saskatoon branch.

Summer Advertising That Gets Results

Value of Giving Hot Weather Holiday Hints Through Columns of Newspaper—An Ad. That Brought Splendid Results to a Vancouver Dealer—The Use of Rules.

Everyone has heard the reason why the hen's egg is more popular than the duck's. When the hen surrenders her egg she cackles over the feat. She announces it to all within hearing distance But when the duck sets down her blue shelled burden, she simply waddles off as if nothing momentous had happened. In other words the hen advertises and the duck doesn't.

The moral from this little illustration from the bird-world is that the man who has something to sell, must announce the fact to prospective purchasers if he wishes to dispose of it quickly. He must advertise in some form or other. It is an impossibility to sell an article unless someone else knows you have it or are likely to have it.

Hot Weather Hints

E. C. Matthews

257 Parliament Street

A timely ad., with a good heading. Reduced from double column.

To the folks who are prospective buyers, but who do not visit the stores frequently, the best means of advertising in the average town or city is the daily and weekly newspaper. That it pays the advertiser is beyond contradiction, if—notice the if—the dealer uses good, sound judgment and common sense in his advertising.

Right Copy Gets Business.

In a letter received by The Grocer the other day containing copy of an advertisement the dealer wrote: "This ad. certainly got us business to-day. Kindly return it for our file."

This is but one of many expressions of the value of newspaper publicity. The great reason why some dealers do not get returns is because of the nature of their copy and its setting.

As with dry goods and hardware, grocery advertising must be seasonable to attract the greatest attention. Advertising window screens or ice cream freezers in mid-winer is waste of money. The same applies to summer drinks. But reverse the order and give them publicity in the hot season, good results can be obtained with the proper copy.

The ad. of E. C. Matthews, Toronto, reproduced on this page exemplifies timely advertising. Nothing is required more just now than "Hot Weather Hints." The ad. includes references to such goods as pork and beans, sardines, canned herring and finnan haddie, jelly powder, lemonade and orangeade, etc., catsup, Worcester sauce, coffee essence, maple butter and a recipe for iced tea.

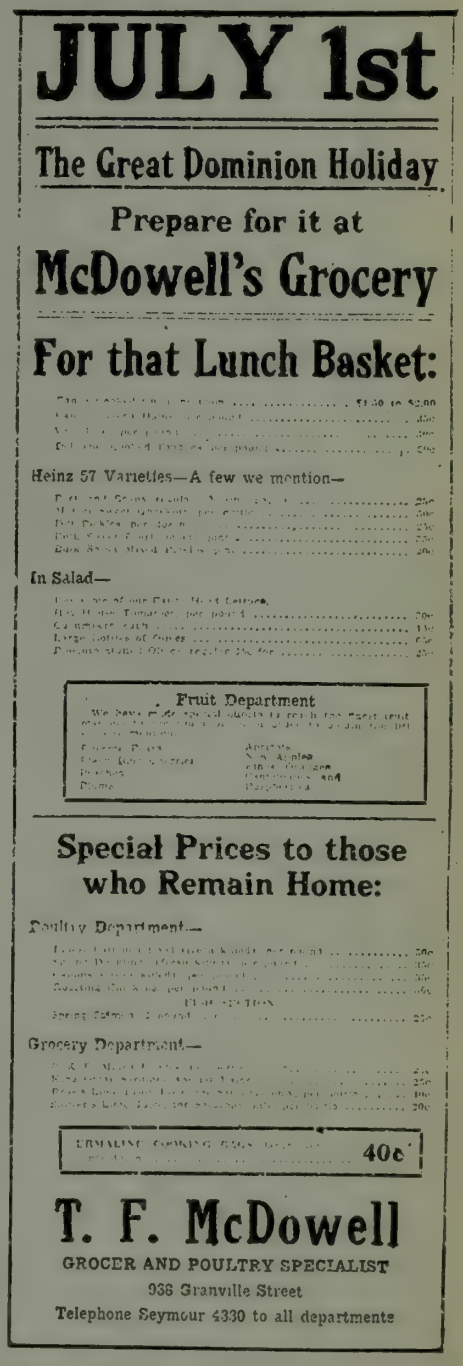
The heading of this advertisement could not well be improved on for appropriateness. Criticism, however, might be made of the way it was set up by the printer. Had smaller type been used it could have all been set in one line so that the sub-head, "just the goods you need for the hot weather—and save fuel," would have had more room. White space is always a good feature about any ad., but it should be properly used. In this case it is not. In an ad. where prices are quoted, the usual custom is to have them in a blacker type than name of article. This makes them stand out prominently and leads a reader to the belief that the dealer is not afraid of his prices being too high for the quality of the goods. The recipe is a splendid feature of the ad. It should insure it being clipped out by some housewife and saved for reference.

Good Dominion Day Ad.

It was T. F. McDowell, one of Vancouver's modern merchants, who is quoted above as getting good business from the ad. enclosed. It is herewith reproduced in diminished size. The heading is certainly sufficiently attractive to catch the attention of readers. They are asked to prepare for Dominion Day at McDowell's grocery. A number of timely suggestions follow for the lunch basket, such as cooked chicken (Mr. McDowell makes a specialty of poultry the year round), cooked ham veal loaf, cooked and tongue, pickles, vegetables for salads and fruits. Few better lines could be suggested, and no wonder the advertisement brought results when hundreds of people were figuring out what that lunch basket should include.

The last half of the ad. talks to those who "remain at home" on the holiday and includes suggestions in poultry, fish, pickles, sardines, lime juice and cooking bags. This ad. includes lines that naturally will be asked for once the consumer has his or her attention called to them.

It might be stated in criticism that rules are fast disappearing from all kinds of advertising. If the rules were


JULY 1st

The Great Dominion Holiday

Prepare for it at

McDowell's Grocery

For that Lunch Basket:

Heinz 57 Varieties—A few we mention—

In Salad—

Fruit Department

Special Prices to those who Remain Home:

Poultry Department—

Grocery Department—

40c

T. F. McDowell

GROCER AND POULTRY SPECIALIST

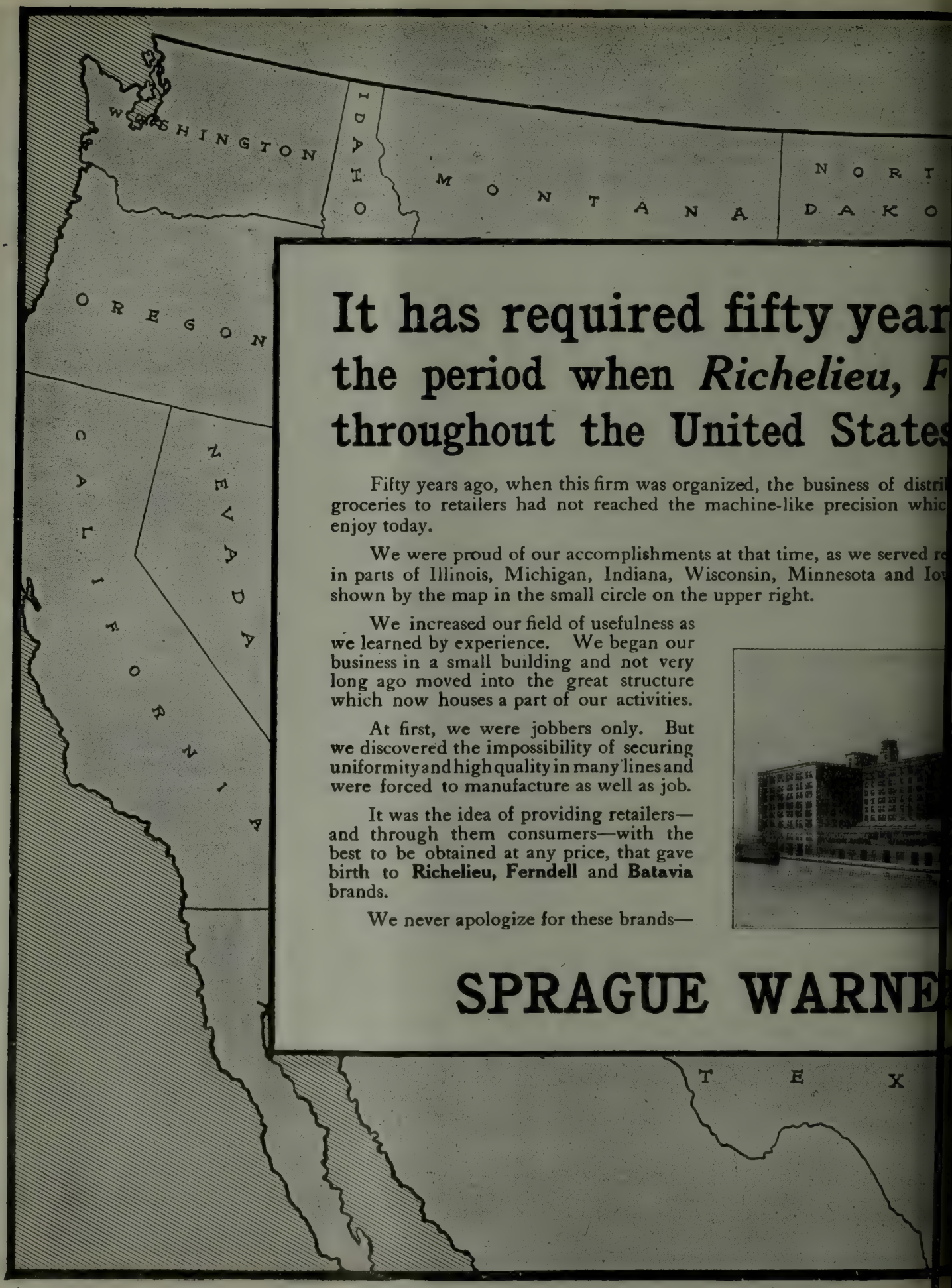
936 Granville Street

Telephone Seymour 4330 to all departments

Ad. used by Vancouver dealer which brought good results. Reduced from double column space.

omitted from beneath the first three lines the appearance of the ad. would have been improved. They serve no purpose and are therefore not required.

Mr. McDowell is a consistent advertiser because he writes ads. that get results. Anybody else can do the same.



It has required fifty year
the period when *Richelieu, F*
throughout the United State

Fifty years ago, when this firm was organized, the business of distri groceries to retailers had not reached the machine-like precision whic enjoy today.

We were proud of our accomplishments at that time, as we served re in parts of Illinois, Michigan, Indiana, Wisconsin, Minnesota and Io shown by the map in the small circle on the upper right.

We increased our field of usefulness as we learned by experience. We began our business in a small building and not very long ago moved into the great structure which now houses a part of our activities.

At first, we were jobbers only. But we discovered the impossibility of securing uniformity and high quality in many lines and were forced to manufacture as well as job.

It was the idea of providing retailers—and through them consumers—with the best to be obtained at any price, that gave birth to **Richelieu, Ferndell** and **Batavia** brands.

We never apologize for these brands—

SPRAGUE WARNE

ınremitting effort to reach
ll and *Batavia* brands are sold
in the rest of North America

y need no apology. Their standard is constantly maintained and the grocer
o is asked to supply "the best" unhesitatingly recommends one of these noted
nds.

The constant striving to provide better goods and to give grocers the very service, is the reason we have reached our semi-centennial.

But—the growth of the Sprague Warner & Company business means nothing to you unless you are able, *now*, to secure from that firm, merchandise so good that it gains and holds trade for you—merchandise priced in such a way that you can sell it profitably.

All over the United States—in Canada, Mexico and other parts of North America—wherever there's a group of civilized families that know and want the best, there you'll find a knowledge of **Richelieu, Ferndell** or **Batavia** brands.

If you will thoroughly acquaint yourself with these brands, you'll probably handle them. We shall be glad to have the opportunity to convince you.

COMPANY, Chicago

Current News of the Week

Quebec and Maritime Provinces.

Joseph McClure, grocer, St. Stephen, N. B., died recently.

Beaudry & Frere, grocers, St. Hyacinthe, Que., have registered.

W.R. Spooner, Halifax Cold Storage Co., Montreal, was in Ottawa this week.

Edwards & Saunders, grocers, Sherbrooke, Que., are succeeded by Farr & Lathrop.

G. E. Harbach, of the Bon Ami Co., New York, has been calling on the Montreal trade this week.

The American Pure Food Co., Montreal, are now doing business under title of Quinquinol Stock Food Co.

R. O. Grothe, cigar manufacturer, Montreal, has just returned from Western Canada, where he was business bent.

J. M. Fortier, tobacco and cigar manufacturer, Montreal, is erecting a new factory at Farnham. He gives as his chief reason difficulty in obtaining labor in Montreal, owing to the passing of the Alien Labor Act.

A new use for computing scales—weighing flies. The Montreal Star is promoting a "Swat the Fly" Contest, and in order to facilitate counting, are weighing each batch of dead flies brought to their office, so many victims being equivalent to a pound.

Ontario.

T. J. Kelly, grocer, Toronto, has sold to W. G. Bagley.

Jno. W. Scott, grocer, Sandwich, Ont., has sold his business.

Wm. Rankin, general merchant, Bessemer, Ont., has sold to B. E. Harris.

J. M. Steel, general merchant, Clarksburg, Ont., has sold to W. J. Clalk.

Wm. Aldecorne, general merchant, Priceville, Ont., has sold to Hugh McKechnie.

C. W. Barnes, manager of the Eze Manufacturing Co., Toronto, is on a holiday at Muskoka.

The grocers of West Toronto held an excursion and picnic to Berlin on Wednesday, July 24.

F. W. Hudson, of Canada Brokerage Co., Toronto, is on a two weeks' holiday at Gananoque, Ont.

W. P. Eby, of Eby, Blain & Co., Toronto, is on a two weeks' holiday at Shanty Bay, Lake Simcoe.

Thos. Kinnear, of T. Kinnear & Co., Toronto, is on a month's holidays, at Kennebuck Beach, Maine.

B. Bond, buyer for Medland Bros., Toronto, with his family, is holidaying at Bond Lake, near Aurora, Ont.

Wm. Ince, of Perkin, Ince & Co., Toronto, is at present touring Europe. He will not return until end of August.

C. F. Richardson, accountant at H. P. Eckardt & Co., Toronto, is spending his holidays at Lake of Bays, Muskoka.

H. B. Clemes, manager of Front Street branch of Gunns, Ltd., Toronto, has returned from a two week holiday at Lake Scugog.

Wm. H. Despard, of White & Co., wholesale fruit dealers, Toronto, is holidaying at his home in Picton, and will later take a trip to Quebec.

The Toronto Branch of the Retail Merchants' Association, held their picnic to Niagara Falls, via Niagara Navigation Co., on Wednesday, July 24.

W. B. Stringer, fruit broker, Toronto, is combining business and pleasure in a two month trip to Europe. He will make a special visit to Italy and Spain.

C. Edgar, has been making collections in Western Provinces for some of our trade and technical papers and magazines but has not made any remittance to us.

Subscribers are requested not to make any payment to him and if he makes any attempt to make collections, we would appreciate it if our subscribers would promptly telegraph us at our expense so that we can get in touch with him at once.

MACLEAN PUBLISHING CO., LTD.

Among the retailers in Toronto during past week were Thos. Hill, of Hill & Williamson, Pontypool, Ont.; John Appleyard, Milton Heights; R. A. Bunting, Pickering.

The Wm. Davies Co.'s retail stores employes of Toronto held their 16th annual picinc to Victoria Park, Niagara Falls, on Wednesday, July 17th. A list of sports were run off during the afternoon and a musical programme held on the return boat.

The directors of The Superior Match Co., which is contemplating establishing in Owen Sound, Ont., are the following: H. Polman Evans, President of the Union Life and Home Life Assurance Companies.; G. Muntz, General Manager Imperial Loan Co.; J. Walter Curry, ex-Crown Attorney of Toronto, and Hugh C. MacDonald.

The Medical Health officer of Toronto has intimated that bakeries in that city may be licensed so as to put them under proper inspection. He maintains that bread after it has been baked should be wrapped to prevent germs settling on it. The same officer is now on the trail of vendors of orangeade, etc., who supply only one drinking cup for everybody.

Western Canada.

Central Grocers, Brandon, Man., are succeeded by E. M. Neil.

E. H. Mills & Co., grocers, Vancouver, B. C., have sold to J. Kavanah & King.

Morris & Henderson, grocers, Vancouver, B. C., are succeeded by H. T. Henderson.

J. F. Cairns, retail dealer, of Saskatoon, Sask., who sustained loss from fire some time ago, has matters adjusted, and has again opened for business. Mr. Cairns expects to occupy his new five-storey building about Oct. 1.

Revillion Bros., wholesale merchants, of Edmonton, Alta., have had plans prepared for a warehouse, costing $250,000. The structure of steel, concrete, pressed brick, and cut stone, will be six storeys in height. This firm was recently re-incorporated, with a capitalization of $1,000,000. It deals in groceries, hardware, dry goods and furs.

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CREDIT MEN'S ORGANIZATION.

Toronto, July 25.—(Special)—At a meeting of the Ontario Credit Men's Association at McConkey's, Toronto, on Tuesday evening, Henry Detchon, of Winnipeg, general manager of the association, outlined the work of that organization since its inception. There are now offices in Winnipeg, Toronto, Calgary and Regina, and branches will be opened at Montreal and St. John, N. B., on Aug. 1.

Montreal starts off with a membership of 104, and will have a resident secretary.

H. Douglas Eby, of Eby-Blain, Limited, presided at the meeting.

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LETTER BOX.

Editor Canadian Grocer.—Kindly let us know who handles or makes vinegar pumps.

GEORGE R. ASHWELL & SON,
Chilliwack, B. C.

Editor's Note.—The Enterprise Manufacturing Co., Philadelphia, Pa., manufacture a self-measuring pump for vinegar.

Market Rising in Jams and Preserves

Both English and Canadian Brands Higher Than Year Ago—Prices Expected Soon on New Peas—Sugar Market a Little Weaker—Firm Situation in Most Spices—Salmon Expected to be High.

QUEBEC MARKETS.

POINTERS—

Sugar.—Steady.

Valencia Raisins—Down.

Tea.—Firm.

Canned Strawberries.—Advanced.

Montreal, July 25.—Midsummer trade is good and country orders are better than expected at this time of year as farmers are busy in the field. Collections are also reported better and wholesalers have not had to give as much time for the past month as in the earlier part of the year.

Canned strawberries have advanced to $2.40, which is rather startling news as the opening prices have only been announced at $2.15. The shortage in crop has no doubt brought about this 25-cent. increase.

As reported earlier in season the crop of new maple syrup was disappointing and prices are now advancing. Price lists showing the amount of advance will soon be circulated.

SUGAR.—The present firmness in raw market is due literally to speculation in London, and the sudden advance of two shillings followed by a reaction of one shilling shows just what speculation will do. The pretence for the rise was that a few more days of drought might cause damage to the growing European beet crop.

On the average the crop looks good and there is no cause for any alarm. The business passing locally is large and prices are steady.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES...Molasses trade is satisfactory for the season and is still remaining among the few cheap foodstuffs. It was estimated some time ago that the production of Barbados for this season would fall considerably behind last year's but it now happens that it is a couple of thousand puncheons ahead which will probably kill any possibility of immediate high prices.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — Nothing of unusual interest has developed lately but it is reported that some Oregon prunes are offering for October shipment from the coast at prices above those asked initially last year.

Apricots are still dull there being little activity owing to fact that it is generally agreed that bulk of the crop has been contracted for.

Currants are firmer in the primary market but there is no change in price. The latest advice from Europe states that weather continues fine but is rather too hot for the proper development of the grapes. It is believed that unless the country is favored with some rain the size of the crop will not even reach that of last year, which amounted to over 21,000 tons. The vines, however, are in a forward state and a good quality is anticpated.

Dates are in better demand, there being an unusual call for carton packed goods.

The market in Greece continues strong and it is estimated that old crop currants will be used up just about time that new fruit is moved out. The output has been estimated at not over last year's as some damage was done recently by storms. The local market is more active than usual and a fair business is passing.

It will be noticed that Valencia raisins have gone down owing to accumulation of stocks, the drop being an appreciable amount.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 11
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¾
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEA.—Tea market is steady and the trade at present are buying for needs mostly.

Reports from London relative to qualities of teas offering are not favorable to Ceylon varieties—"the quality has shown a further decline and it would appear as though during the next month or two there will be a good deal of the less desirable sorts on offer." New crop Indian teas, though there is not a large amount offered so far, have sold at high prices. The quality is good, the leaf being carefully made so that the liquor shows more color than is usual in new season's Indian teas. Good Indian teas are in strong demand.

Considerable interest is also shown in Japans. which as previously reported are of a good quality.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Trade seems to be getting back to the hand-to-mouth order again, there being little interest shown. It is claimed that the high price of coffee at present has given a good opening to producers of "fillers" and a large amount of business is reported as passing in the substitutes.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES. — Spices rule firm, the demand for all lines being good. Peppers continue firm and are likely to advance while nutmegs and cloves are also considerably stronger. It looks as if we may look for firmness all along in this market, with higher prices for some time.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35

Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—News from the East brings no word of a drop in prices, the same high price prevailing. It seems that dealers are not carrying big stocks owing to high prices and that distributors are waiting for the new crop. Cheaper grades of Japans and Honduras are scarce.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

NUTS.—There is a marked improvement in the demand at present for various lines though things cannot be called any too bright. Brazils are firming up while filberts are coming more into limelight. Peanuts are also being asked for by manufacturers.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Jams.—Higher this year.

Strawberries.—Held at Premium.

White Pepper.—Firm.

Toronto, July 25.—Travelers for Ontario wholesale grocery houses are this week and next enjoying a well earned holiday. However, business is fair for season, a good volume of orders coming in by mail and telephone. General lines are in demand, picnic and summer goods coming in for steady call.

Movement of sugar is reported rather disappointing by some jobbers, reason assigned being that amount of fruits available for preserving purposes is relatively small. Stocks of sugar are acknowledged to be low.

Canned strawberries are held at a premium by some houses. Strawberry jam, both English and Canadian pack is higher this year than last.

SUGAR.—Sugar as far as quotations on refined are concerned has shown no change. The two shilling flurry in beet raws reported last week was followed by a reaction of about half that amount. Speculation was cause of advance, pretence for rise being that a few days of the dry weather noticed might possibly be continued until damage to crop became noticeable. There are various opinions expressed but confidence is not strong in the continuation of manipulation of markets for any length of time.

"There are different opinions," said one sugar man this week, "but I believe that while market may hold steady temporarily that there is easiness ahead."

Last year at this date sugar was $5.05 per cwt.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUP AND MOLASSES. — There are no changes in prices of either lines. Trade is reported normal for season. Production of maple syrup was not large this year and price of pure article is firm.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS.—There are no outstanding features to spot dried fruit trade. As usual at this time trade is quiet.

Interest is being directed to this year's goods. While it is a little early for accurate predictions on Valencia raisin crop, late reports have not been very reassuring. California raisins are ruling fairly steady. Quotations were slightly easier on future prunes at cost although growers in some sections continued firm holders at values above parity of present quotations.

Prunes—		
30 to 40, in 25-lb. boxes	0 12¼	0 13½
40 to 50, in 25-lb. boxes	0 11¼	0 12½
50 to 60, in 25-lb. boxes	0 11	0 11½
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes	....	0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09

Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Figs, 2 to 2½ inches, per lb.	0 09	0 13
Bag figs	0 06	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is no material change in local situation in tea. London reports that quantities coming forward still continue to increase upon those of last year, the excess sent from Colombo to London having fully realized the estimate of 1,500,000 lbs., while a further increase of 2,750,000 lbs., is estimated for July. "With regards to future," says one report from London, "indications are that market will be firm for all good liquoring descriptions and producers of both Ceylon and Indian teas of character and flavor may look forward to a good average in prices."

COFFEE.—There is no change in local quotations on coffee but market continues steady. Trade is reported as normal. "We are not anxious for business and are getting a good deal more than we want," was the statement of one coffee man this week.

"Situation is getting no better. In fact it is getting worse. We cannot increase our price in accordance with increase we have to pay, so that we are making no money out of coffee."

It was asserted by one dealer that there was considerable unfair competition in branded coffees by manufacturers who refused to raise prices, maintaining old quotations by reducing quality. This was unfair to those firms who maintained quality as before.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Pickling spices are moving well in anticipation of pickling season. There is general steadiness present. This is perhaps most marked in white pepper, and cloves. One local dealer who has been holding white pepper at 26 to 29 is advancing it to 28 to 30 cents. He quotes nutmegs at 25 to 30 cents. Some fancy grades bring higer prices as for instance 60's sell at 45 cents per pound. Cream tartar market is steady while celery seed still holds at its record price.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIACO.—Rice being a good summer food has been finding a ready sale and advance in prices has apparently had little effect on checking consumption. Market continues steady. Although market in East is reported easier, it is pointed out by one jobber that prices here have not been increasing in same ratio as those at primary points.

		Per lb.
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—One firm reports that Hungarian beans have moved out quite well. They quote them at $2.60. They quote Canadian 1-lb. picklers at $3.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

NUTS.—There is no change in spot nuts. Trade is quiet. Reports on new crop filberts from Sicily are not encouraging.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

CANNED GOODS.

TORONTO.— No further prices have been named on canned goods but those on early lines should soon be forthcoming. Strawberries which opened at $2.15, and on which delivery is only 60 per cent. are being held at a slight discount by some firms. One jobber quotes $2.25, pointing out small pack and fact that they have come on a bare market.

Prices that have been issued on jams this year are higher than last year. This is the case in both Canadian and English jams and particularly of strawberry, pack of which is small in both countries. For instance one English firm is delivering only 50 per cent. at 6 cents per dozen higher for 1's and 25c. dozen higher for 4's.

Canadian jams are also generally higher, one firm quoting strawberry in 1's at $2.30. In preserved fruits, one Ontario canner quotes strawberries at $3.60 as against $3.25 last year and raspberries at $3 as compared with $2.85 last year, while cherries are about the same.

New peas are on market and prices are expected soon. California asparagus pack has been completed and prices are slightly lower than last year. "They are lowest in eight years," said one jobber, "and tips that we charged $3 for last year, we are now selling at $2.40." Another dealer stated that brand he sold was only about 5 cents per dozen lower.

Salmon prices are expected by end of month but so far there has been little information forthcoming as to run or pack. However, this is a lean year and pack is not expected to be large and general opinion along the street is that prices will be above last year's opening figure, which were themselves exceedingly high. One dealer thought pinks might rule about the same.

There is a temporary scarcity in pint catsup reported by a number of jobbers.

MANITOBA MARKETS.

POINTERS—

Corn Syrup — Declines 5 to 10c per case

Sugar.—Firmer.

Jams.—New season's coming in.

Winnipeg, July 24.—A great number of retail merchants from country points have been visitors to city during exhibition, and it is admitted that the aggregate of business done since the fair opened has been large. Consumptive demand throughout country promises to be large when crop now ripening is on the market.

Weather continues most favorable for harvesting of crops and Western Canada stands to gather in an average crop of above average quality.

Eastern canners are now announcing opening prices of strawberry and raspberry jams, 72 cents per 5-lb. pail being price quoted. Canners announce opening prices of strawberries in heavy syrup at from $4.58 to $4.63 per case.

SUGAR. — Sugar market in New York is reported firmer. There is as yet, however no change in local markets. Demand is brisk as the wild fruit crop now being gathered is exceptionally heavy. Preserving fruits of all kinds are expected to be plentiful and cheap.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 [illegible]
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 50
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—Corn syrups have declined 5 to 10 cents per case. There is some improvement in demand as bookings for fall trade are now coming in.

Syrups—		
24 2-lb. tins, per case	....	2 33
12 5-lb. tins, per case	....	2 73
6 10-lb. tins, per case	....	2 61
3 20-lb. tins, per case	....	2 62
Half-barrels, per cwt.	....	3 94
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case		6 20
½ gals., 1 doz. case		5 85
Gals., ½ doz. case		5 40

DRIED FRUITS.—With a well supplied market in green fruits and an extionally heavy crop of wild varieties, dried fruit trade is not particularly active at present. Prices are steady.

		Per lb.
New Prunes—		
90-100s, 25s, s.p.	....	0 07
99-100s, 10s, s.p.	....	0 06½
80-90s, 25s, s.p.	....	0 07½
80-90s, 10s, s.p.	....	0 08
70-80s, 25s, s.p.	....	0 08
70-80s, 10s, s.p.	....	0 08¼
60-70s, 25s, s.p.	....	0 08½
50-60s, 25s, s.p.	....	0 09
40-50s, 25s, s.p.	....	0 10
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEE.—There is no change to report in coffee prices, but statistics of the trade point to an undoubted falling off in consumption which would indicate that present tight prices are beginning to tell. Stocks in June decreased 346,217 bags as against 784,148 for June, 1911.

Roasted Rio, per lb.	....	0 22
Green Rio, 5's, lb.	....	0 17½
Green Rio, 7's, per lb.	....	0 16¾
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

BEANS.—Prices are unchanged. Interest is now centered in new crop and up to present no reliable information is obtainable.

Beans, 3-lb. picker, per bushel	....	3 00
Hand picked, per bushel	....	3 10
Peas, split, 100 lbs.	....	4 00

NUTS.—No further changes in nut prices this week. Retail business has been excellent during exhibition and good fall business is looked for.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts	0 70
Pecans, medium	0 [illegible]
Pecans, large	0 20½
Brazils	0 18 0 19
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

NEW BRUNSWICK MARKETS.

St. John, July 24.—Fine weather last week proved material aid to sales with local grocers, and there was a particularly heavy run upon camper's supplies and outing lines. Through the city the business kept up well, but in country districts farmers are beginning their haying which as usual, means a slackening of business for a while.

Sugar market at present bears watching. According to local advices there are prospects of an extraordinarily large beet crop in Europe, but beet values are up and there has been an advance of raws in New York of 15 cents, while refined stocks have gone up 10 cents. Nevertheless, local dealers say sugar will be lower in another fortnight unless something unforseen happens in market. Molasses remains high, but there has been no increase of late, and still no lowering. Reports several months ago from Barbadoes were to effect that stocks there were completely exhausted, and this sent up the prices, although now it appears as if there had been no occasion for fear, for St. John merchants have been informed that there are several thousand more puncheons than was at first estimated.

For some time there has been no move in the flour market and advices are that prospects for a large North-western crop are particularly encouraging. The weather is only essential. St. John merchants are fairly well stocked, and at present outlook is that there may be a decline, especially if fine weather prevails in West.

Bacon	$	$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 14¼	0 14½
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	$ 1 15	$ 1 35
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 20
Peas, No. 3	....	1 25
Peas, No. 2	....	1 30
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	2 20	2 25
Tomatoes	1 85	1 90
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 22	0 23
Eggs, case	0 21	0 22
Finnan Haddies	4 40	4 50
Fish, cod, dry	5 25	5 [illegible]
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12½	0 12¾
Lard, pure, lb.	0 14½	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 00	9 25
Cohoes	7 50	7 75
Sugar—		
Standard granulated	5 20	5 30
Austrian granulated	5 00	5 10
Bright yellow	5 00	5 10
No. 1 yellow	4 70	4 80
Paris lumps	6 15	6 40

THE TOP LAYER GOOD.

It is said that the Department of Trade and Commerce will probably take action against certain Canadian dried apple shippers based on complaints received from the Old Country. The nature of the complaints are that dried apples marked "fancy evaporated" have been found to contain seeds and cores below the top layer, which consisted of high-class product.

A RECIPE FOR ICED TEA.

This is the season when iced tea is a favorite beverage. Dealers should not fail to mention it to their customers. Here is a recipe:—

Make tea in the usual way; bring it on the table as if to serve hot. Have the ice cut in chunks large enough to half fill an ordinary glass and pour tea over the ice.

This reduces the strength of the tea and makes a delicious drink. A little piece of lemon added is also popular with iced tea drinkers.

GETTING OVER THE LAW.

Chicago has an anti-noise law which prohibits peddlers from crying their wares on the street. So now instead of "Whoa, Dobbin!" one, it is related, hears instead, "Whoa, Cabbages!" Whoa, Potatoes-" or "Whoa, Banano."

A policeman who mildy suggested to a Greek that he was breaking the law was met with this scornful reply, "I breaka no da law. My horse's name he Banano."

PROGRESS OF MILLING MERGER.

Toronto, July 25.—Of late, according to a number of local grain and flour men, the probability of proposed merger of Western Ontario flour mills becoming a reality, appears more bright.

A Milverton, Ont., man is at the head of the proposition, and there are some 62 small mills west and north of Toronto to be included in the amalgamation. They average about 100 barrels a day, so that the merger, if completed, will have a capacity of about 6,000 barrels.

A committee of five men engaged in the grain and flour trade is now traveling about the province valuing the various mills it is proposed to include in the merger. The promoters, who have English capital behind them, are offering those mills which join them 40 per cent. in cash and the balance in bonds of the new company.

The regulation of prices, which at present are irregular, especially for by-products, is one of the principal things aimed at. The new scheme is also expected by the promoters to make for a reduction in cost of operation, eliminating overlapping. Under the present system, they claim, millers are shipping their products past each other's doors. Under the new plan each mill will be alloted a certain territory.

When a new obstacle arises, don't give up in dismay simply because you have never before met that particular trouble. It will probably prove no worse than others.

GROCERS AT NIAGARA.

(Concluded from page 29)

for the occasion and to see the victim carried bleeding from the field of battle by sorrowing friends, was a ghastly sight. And just to make it appear more real some one uncorked a bottle of red ink on Uncle Sam's wound. As a result there is likely to be a suit in court in the near future against Dave Bell for the price of a new shirt.

Aunt Sally Hard to Beat.

Billy Miller wasn't very badly killed. Not even an automobile could do the trick. He got up and ran away with the second prize in the novelty race in which Fred. Thorne came first in Aunt Sally Array while R. Davies was accorded third.

Prepared for Preserving Season.

There were many races in which, grocers, travelers, wholesalers, grocer's wives and children all had a chance to show their fleetness of foot. R. Davies carried home the bacon, or rather a box of sugar in the 100 yard event for grocers. Even then the Maid of the Mist made three trips while he was completing the last 50 yards. S. W. Hall, R. Mathews, and L. Canfield followed in succession in time to catch the last boat home.

The order of the winners in the ¼-mile stampede over a route varying from 100 yards upward according to which trees the racers selected as turning posts was R. Mathews, S. W. Hall, J. H. Drumn and R. Davies. Several other grocers were also-rans in this event.

T. Harding, in the traveler's race, came in like the hired man going to lunch and carried off first prize.

SPRAYS FROM THE FALLS.

The weighing contest judged on accuracy and time was an important event. D. McLean carried off first honors, J. Blood, second, and Eva Bigley third .

It was a pretty hot day, but still Snow was present. Bailey always is.

The drivers are some sprinters. In their event S. Dallmore came first, W. Watkins second, and C. Call third.

Hall would have won in the three-legged race only he was anchored to a partner who had a gait like a can of worms.

D. W. Clark was starter; Wm. Miller was the megaphone artist, while J. S. Bond, D. McLean, N. Carmichael and H. G. McDonald made competent judges.

"All the nice girls love a copper," sang Wes Williams while decked in his police regalia. His score card shows he arrested one boy unassisted.

Summer Quietness in Flour and Cereals

Housewives Do No More Baking Than Necessary During Warm Weather—With New Wheat Crop Near Retailers Pursue Hand to Mouth Policy—Easier Tone to Oat Market.

The usual summer quietness is present in both flour and cereal trade. With warm weather ruling, there is naturally a somewhat reduced demand for these lines through the medium of the grocer and new crops looming up not far ahead is another factor which works for hand-to-mouth business.

A few weeks ago, it will be remembered, flour was advanced throughout Western Canada by several mills, by amount of 20 cents per barrel. Prices have since been reduced to former level, partly because of non-agreement of other mills and partly on account of wheat situation.

Demand for flour not only for export but domestic consumption as well is rather inclined to quietness. Housewives at this time of year are doing no more baking than is really necessary. Again in some parts of the country, merchants are said to be carrying considerable flour purchased during spring in order to get bran and shorts. This was done to such an extent that one case is cited in which a retail dealer has no less than 22 different brands of flour in stock at present moment purchased in this way. He surely should be in a position to satisfy everybody.

All sorts of stories are being trotted out into the wheat arena by bulls and bears and market fluctuates considerably. Black rust reported in West sent Chicago up 2½ cents on Tuesday. There was also a report of appearance of Hessian fly in Manitoba. However, so far, conditions point to a good average crop of fair quality in Canadian West if conditions continue favorable.

Regarding rolled oats, there is a little easier feeling. Oatmeal for export has recently been reduced about one shilling a sack but exporters apparently are badly in need of business just now. Winnipeg July oats which were 45c on June 17 are now 38½ indicating an easier feeling although it must be remembered that stocks at Fort William fall below those of a year ago.

MONTREAL.

FLOUR.—Cables have been received frequently for new crop spring wheat flour but little business has been transacted as prices were not attractive enough to induce millers to make contracts. There is a great demand both from local and country sources. The market is steady with prices unchanged.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.— The market is steady here with no indication though of higher prices. The new rolled oats are now awaited when a better business will undoubtedly be done.

Fine oatmeal, single bag lots		2 56
Standard oatmeal, single bag lots		2 56
Granulated oatmeal, single bag lots		2 56
Bolted Cornmeal, 100 bags		2 25
Rolled oats, jute bags, 90-lb. single bag lots		2 50
Rolled oats, cotton bags, 90-lb., single bag lots		2 55
Rolled oats, barrels		5 25
Rolled wheat, bbl.		2 80

TORONTO.

FLOUR.—There has been no change in flour prices and market is rather listless both in regard to export and domestic trade. Retailers appear to be carrying as heavy stocks as they care to so close to a new crop. What demand there is, is for immediate requirements only.

Ontario flours continue quiet and unchanged. As was pointed out some time ago there was a great deal of winter wheat winter-killed but recent rains and nice cool weather has helped it wonderfully making nice plump heads so that quality should generally be good.

One local miller declared that new winter wheat flour would have to come on market at lower rate if any business is to be done. "Ontario wheat 90 cents before we see daylight," he declared. He expects to see a rush to market new wheat as farmers' finances are low.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption ..	5 10	5 40
Patents, 90 p.c., domestic consumption..	4 80	5 10
Straight roller, domestic consumption ..	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS.—In rolled oats, there is a little easier tone to raw market, but just how much it affects finished product, there is a difference of opinion. Some hold that it may affect rolled oats quotations while others would not wish to predict that. However as natural during warm weather trade is rather quiet and proceeding on a hand to mouth basis.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk.	2 64
Rolled wheat, small lots, 100-lb. bbls.	2 90
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 98 lb. bags, 25 bag lots	2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS. — During past week bran took on a firmer feeling and sold up to $22 per ton, an advance of $1. Heavy export demand is assigned as a cause. Shorts still hold at $26. Both lines are far from plentiful.

WINNIPEG.

FLOUR AND CEREALS.The market is weak both in rolled oats and flour and reductions may be look for. Some mills have already reduced rolled oats 10 cents per sack and flour 10 cents per cwt. An adjustment of prices in conformity with wheat and oat cash prices is only a matter of a few days.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 69
40 lb. sack		1 35
80 lb. sack		2 35
Granulated oatmeal, per cwt.	2 75	2 85
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

It is estimated that 300,000 people visited the Made-in-Canada train which recently completed a 6,500 mile journey through Western Canada. It was as far west as Calgary and Edmonton.

A good selling fruit and vegetable arrangement in the store of A. Grenier, Quebec City.

Selling More to the Inside Customer

Efforts of Every Dealer Should be to Get Customers Who Come to the Store to Purchase Goods Displayed—An Interior Display of Fruits and Vegetables is Shown by Quebec Grocer—Not Enough Good Interior Arrangement Made.

One does not have to look far afield to account for the popularity of the interiors of some stores. It's all in the display arrangement. There are grocers who have the power to make "inside" customers purchase goods they had not come to buy.

It is a peculiar fact that few dealers know how to make a fruit display inside the store; or if they do know how, they lack incentive to arrange one. It's well to remember that during the summer months fruits and vegetables are strong attractors of trade. They should be shown in the window continually as well as in the store, and instead of the usual promiscuous piling the interior display should be systematically arranged.

Turning Space Into Money.

On the size of the store depends usually the nature and attractiveness of the showing. No large floor should be allowed to go to waste. After plenty of room has been allotted for customers, surplus space should be utilized in showing stock.

A. Grenier, a large Quebec city grocer, takes full advantage of the fact that people buy more readily what they see displayed, and displayed attractively. The accompanying illustration proves this. In fact it is seldom one runs across any more enticing arrangement of fruit than is shown here. It should both secure and hold the attention of women bent on purchasing fruits and vegetables so appetizing to the family during the spring and summer months.

How Display Was Arranged.

A couple of tables of different heights were erected so that the display would take the form of an incline arrangement. In the top-centre may be seen a hamper of green beans flanked by tall heads of celery. A row of pineapples runs in front of that; then come three pyramid piles of oranges, four bunches of asparagus, between which are bunches of radishes.

Tipped sideways against the top table and resting on the second are four or five small baskets of tomatoes with the tissue paper coverings off a few, and squash and cucumbers in front.

From the lower table to the floor on a low platform may be seen a row of berries, followed by radish, beets, cauliflower, etc., with a row of pines on the floor to hide the edge of the platform. On a piece of paper on the lower front of the display is a bunch of large English grapes.

One of the pleasing features of this display is its symmetrical arrangement. This is the principal part of almost every good display, and in a fruit and vegetable window should always be adhered to if best effect is to be secured.

While some dealers might not be able to make such a large showing in the store, this same arrangement could be reproduced in almost any window.

Looking past the fruit and vegetable display, it will be observed that Mr. Grenier's store is in the modern class. It bespeaks care in arrangement, cleanliness and, capability in the giving of adequate service.

Home Grown Goods Now in Prominence

With Larger Canadian Supplies Imported Goods are Being Overshadowed—Stiff Front to Lemon Market—New Potatoes Take on Temporarily Firmer Tone—Strawberry Season at an End.

With exception of lemons and oranges imported fruits and vegetables are being gradually overshadowed by home grown which have for past month been increasing in variety and supply. Latest imported article to be displaced by Canadian grown is tomatoes, shipments from across the line having come to an end. We are, however, importing a considerable quantity of peaches, plums and pears which are selling readily for table use.

Weather is the ruling force in the lemon market. If it had not been that cooler weather which set in last week put somewhat of a crimp in demand for this line, it is probable that prices at several centres would have made a shot upward, temporarily at least. As it is, market generally presents a strong front, primary markets showing an advance of about two shillings with 300's particularly hard to get. Verdelli are only line offering now. One shipper in a letter regretting inability to ship immediately adds, "Prospects are that market will go still higher and that there will not be more than needed for some time to come." This is one opinion of the future. As pointed out before much depends on the weather.

Beginning of this week found a firmer tone to new potatoes. This is due to finishing up of Virginia crop while New Jersey has not really got under way. However, when shipments begin to increase, easiness can again be expected to set in. While Canadian yield is increasing, it has not yet become a factor in market but will shortly.

Strawberry season has again passed into history. Raspberries continue to come along and will for a week or so yet; but prices still hold at a high level. Nor can they be expected to be cheap this year as the crop is below normal. In many sections this is considered the best week for raspberries. A good trade is being done in ordinary preserving cherries.

MONTREAL.

GREEN FRUITS. — Prices have remained steadier this week than for some time back, but the demand for all lines is just as good. Lemons may take a jump if present scarcity conditions prevail while pineapples may also be seen a little higher. Grape fruit is in better demand from the retail trade.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	7 50
Lemons	3 00	3 50
Limes, box	....	1 00
Oranges—		
Navels	3 50	4 00
Mexican	....	2 50
Sorento	2 00	2 50
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.—The Canadian vegetables now on the market are giving complete satisfaction and the demand seems to be larger. Cucumbers, as is natural at this time are moving well while cabbage and cauliflower are also well looked after. Egyptian onions are becoming scarce but the Spanish shipments will soon be to hand and will relieve the situation.

Beans, green, bags	....	1 75
Wax beans	....	1 75
Carrots, dozen	....	1 00
Cabbage, crate	....	1 80
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, basket	....	1 50
Peppers, green, crate of 6 baskets	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 00
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinage, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — A good general trade is being done in fruits at present time, home grown goods gradually taking position of prominence. Strawberries are once more a dead issue and attention is now being given to raspberries which maintain quite a firm tone for reasons which have been pointed out before. This is the best week for them in minds of many dealers. They will probably last for week or so more.

Cooler weather that set in somewhat slackened demand for lemons but it is still appreciable. Tendency in primary market is upward with scarcity in 300's. Steady tone exists here with as high as $5.50 being asked by some firms. Stocks consist only of Verdelli now.

Peaches, plums, pears and muskmelons from across the line are moving well at present time as are also water melons.

Black and white eating cherries are less plentiful and some grades bring as high as $1.75. There is a good quantity of ordinary preserving cherries coming along. Harvest apples are selling at $1.50 per bushel.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Huckleberries, basket, 11 qt.	1 35	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	....	1 50
Oranges—		
California, late Valencias, case	4 00	4 50
Tangerines, half box	1 50	2 00
Strawberries, quart	0 08	0 15
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	0 15	0 16
Watermelons, each	0 40	0 55
Canadian cherries, red, sour, 11-qt. bkt.	0 90	1 15
Canadian cherries, black, 11-qt. basket.	1 50	1 75
Canadian cherries, white, 11-qt. basket..	1 50	1 75
Gooseberries, 11-qt. basket, large	0 90	1 00
Gooseberries, small	0 60	0 70
Red currants, 24 box crate	....	2 00
Black currants, 11-qt. basket	....	2 00
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Plums, box	2 00	2 50
Musk melons, 36 to 40 per case	....	4 00

VEGETABLES.— Cucumbers followed prediction of last week and are cheaper at $1 to $1.10 per basket. Tomatoes have not weakened to any extent, but there is nothing but Canadian stock coming along.

New potatoes were firmer this week selling as high as $3.75 per barrel at beginning of week, due to closing up of one section while other producing sections have not got well under way. New stock are now overshadowing old potatoes which are dragging slowly.

Cabbage is easier, there being a good sale for hampers at 80 to $1. United States onions in 70 pound bags are selling at $1.25. Egyptian onions are well

to an end. New crop Spanish will shortly be arriving.

Beans, green, Canadian, basket, 11 qts..	....	0 65
Beets, new, Canadian, basket	....	0 35
Carrots, new, basket	....	0 35
Cabbage, new, per crate	....	2 00
Cabbage, new, hamper	0 80	1 00
Cucumbers, Can., basket	1 00	1 10
Onions, U.S., 70 lb. bags	....	1 25
Peas, Can., 11-qt. basket	0 50	0 55
Potatoes, N.B.	1 60	1 75
Potatoes, Ontario, bag	1 25	1 40
Potatoes, new, bbl.	3 50	3 75
Peppers, green, basket	0 50	0 75
Tomatoes, Canadian, basket	1 50	1 75

WINNIPEG.

FRUITS AND VEGETABLES. — Green fruit trade has been active during past week and market is well supplied with all lines. Messina lemons, pine apples and raspberries are now out.

Fruits—		
Apricots, crate	....	2 00
Water melons, doz.	....	7 00
Bananas, bunch	2 50	3 50
California lemons, crate	....	7 [illegible]
Cauliflower	....	3 50
Cucumbers, doz.	....	1 50
Florida celery, dozen	....	1 65
Cherries, case	2 25	2 75
Florida tomatoes, crate	....	5 50
Limes, box	....	2 25
Washington apples, box	3 00	3 50
Onions, Cal., sack	....	3 50
Onions, Bermuda, case	....	2 75
Peaches, crate	....	2 00
Plums, crate	....	2 50
Peppers, basket	....	1 25
Potatoes, per bushel	....	0 80
Carload lots, F.O.B.	....	0 60
Florida tomatoes	....	5 00
Oranges, Valencia	4 50	5 00

Usual Summer Fish Business Present

Running Along in Even Lines as Usual at This Season — Warm Weather Not Conducive to Trade — Business Mostly Confined to Fresh Varieties.

The usual summer volume of business is being done in fish. Of course warm weather is not conducive to trade as it is more difficult under higher temperature to handle fish and maintain quality at a proper standard. Still in spite of this fact, a fair trade for season is being done. It is comprised mostly of fresh varieties with halibut, trout and whitefish among the prominent lines.

Nova Scotia reports fresh fish scarce on inshore grounds but more plentiful off shore. Welcome news by lobster packers is that new French law regarding marking of canned lobsters does not pertain to this year's pack, so that they are now beginning to ship to French markets.

QUEBEC.

MONTREAL.—There are already inquiries for pickled and salted fish but so far no prices have been given. The feeling, however, is that the prices will be a little lower than anticipated. Codfish is a better supply so far than was generally expected and the fact that the foreign markets are slow to take up dried cod will have a tendency to depress the prices on all kinds of boneless, skinless, stripped, shredded and all lines of fish where cut fish is the raw material.

A good local trade is passing prices being unchanged.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Usual summer business in fish is in evidence. Warm weather of course hampers trade making it more difficult to handle stock but weather of past week has been somewhat more favorable in this regard.

Business is practically all in fresh varieties. Smoked fish are difficult to handle and Toronto wholesalers have given them little or no attention of late.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	....	0 07
Perch	....	0 07

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 [illegible]
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX. — There is little activity in local fish markets at present time. Movements of salt fish are small and demand from foreign markets is light

Salmon are more plentiful now than they have been for some time. Most of the fish are being cured and they will be smoked and marketed later. Some small catches of mackerel are being made along the coast but most of these fish are being marketed fresh. No salt mackerel are offering.

Nova Scotia lobster packers have received the good news that new French law regarding the marking of lobsters, will not interfere with this season's pack, and dealers are now sending forward their lobsters. Thousands of cases are now being sent to the French market.

MANITOBA.

,WINNIPEG.—There is steady volume of trade in fresh fish and prices are the same as formerly. The Lake Winnipeg fishery is reported as very productive this season.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 09
Steak cod	0 07
Trout	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

Produce & Provisions

Speculation Firming Butter Market

Profits Made Last Year Tempt Many to Store Butter—Even Those Not Connected With Trade Speculating—Warm Weather Firms Egg Prices—Good Call for Smoked and Cooked Meats.

In spite of fact that pastures are generally good and that production of butter should be appreciable, and that butter values are above normal for season of year, market continues to maintain a stiff front. General steadiness is the rule while at some centres it has amounted to slightly higher quotations. While productions in some centres has fallen off to some extent, still we must seek elsewhere for a full explanation of present firm tendency with prices already high.

There is no doubt that speculation is playing no little part in the market, because there is no denying the fact that production is now exceeding consumption. While wholesale dealers are now laying up stores for future use, it seems that others besides them, tempted by the profits made by those who stored butter last year are entering into the game. Creameries in some instances are said to be putting away their own product in anticipation of fancy prices next winter while it was stated this week by a dealer that men not connected with the business in any way are speculating on butter.

A Toronto dealer referred to an easy side to market this week, in fact that a speculative price on New Zealand butter, the season for which commences in September, had been made which was equal to around 28 to 29 cents laid down in Toronto. However, no contracts are heard of in this direction.

Warm weather has to be held accountable for a firmer feeling in eggs causing not only a reduction in receipts, but a shrinkage that has much to do in firming prices. Especially receipts that arrive during real hot weather show considerable loss in process of candling.

While high temperature may be proving rather detrimental to eggs, on other hand it is proving a boon to provision business, causing an increased demand for smoked hams and bacon as well as cooked meats. These are lines that the retailer should push strongly now.

MONTREAL.

PROVISIONS.—A steady feeling prevails for practically all lines, the chief demand being for bacon and hams, and supplies of the latter are sufficient to fill all orders. Lard is a little firmer but prices are expected to remain at present level.

Long clear bacon, heavy, lb.	0 13½	
Long clear bacon, light, lb.	0 15	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼	
Large sizes, 20 to 28 lbs., per lb.	0 16	
Medium sizes, 15 to 19 lbs., per lb.	0 17½	
Extra small sizes, 10 to 14 lbs., per lb.	0 17½	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18	
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20	
Breakfast bacon, English, boneless, per lb.	0 18	
Windsor bacon, skinned, backs, per lb.	0 19	
Spiced roll bacon, boneless, short, per lb.	0 15	
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.	0 14⅛	
Cases, tins, each 10 lb., per lb.	0 14½	
Cases, tins, each 5 lbs., per lb.	0 14⅝	
Cases, tins, each 3 lbs., per lb.	0 14¾	
Pails, wood, 20 lbs. net, per lb.	0 14½	
Pails, tin, 20 lbs. gross, per lb.	0 14¾	
Tubs, 50 lbs. net, per lb.	0 14¼	
Tierces, 375 lbs., per lb.	0 14	
One pound bricks	0 13½	
Compound Lard—		
Boxes, 50 lbs. net, per lb.	0 10⅜	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Pails, wood, 20 lbs. net, per lb.	0 10¼	
Pails, tin, 20 lbs. gross, per lb.	0 10	
Tubs, 50 lbs. net, per lb.	0 10½	
Tierces, 375 lbs., per lb.	0 10¼	
One pound bricks	0 11	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00	
Bean pork	17 50	
Canada short cut back pork, bbl., 45-55 pieces.	25 50	
Heavy short cut clear pork, bbl.	23 00	
Clear fat backs	25 50	
Heavy flank pork, bbl.	26 50	
Plate beef, 100 lb. bbls.	8 75	
Plate beef, 200 lb. bbls.	17 00	
Plate beef, 300 lb. bbls.	25 00	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 11	

BUTTER.—A much stronger feeling has developed in the butter market, and as predicted last week an increase of a half cent has taken place. There has been a considerable dropping off in shipments of late and a further increase is expected if an improvement does not take place soon.

Creamery blocks	0 27½	$ 28
Dairy tubs, lb.	0 22	0 24

EGGS.—Supplies of eggs have shown a marked decrease and as a result prices have gone up. The recent hot spell has proven destructive, the amount of eggs gathered being small and great difficulty has been experienced in landing them at destination in good order.

New laids		0 31
Selects		0 28
No. 1		0 24

POULTRY.—There is a scarcity of good poultry on the market just now but local prices have not been changed. Six or seven carloads have been shipped from Montreal to meet the demand from the West which seems to be growing every week.

Turkeys, No. 1, per lb.		0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

HONEY. — There is only a small amount of business passing as the hot season is by no means good for honey trade. There has been a better demand though from manufacturers.

White clover, strained		0 10½
Buckwheat, strained		0 08½

TORONTO.

PROVISIONS.—Most important feature to provision business continues to be the big demand for cooked and smoked meats. While past week has not been so conducive to this trade as earlier in July, still movement is appreciable.

This is not the big season of demand for lard. Some dealers note rather an easier tone, one firm quoting tierces at 13 cents flat.

Live hogs are higher by 10 cents per cwt. this week.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.		0 13½
Lard, tubs, per lb.		0 13¾
Lard, pails, per lb.		0 14
Lard, compounds, per lb., tierces		0 10
Live hogs, at country points		7 70
Live hogs, local		8 10
Dressed hogs	11 00	11 50

BUTTER. — "Pastures are generally good and make should be large but still price of butter remains steady," stated one butter man this week who sought an explanation.

It is true that prices maintain quite a stiff front and no concessions are being made although prices are above normal for season. There is certainly more butter being made than consumed, so that speculation is in part at least accountable for present steady tone.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

EGGS.—There is rather a firmer tone to eggs this week and quotations on new laid stock are ruling one cent higher at 24 to 26 cents per dozen. As has been pointed out before shrinkage is now considerable, and responsible for strength present in market. Hot weather is curtailing both production and consumption of eggs to some extent.

New laid eggs, per doz.	0 24	0 26
Fresh eggs, per doz.	0 22	0 23

CHEESE.—"Wish I had a couple of hundred boxes of old cheese," was the comment of one wholesaler. "I could easily dispose of it." However, he hasn't nor have any of the other dealers on the street, so that price maintains its strength.

There is no particular change in new cheese values.

Old Cheese—		
Large	0 17¾	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14	0 14¼
Twin	0 14¼	0 14½
½ Twin	0 14½	0 14¾

HONEY.—Honey is next thing to being cleaned off the market. New clover honey is expected to be on market in couple of weeks. Reports would indicate prospects not over rosy, but a local man expressed opinion that prices would probably rule about the same as last year.

The annual honey crop in Ontario is worth around $1,500,000, ten thousand persons being engaged in business of producing it. It is declared that not one quarter of the nectar secreted by Ontario flowers is ever utilized.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS. — There is no change in dairy produce. Butter, cheese and eggs are steady. There is good demand for cured meats at prices same as last report.

Lard—		
Tierces	0 13¾	
50 lb. tubs	7 00	
20 lb. tubs	2 85	
10 lb. cases	8 70	
5 lb. cases	8 88	
3 lb. cases	8 85	
Cured Meats—		
Hams	0 17¾	0 18
Bacon	0 18½	0 19
Smoked shoulders	....	0 14½
Long clear	....	0 13¼
Mess pork	....	26 00
Pigs feet, kits	....	1 10
Butter—		
Creamery butter	0 27	0 25
Dairy butter, tubs	0 21	0 18
Eggs—		
Strictly fresh	0 19	0 20
Cheese—		
Ontario, large, new		0 15¾
Twins, new		0 16
Manitoba large		0 15
Manitoba, twins		0 15½
Old, twins		0 19¼

Displaying Samples of Cooked Meats

Georgetown Dealer Shows Them on Small Platter Near Front of Store—Claims This Display Brings Quite a Lot of Business —Utilizes Surplus Counter Space to Good Advantage—Screens Keep Flies From Windows.

Georgetown, Ont., July 25.—(Special).—Jno. McDermott, a local grocer is selling considerable cold meats these days. He is a strong believer in suggestion and this belief gets him business.

"The more goods one displays," he recently remarked, "the more will he sell."

On the counter near the door where every customer cannot fail but notice it, is a small sample display of cooked meats on a platter. The hot weather of the past month, co-operated strongly with this display to sell these goods.

Had there been no display sales would have been made, but not many. Most people associate meats with an exclusive butcher shop, and if their attention is not called to them in some way, they will probably go to the butcher shop for supplies.

Customers Must Know.

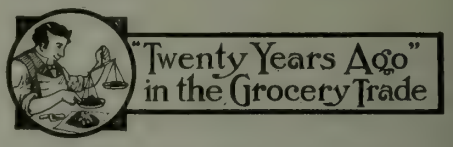
It is Mr. McDermott's opinion that, because he is continually impressing on the minds of customers that he carries cooked meats, he gets a lot of business in this summer line. Supplies are kept in the refrigerator to the rear of the store. This is a large, glass front cooler and is recognized as an invaluable equipment at this time of year.

As pointed out in last week's issue, several grocers use glass display refrigerators for showing perishable goods. Mr. McDermott is himself thinking over adding some such equipment which will not only keep these goods fresh, but display them to best advantage at the same time.

No Waste in Counter Space.

The same policy is carried out in this store with other goods. Where the front counters are not used for wrapping purposes, goods are shown on them. Usually it is just samples of some few lines stocked, which the customer might not ever think of asking for unless suggestions were made. They may include toilet soap, fancy meat sauces, handcleaner, etc. This utilization of surplus display space gets new business and the more it is utilized the greater the amount of these extra sales. Scores of other dealers will bear out the contention of Mr. McDermott in this regard.

The windows in this store are consistently dressed. It is this change of scenery and the attractiveness of display that makes them a power in selling. They are enclosed in the rear with wire screen which prevents the nauseating appearance of flies congregating on the foodstuffs. A door is located in the centre to permit of the passing through of goods when a change is being made.



"J. S. Bond, Gerrard street, Toronto, is one of the grocers east of Yonge street, who agreed to close on Wednesday afternoon, and Mr. Bond closes. In the example of competitors who also agreed to close on those afternoons, but who do not close, he has sufficient provocation to keep his store open on all afternoons, but he prefers principle to retataliation."

Editor's Note.—Mr. Bond is still in the retail grocery business on Gerrard street, and he sticks to principle just the same as twenty years ago.

* * *

The Hamilton grocers held their picnic on Wednesday of last week. It is quite a coincidence to find in our old files that the Hamilton grocers held their picnic twenty years ago on the same Wednesday. The chairman of the Picnic Committee was: B. Winnifrith, whose cut appears in the write up in the issue in question.

* * *

"The Canada Gazette announces that James Park, of Toronto; Chas. Blackwell, Lindsay; Andrew Park, Toronto; Susan Blackwell, Lindsay; Margaret Thompson Park, Toronto; and Thos. Blackwell, Lindsay, are seeking incorporation as Park, Blackwell & Co., to engage in pork packing in Toronto. The capital stock is placed at $50,000."

Editor's Note.—This company is still in business in Toronto, but not under the above name. A few months ago it joined in the amalgamation of packers now known as Matthews, Laing & Co.

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UNITED STATES
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P.S.—DO IT NOW.

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

is an easy seller just now. The housewife has found out its labor-saving qualities and effectiveness since the dealer first introduced it, and she continues using it and tells her friends about it.

Put up in handsomely lithographed pails to sell at 25c., 50c. and $1.00.

Order from your jobber or direct

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound of Canada

GOOD Refrigeration

means much to the grocer. It means a guarantee against loss of perishable stock, and it gives your goods the appearance that will command better prices.

The Arctic Refrigerator

is built upon the principle of cold, dry air constantly in circulation—therefore is absolutely sanitary.

It is well-made and attractively finished, and will add appearance to any store.

Send for new 1912 catalogue.

Representatives in the West: J. D. Brack & Co., Winnipeg; Donnelly, Watson & Brown, Calgary, Alta.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70
Jellies.	
Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.	5-lbs.	7-lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82
14's and 30's per lb.		
Strawberry	0 10½	
Black currant	0 10½	
Raspberry	0 10½	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 75
Canada First Medium Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Condensed Milk	5 15
Canada First Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

PON-HONOR
GUNNS
FOOD PRODUCTS

QUALITY BRAND

PURE LEAF LARD

Rendered in open kettles, absolutely pure and equal to any home-rendered lard. Perfect in flavor and highest in shortening value. Will go one-third farther than ordinary lard.

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO, ONTARIO

Montreal, Quebec. St. John, N.B.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE"

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.
Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.45 per doz., net
Large size .....$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) ... 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. .. 2 00
4 oz. (all flavors) doz. ... 3 00
5 oz. (all flavors) doz. ... 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. ... 10 00
32 oz. (all flavors) doz. ... 18 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz..... 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bon.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars,lb 0 08½
Case 25 lbs., 11-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars case 3 50
Case 200 lbs. 3½-oz., case. 3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb. 0 07
Case 12 lbs. 2½-lb. bars, lb 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs. 3½-oz. bars, case 1 80
Case 200 lbs. 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07½
Box, 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts. 5 15
Grape Juice, 36 splits 4 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 qts. 4 75
Champagne de Pomme,12 q 5 00
Champagne de Pomme,24 p 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts. .. 5 50
Apple Vinegar, 12 qts. 2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case 5 40
Cases 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces 11½
Tubs 11¾
Pails 12
Tins, 20 lbs. 11½
Cases, 3 lbs. 12½
Cases, 5 lbs. 12⅜
Cases, 10 lbs. 12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10¼
20-lb. pails 0 10½
20-lb. tins 0 10
10-lb. tins 0 10¾
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 30
4-lb. tins, doz. 4 55
7-lb. tins, doz. 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz.. 1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box.. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06

Globe Brand.

5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80

Straight

Lemon contains 2 doz..... 1 80
Orange contains 2 doz.... 1 80
Raspberry contains 2 doz. 1 80
Strawberry contains 2 doz. 1 80
Chocolate contains 2 doz.. 1 80
Cherry contains 2 doz.... 1 80
Peach contains 2 doz..... 1 80
Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen 2 50

Straight

Chocolate contains 2 doz.. 2 50
Vanilla contains 2 dozen.. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 dozen... 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10 20
Floriola soap, per gross.. 12 00
Straw hat polish, per gr.. 18 20

SNAP HAND CLEANER.

3 dozen to box .....$ 3 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$ 5 00
Five cases or more 4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing packages, per box, $3.00.	60
Case of ½-lb., containing packages, per box, $3.00.	120

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.
Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	83
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6⅓s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7⅓s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	60
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.
MINTO BROS.
45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.
T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

The Travellers are Away for a Holiday

Every year about this time it is now the practice of the wholesale grocery trade of Ontario to take their travellers off the road for two weeks, thus enabling them to have a well earned rest, for although it may seem to some others that the travelling salesman is serving an occupation which is one continual semi-holiday, yet those who are familiar with the work know that on the contrary it is one continual laborious task to the man who is out after the business. In the early days of commercial travelling in this country such a thing as holidays for the men on the road was looked upon as a sort of absurdity, but the keen competition which has been developed since then has wiped out all feelings of this kind, and everybody now recognizes that the travelling salesman requires a holiday as much as do those connected with other branches of the business. This two weeks of travellers cessation from business puts a heavier load on the house, for the sales must

which we hope will attract trade, and we solicit orders for any of the lines which you may be able to use to advantage.

Maple Leaf Selected Valencias	7¾
Fancy Seedless	8¾
Fine Filiatra Currants, cleaned	6⅞
Choice California Seeded Raisins, 1s	6⅞
Fancy " " " 1s	7⅜
Malaga Seedless Muscatels, 28 lb.	5½
California Choice Muir Peaches, 25s	11
" " Apricots, 25s	19
" " Prunes, 70/80, 25s	8
" " " 60/70, 25s	8½
" " " 50/60, 25s	9
Tecumseh Tomatoes, 3s	1.45
Barbadoes Grocery Sugar, 100-lb. cotton lined bags	4¼
Golden Brand Finnan Haddie, new pack, case 4 doz.	4.25
Japan Tea Fannings, large leaf, excellent draw,	11

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Front and Scott Streets, - - TORONTO

Raspberries

are now arriving freely.
Selling reasonable price.

Now is the time to buy.

Two cars mixed California fruit—

Peaches, Plums, Pears,
Georgia Peaches

PRICES RIGHT

Tomatoes **Cabbage**
Cucumbers **Beans**
Watermelons **Cantaloupes**

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

A TIP

for you Mr. Grocer, i.e. Lemons are going to be very scarce for the balance of the summer—Stock some

"ST. NICHOLAS"

for later use if you can buy them.

J. J. McCABE

Agent

Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

SATISFACTION-GIVING SALT

PURITY SALT

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the salt that people buy without urging—and so he sticks to Purity.

The Western Salt Co., Limited, Mooretown, Ontario

Georgia Peaches
Bartlett Pears
California Plums
Watermelons
Cantaloupes

FRESH AND OF THE BEST—
DAILY

WHITE & CO., LTD.

TORONTO and HAMILTON

FRUITS FOR PRESERVING

We have fresh arrivals of all small fruits and vegetables of the very best quality every day. Let us supply you with fruits for preserving. Send us your order and we will fill when quality and price is right.

New Potatoes, Extra Fancy Quality.

ORANGES LEMONS BANANAS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Every Grocer Knows

—that the faster his stock moves, the more money he makes—

—that well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES

Pure Food Products

are always well advertised.

Millions of people already know their goodness—others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. HEINZ COMPANY

"Standard Goods Sell Best"

The fame of our immense manufactory has been built around just this one product. There are numerous imitations, but there is nothing that enjoys the reputation of BOVRIL, or that possesses its vitalizing power, or that can give the same appetizing flavor and toothsomeness when added to other foods.

The BOVRIL estates cover: in the Argentine, 438,082 acres; in Australia, 9,261,400 acres.

Make up Your Stocks To-day

BOVRIL, LIMITED

MONTREAL

Now For a New Partner

That Doesn't Want Salary or Dividends

You can have a working partner of that kind for the asking—a "Safe" Cheese Cutter. It is every inch a cheese salesman—a business getter, a profit earner, because it allows no waste and assures you of guaranteed accurate measure.

The "Safe" Computing Cheese Cutter gives tone and character to your store and does not deceive customers when it gives the appearance of cleanliness and sanitation.

Besides keeping your cheese compactly and easy of access, it constantly displays it in an attractive manner that invites sales.

The "Safe" Cheese Cutter guards your profits on cheese and gives the customer exactly the amount asked for—a small feature maybe, but mighty towards satisfaction to your trade. Spend a little money in order to save a lot and earn more.

SEND FOR INFORMATION AND PARTICULARS.

COMPUTING CHEESE CUTTER COMPANY

621-625 Main Street ANDERSON, IND., U.S.A.

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook !

Order from your jobber

CHURCH and DWIGHT Limited

Manufacturers

MONTREAL

SHUT UP SHOP

You might as well quit business as sell your women customers any brooms that do not give satisfaction.

There is nothing that will raise their ire quicker and that will become more destructive to the grocer's trade than the sale of a poor broom.

Have a stock on hand of W. W. Co. brooms—you can safely recommend them to the most fastidious. They are the best quality, best workmanship, and bamboo handles.

Walter Woods & Co.

HAMILTON - - WINNIPEG

DOUBLE YOUR SALES OF MARMALADE

Most of the marmalade that is sold is bought by those **who come into the store and ask for it.** A little **creative salesmanship would easily double the sales** of marmalade.

For instance you could double your sales of

Shirriff's Marmalade

by instructing your salesman to tactfully suggest to customers that Shirriff's Scotch Marmalade is very appetizing, delicious and healthful. That it is made of selected Seville oranges and best granulated sugar. And has the keen, stimulating tang of the bitter Seville orange blended most deliciously with he sweet of the granulated sugar.

They could suggest that Shirriff's marmalade spread on toast or crisp soda crackers tastes very good at breakfast. And some people enjoy it spread on hot biscuits. Others with pancakes.

They could suggest, too, that marmalade steam puddings, marmalade pies and marmalade tarts are delightful.

Just try the above suggestions and see how quickly you will double your sales of Shirriff's Marmalade. It's to your profit to do so.

Imperial Extract Co.
Toronto

23

Brunswick Brand Canned Fish

It is every grocer's wish that he should build a profitable business. What class of stock are you pushing to win for you? Do you stock Connors' Bros. goods? They are the kind that "Hit the Mark" of popularity and make satisfied customers for you.

Brunswick Brand Fish Foods, packed by this well-known firm, are the finest obtainable and may be relied upon to give the greatest satisfaction. By the "Brunswick" modern sanitary method of canning, the natural fish flavor is preserved to a remarkable degree.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros. Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.
The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

NATION'S CUSTARD
POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Sure Sale

You can stock any quantity of Fels-Naptha soap and feel sure it will sell, because women buy Fels-Naptha feeling sure of what it will do in saving them fuel, time and temper on wash-days and other days.

Sticky fly papers catch comparatively few flies, and hold them until they die of starvation.

WILSON'S FLY PADS

kill flies wholesale, and they die in five minutes.

Credit Without Risk

The credit customer "we have always with us"—until he gets "in" too deep for comfort.

Allison Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.
For sale by the jobbing trade everywhere, manufactured by Allison Coupon Company, Indianapolis, Indiana.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE, • WN.

When writing advertisers, kindly mention having seen the ad. in this paper.

"Above the ordinary"

that is the verdict of hundreds of grocers in Canada when telling of the salability of N. P. BAR SOAP. If your customers knew the truth as to its economy and honest value as a good soap, a profitable soap trade would be yours. Write us for prices. Don't delay.

David Morton & Sons, Limited
Victor Soap Works HAMILTON, ONT.

The *"Eclipse"* Line of Refrigerators

MADE FOR

GROCERS, BUTCHERS, HOTELS, Etc.
WINNERS IN THE U. S. SINCE 1856.

Now Manufactured in Winnipeg

BY

Ryan Brothers

HAVE YOU SEEN THE *"ECLIPSE"* REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE
JAMES STREET EAST, WINNIPEG

FACTORY
ALEXANDER AND BRIGHTON

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

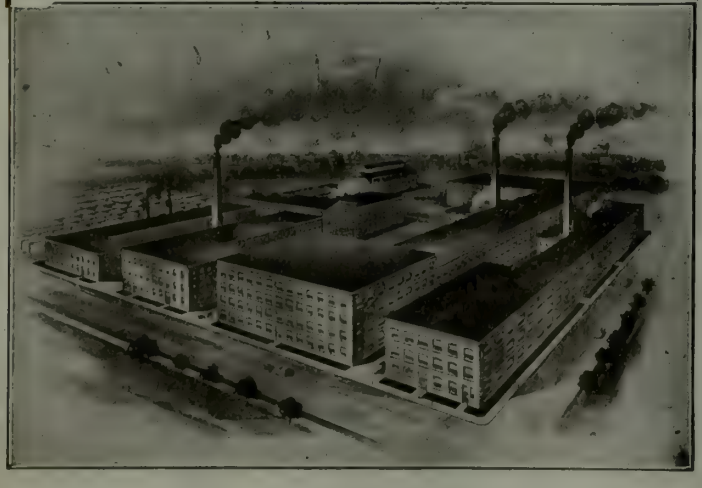
The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



FACTORY AT HAMILTON

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Your Chance to Get E.A's

EVAPORATED APPLES

Great Stock. Particularly attractive prices. Prospective shortage for the coming season. That's the whole story.

Order a Trial Box NOW!

Mathewson's Sons

Wholesale Grocers - - Montreal

People Will Buy——

In hot weather personal comfort is very much thought of. Especially is this so in the matter of drinks—but they must be cooling and thirst-quenching.

Sterling BRAND

RASPBERRY VINEGAR

is well-known because it best satisfies the appetite in hot weather. There is a big demand just now—put in a stock for immediate selling.

The T.A.LYTLE CO., LIMITED

STERLING ROAD, TORONTO

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case, $3.50
Princess Condensed Milk, 4 doz. in case, $4.20
Banner Condensed Milk, 4 doz. in case, $5.00

Order from your wholesaler or direct from the factory, Delivered in 5 case lots to any point in Ontario or East to Halifax.

J. MALCOLM & SON

ST. GEORGE, ONTARIO.

CENTURY

If you
handle Century Salt,
the satisfaction-giving Salt,
you are handling a product which pleases. Century Salt is the salt that people ask for by name. It has stood the test and become the pride of the table and dairy.

Dominion Salt Co., Limited

Manufacturers and Shippers

SARNIA - ONTARIO

SALT

ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOTTOMS** of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS, accept no other,** but send orders to the Distributors.

ONTARIO: Victoria Paper & Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co., Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag & Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited

SOLE MANUFACTURERS

OTTAWA, CANADA

PICKLES

There is a certain amount of risk in buying bottled pickles. The moral is:—"Buy by the name."

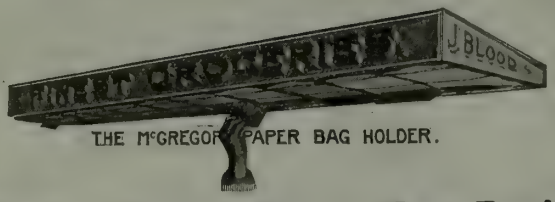
All brands of pickles look very much alike to the ordinary grocer. Safeguard your stock by getting Rowat's Pickles. The name is widely and favorably known among the particular housewives of your trade.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec; Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

THE STIMULANT

The stimulant to a drowsy trade in these hot days is a feature that makes

QUEEN QUALITY PICKLES

a good buy. People will not cook in such weather. Cold meats are eaten profusely, and a good pickle makes a mediocre meal into a delight. That's just about the summer bill-of-fare for your trade. Are you stocking the pickles that please? Try Queen Quality. Write for quotations and list your other high-grade products.

Taylor & Pringle Co.
Owen Sound - Ont.

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER JUST A LITTLE MILDER THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—GROCERY BUSINESS, CARRYing a well assorted stock; inventory about $2,500. Doing a good paying business. Turnover about $18,000. Good location in one of the best towns in New Ontario. Apply Box 440, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

READ THIS—GENERAL STOCK OF MERchandise in Edmonton district, Alberta, offered for sale; inventory about $10,000; buyer should make $4.000 profit first year. Cash required about $3,500. If you are looking for a genuine business you cannot afford to pass this by. Box 439, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of $6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about $3,000. Write owner, Box 438, Canadian Grocer.

GROCERY AND PROVISION BUSINESS for sale—in western Ontario city, about 17,000 population. Store in choice central location, and fitted with up-to-date fixtures. A splendid chance for a wide-awake man. Will sell very reasonable if sold at once. Apply Box 441, Canadian Grocer.

AGENTS WANTED

MANUFACTURERS OF BACON SLICING machine, which sells at ten dollars carriage forward, suitable for small grocers, pork butchers, hotels and boarding houses, desire to appoint old established wholesale grocers and stores in the largest cities as sole agents for same. The machine slices bacon or bread of any size or thickness required. Sells at sight. Large commission. State references and fullest particulars to H., 48, Birchall's Advertising Offices, Liverpool, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat. alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

OLIVE OIL
—High Quality—

OLIVE OIL
Reasonable Price

OLIVE OIL
For Salad Season

WHY NOT WRITE US FOR QUOTATIONS ON OUR LEADING BRAND WHICH CARRIES AN ABSOLUTE GUARANTEE OF PURITY?

H. E. VIPOND
197 St. Paul St.
MONTREAL

WE NEVER RECEDE FROM THIS ONE PURPOSE:

"The making of a line of Soda Biscuits that will command a steady sale and allow the dealer a good profit."

Meadow Cream Sodas

are packed attractively, contain more than others at the same price, and of a better quality. Put in a stock **NOW.**

THE W. J. CROTHERS CO'Y
KINGSTON, ONT.

CASTILE SOAP

"LA VIERGE"
The Virgin Brand
EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA

It's the "Wearing Quality" Service

That makes our Wash Boards most popular

No Dirt Can Lodge in the "All-Metal"

Meakin's Sanitary Washboards have the proper principle of a long-lived washboard—all metal.

Immediately the housewife becomes acquainted with the economy she would be practising by using a Meakin's, you have got her sale sure.

They will last many times longer than wood; no dirt or germs can lodge in any part, and they will not rust or corrode.

MEAKINS & SONS

Hamilton, - Ontario

From Your Standpoint

perfection is made up of four things: Making, Baking, Packing and Selling.

Mooney's Perfection Cream Sodas are made right, baked right, packed right, and sell right.

Popularity and Perfection go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks the right kind.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. **Winnipeg, Man.**

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists

HAMILTON, - - - ONTARIO

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

Do You Know What It Means

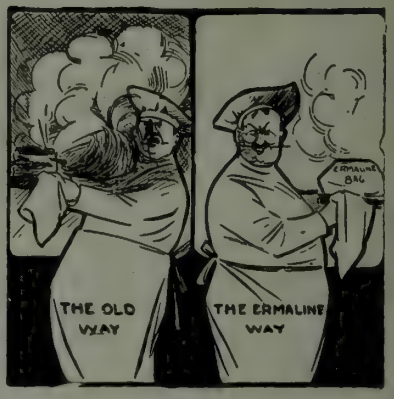
to you if you get your customers into the

ERMALINE HABIT?

It simply means that you will establish a good paying business, one which will **last.**

ERMALINE COOKING BAGS

have proven great sellers. Don't think for one moment that paper bag cookery is a fad. Those who have tried them will tell you they are a **regular boon,** and **have come to stay.**



Edward Lloyd

LIMITED

MONTREAL

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

PERRIN'S

5c. and 10c. Fancy Thin Blue Packages Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins

DAIRY CREAM

SODAS

. S. Perrin & Co., Limited
ONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for Fall Delivery

All First-class Jobbers Handle

By Special royal permission

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)
HAMILTON, :: :: :: ONTAR O

Attractive Prices On Summer Drinks

Don't think, because the sun has ceased to scorch, that the demand for summer drinks is dead. You will find a ready response from the customer, just as soon as you produce the goods. They know the warm weather is not over.

Belfast Ginger Ale

Imported

Trayder Brand. **Trayder Brand.**
We offer **500 cases, 6 dozen to case.**
Cork Stoppers. **Crown Stoppers.**
Pts. $1.00 doz. Pts. 90c doz.
Splits, 85c doz. Splits, 75c doz.

More Good Bargains

WATERS FROM VICHY BASIN.

33 cs. "Celestin" Vichy Water, in 50 half bottle cases, $4.00 cs.

25 cs. "La Sanitas" Sparkling Vichy Water, in 50 half bottle case, $4.00 cs.

"LEMONADES" FROM VICHY BASIN.

100 cs. "La Savoureuse", $7.00 cs. of 120 splits.

100 cs. "La St. Nicholas," $6.00 cs. of 100 splits.

DUFFY.	MILLER.
Apple and Grape Juice.	"High Life" Lager Milwaukee.
Apple Cider Champagne.	

Write, Phone or Wire

Laporte, Martin & Cie.
Limitee

568 ST. PAUL STREET
TEL. BEL. MAIN 3766 **MONTREAL**

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WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

L. & B.

Banner Brand Jams

have long been recognized as the leaders of Pure Fruit Jams. They are the lowest priced high quality jams on the market—a trade winner for the dealer and a pleased-smile producer for the consumer.

You can get the family trade for jam if you draw attention to the high quality of L. & B. Brand and the better value they are receiving.

Order new pack strawberries, raspberries **now.** Packed in 2, 5 and 7 pound gold lacquered pails and 30 pound wooden pails.

LINDNER & BENNER, TORONTO
Phone Park 2985 291 Arthur St.
WESTERN AGENTS:
Laing Bros., Wholesale Grocers, Winnipeg, Man.

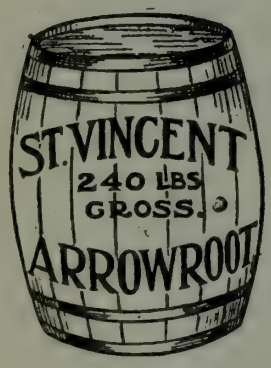
ARE YOU "HAVING A RUN" ON "NUGGET"

The Best Advertised and Most Popular Polish on the Market

Quality Will Tell

THE "NUGGET" POLISH CO., LIMITED

67 Adelaide Street, East Toronto, Ont.



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

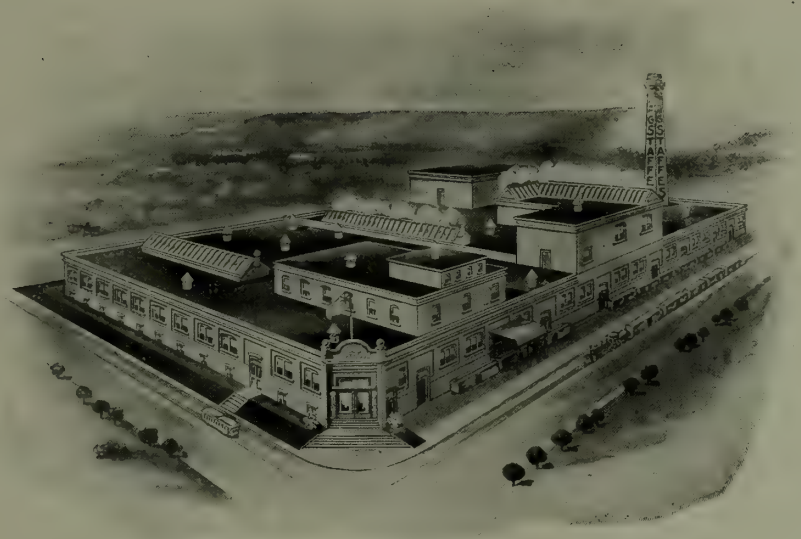
ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

WAGSTAFFE'S

Fine Old English



FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

FACTS

YOU SHOULD KNOW ABOUT

"KOFFIO"

THE NEW [illegible]ER

L C Harkness (D H)
34 Royal Bank Bldg

MR. ROASTER

Don't

MAKE THE MISTAKE of comparing "KOFFIO" with other fillers you have used —IT'S DIFFERENT.

IN THE FIRST [illegible]CE—"KOFFIO" IS NOT

a BY-PRODUCT or OFFAL, [illegible] finished article scientifically manufactured under a special pate[illegible]rocess and made expressly for the purpose for which it is used—

IN THE SECOND PLACE—IT DRAWS LIKE COFFEE

KOFFIO is used in most cases in proportions varying from 10 to 30%, in many cases as high as 50%, and some concerns specializing on low priced coffee-compounds, use as high as 80% and obtain satisfactory results.

YOU CAN use double the quantity of "KOFFIO" over any other filler without great apparent change in color, weight, taste, or aroma from straight coffee.

So, YOU CAN greatly reduce costs and at the same time supply the consumer an **eminently satisfactory food-beverage.**

YOU CAN buy "KOFFIO" in quantities (thereby securing the minimum price) and store same without fear of deterioration from age, dampness or vermin.

YOU CAN'T pot spoil "KOFFIO." Boil it three minutes and it's good. Boil it three hours and it's just as good—but no better.

TWO OF THE LARGEST COFFEE HOUSES IN CANADA ARE USING "KOFFIO" IN CARLOAD LOTS. ITS LIBERAL USE WILL permit you to secure Institution, Hotel, Restaurant, Mining and Construction Commissary business at a good profit.

"KOFFIO" has distinctive neutralizing properties which will turn strong Mexicans and like types into a highly palatable cup.

"KOFFIO" is made in three styles: Type No. 1 is a light color, medium granule; Type No. 2 is a dark color, fine granule; Type No. 3 is extremely dark color, and both coarse and fine granule. The latter makes a very dark cup, and has a fine body, strong taste, flavor and aroma. (So far our Canadian customers have been strongly in favor of Type No. 3.)

The price of each type is the same, the different colors being made entirely for the accommodation of different taste in the trade.

We are represented in Canada by two reliable brokerage concerns, and carry local stocks in Winnipeg and Montreal, from which practically immediate shipment at minimum price can be made.

Houses East of Manitoba should address for samples, quotations, literature and full information,

P. S. DOYLE & CO.,
No. 3 St. Nicholas St., Montreal, Canada.

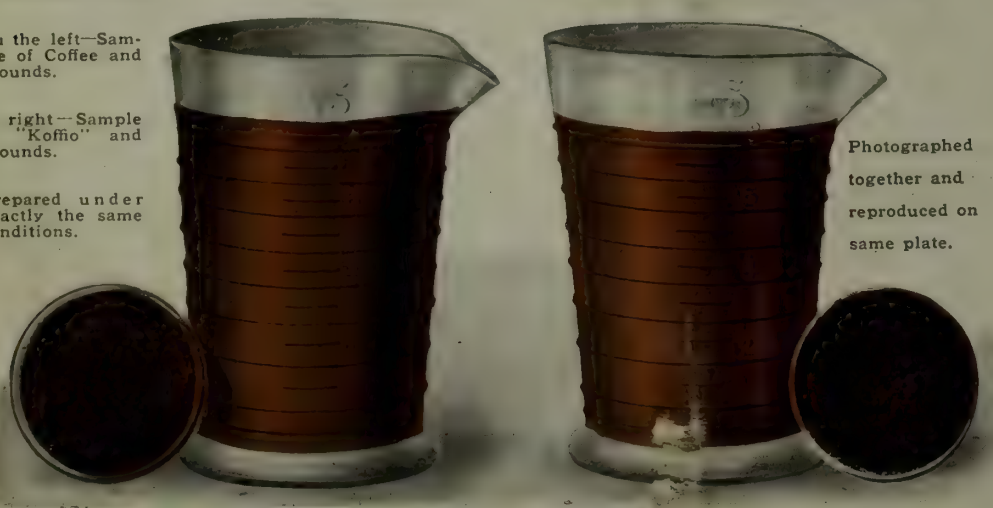
Dealers in the territory from Winnipeg to the Pacific Coast should address requests for samples, or send orders to

MASON & HICKEY,
287 Stanley St., Winnipeg, Canada.

On the left—Sample of Coffee and grounds.

At right—Sample of "Koffio" and grounds.

Prepared under exactly the same conditions.

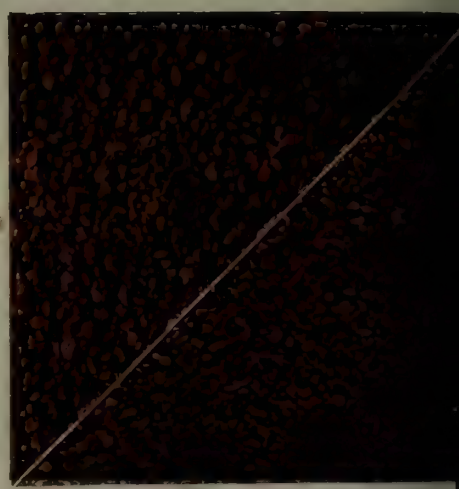


Photographed together and reproduced on same plate.

GUARANTEE

A guarantee legally executed by the pro officers will be forwarded to those reques same. A general guarantee has been filed v the U.S. Secretary of Agriculture under stringent Food and Drugs Act of June 3 1906, and given serial number 13018.

GROUND COFFEE AND KOFFI



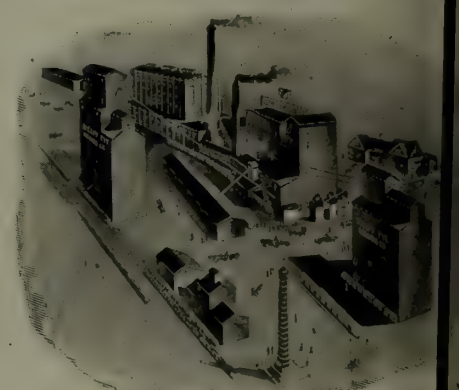
The chief chemist of our laboratory too grammes of coffee and 40 grammes of "K FIO"; added 9 oz. of water to each, and ini them in separate pots for 2 min. 15 sec.— ducing the two samples of liquid shown b

CHEMICAL ANALYSIS OF COFF AND "KOFFIO"

(DRY MATERIAL)	Coffee.	"Ko
Moisture	1.55	5
Proteids	12.98	18
Fat	11.40	4
Ash	3.85	4
Carbohydrates	70.22	67

NOTE.—One of the best known coffee ex in Canada writes:

"In view of the wonderful results achieved from of "KOFFIO" and the fact that it is less than or the price of the cheapest coffee and in view of the fact that we have had practically a complete failure Canadian Chicory crop, your material certainly wonderful field before it in the Dominion."



WHERE "KOFFIO" IS MADE

SLEEPY EYE FLO MILLS CO.

MINNEAPOLIS -:- M

ESTABLISHED IN 1883

THIS IS THE 1,286th ISSUE OF

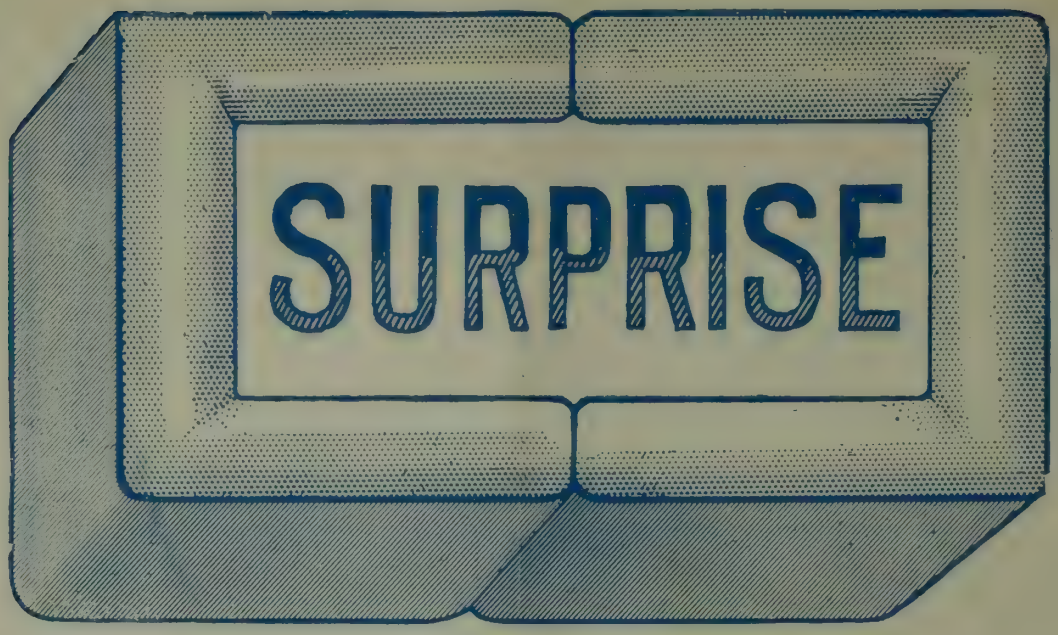
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, AUGUST 2, 1912 No. 31

CLARK'S PORK & BEANS
PLAIN · CHILI · TOMATO SAUCE

THE BEANS PAR EXCELLENCE
W. CLARK, MONTREAL



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time to talk and make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

Coco-Fruitine

Made in France

For all cooking purposes where butter or pure lard is used, this is unequalled.

It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

It is peculiarly nourishing, being superior to any other similar product.

It is extremely easily digested and assimilated by the most sensitive stomachs.

In Tins of 1-lb., 2-lb., 11-lb., 25-lb. each.

Olsen & Kleppe Sardines

The English trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

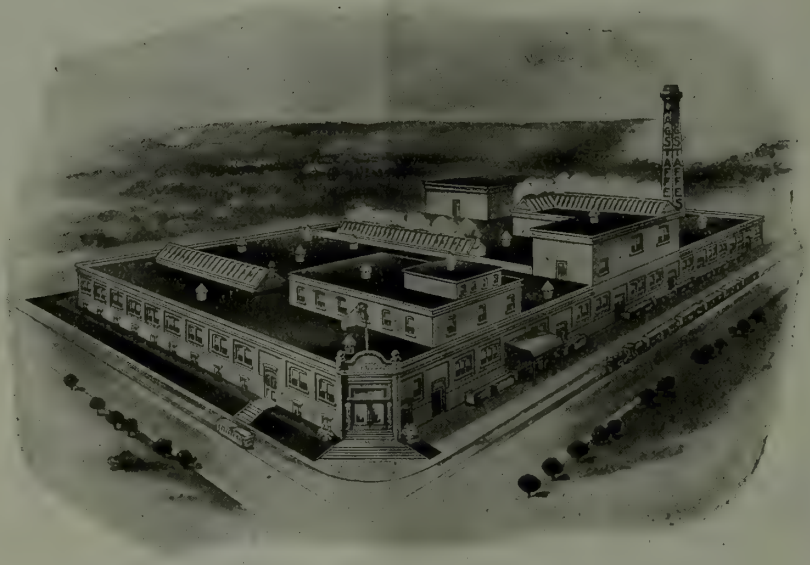
Packed in Norway

ARTHUR P. TIPPET & CO.

Montreal *Agents* *Toronto*

WAGSTAFFE'S

Fine Old English



FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

A TRIO OF QUALITY

"Made in Canada"

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original

Unsweetened

The Best that Science Can Produce

Just as commerce follows the flag so the best trade of your locality links itself to the foodstuffs that are pre-eminent in their field.

Eagle Brand Condensed Milk

Reindeer Brand Condensed Coffee St. Charles Evaporated Milk

This quality trio reflects the best there is in the manufacture of such goods. With them on your shelves good sales will result and a "good will" worked up among the best people.

Borden Milk Co., Limited

"Leaders of Quality" **MONTREAL**

Branch Office:—No. 2 Arcade Building, VANCOUVER, B. C.

A Cooling, Thirst-Quenching Beverage

Your customers are looking for such a drink; can you supply their wants? You will be giving them the best if you recommend

E D S

Raspberry Vinegar

The fresh juice of the luscious raspberry is scientifically prepared by experts, and your customers are assured of a delicious summer drink when you pass out the E.D.S. brand.

Made only by

E. D. SMITH

WINONA :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Cannot Be Made Purer

Can you conscientiously tell your customers this about the jam you are handling? Can you hold up a pot of your jam to a customer and stake your reputation on its quality?

You can do both with

Because

It Is the Jam Par Excellence

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons

PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.

WHITE BEANS $3.00 BUSHEL

STILL THE SAME PRICE

Simcoe Baked Beans, Family Size, are still the same price as when beans cost only $1.80 per bushel. White Beans have now increased to $3.00 per bushel.

It is to every dealer's advantage to buy NOW. We bought beans in advance when prices were low, and are now offering to the dealer this exceptional opportunity. Will you take advantage?

Feature the Family size. *"A larger tin at a smaller price."*

DOMINION CANNERS, LIMITED
HAMILTON, ONT.

UP GO WHITE BEANS

PERRIN'S

5c. and 10c. Fancy Thin Blue Packages Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins

DAIRY CREA

SODAS

D. S. Perrin & Co., Limited
LONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness

REASONS WHY

"Melagama"

TEA AND COFFEE ARE DESIRABLE TO YOUR BUSINESS:—

They are STANDARD BLENDS unequalled for QUALITY and FLAVOR, and never fail to give satisfaction wherever introduced. Every day we have striking evidence of their ever-increasing popularity, and if you, Mr. Reader, are one of the few that do not sell "MELAGAMA" for no other reason than that you are not asked for it—waive the point—order a supply and we guarantee the sale, and unprecedented success, if you introduce "MELAGAMA" when your customers ask for Tea or Coffee.

MINTO BROS. 45 Front St. E. **Toronto**

Eureka Canada's Sanitary **Refrigerator**

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Macaroni

Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND

THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.

MONTREAL, CANADA

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN

COFFEES

MONTREAL

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

NEXT—"Show the Goods"

Display the Dominion Matches—place them where they suggest purchase. Goods well displayed suggest "buy" to the buyer.

THE DOMINION MATCH

through its all-round qualities is a popular staple. Every match is made of good quality wood, with a head that lights silently every time without sputtering.
The demand will be steady and your profit good.

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

THE NEW ENGLISH BISCUIT IS BEING SOLD IN MILLIONS!

CARR'S

"SHORTCAKE"

32
PIECES TO
THE POUND

HAS INCREASED THE BISCUIT SALES OF THE TRADE BY AT LEAST **50%**
WHY NOT LET IT INCREASE YOURS?

WIRE, PHONE OR WRITE THE AGENTS BELOW:

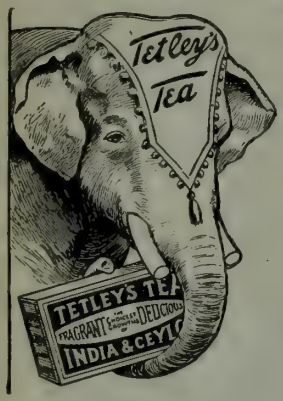
SIMPLY DELICIOUS!

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg, Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

BY ROYAL APPOINTMENT

CARR & CO., LTD. CARLISLE, ENG.

TETLEY'S



has no rival. It is in a class by itself. There is always one by which the rest are measured. In the tea market that one has always been, and is to-day, **TETLEY'S**. Ask the particular buyer of good tea, and the answer is invariably **TETLEY'S**.

Put up to sell at $1.00, 75c, 60c, 50c, 40c.

Look for the elephant on every package—the guarantee of quality and excellence.

Beware of imitations.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

IN a perfect timepiece the pendulum swings with consistent regularity. In the same manner, perfect standard blends maintain their uniformity year in and year out. You do not get thin flavory teas one week, and thick, rich teas the next. ***But the same always.***

SUCH BLENDS ARE OURS!

The PENDULUM clearly shows you WHERE YOUR INTEREST LIES.

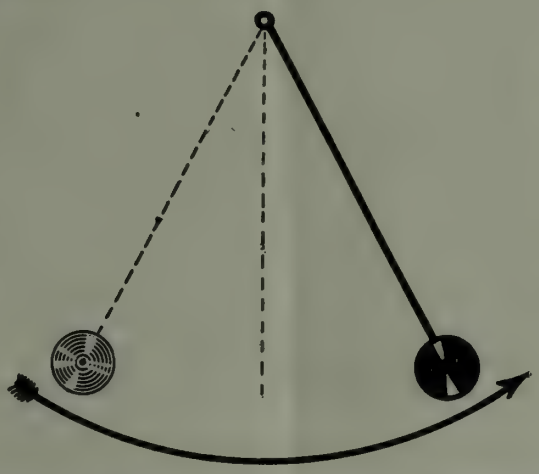
STATIONARY

PACKET TEAS

Handled by stores of all kinds—consequently

Small Business.

DISSATISFACTION.



PROGRESSIVE

RELIABLE
STANDARD BLENDS

Handled by Grocers and Tea Dealers only.

Increased Business.

SATISFACTION.

UNLESS A GROCER is a keen judge of Tea and capable of making his own Blends—keeping them uniform under all conditions—it is most unwise to buy straight Teas.

Compare any of our Standard Blends with any straight Teas offered you at or near the price. ***Providing you will do this, your order is ours!*** And what you buy to-day, you can buy 6 months hence—***same liquor—same leaf —same price,*** and your customers can depend upon their supply ***to your certain advantage.***

Buy a Package of one or all of these Blends. Freight paid to any point in Ontario on 100 lbs. and over.

2	Black or Mixed at 19c.	3	Black or Mixed at 22c.	5	Black or Mixed at 27c.
B	Green at 19c.	C	Green at 22c.	D	Green at 27c.

EBY-BLAIN, LIMITED

TEA Blenders To The TRADE

TORONTO

Kops Ale & Kops Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

The Pinnacle of Good Value

Is pure and hard and will do more work to the bar than any other make. Its purity allows it to be used in the washing of the most delicate fabrics without harming them.

It is the kind of soap that makes your customers think yours is the only store for good value. Stock Wonderful Soap and be a successful merchant through the big trade it brings.

WRITE FOR PRICES.

The Guelph Soap Company

GUELPH - - ONTARIO

His Influence Counts

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,

WINDSOR, LIMITED ONTARIO.

REPEAT ORDERS

One of the great advantages to a grocer in featuring

Redpath

Extra Granulated SUGAR

In 2 and 5 Pound Sealed Cartons

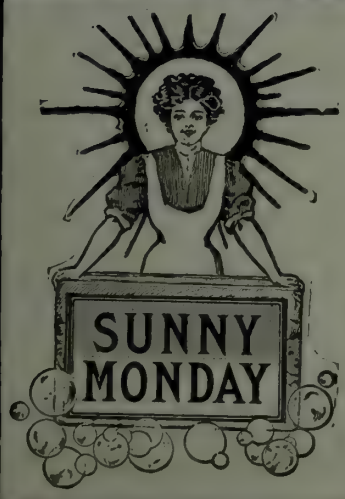
is the steady trade which it helps him to build up with the most desirable customers.

They need sugar so often, that when they find you always send them Canada's best sugar, in its absolute purity, protected by the sealed cartons, they will form the habit of giving you frequent orders, which will by no means be limited to sugar.

Just now, while the preserving season increases their need of sugar, is the time to establish a reputation for the best by pushing REDPATH Extra Granulated.

The Canada Sugar Refining Co.
MONTREAL LIMITED

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery
All First-class Jobbers Handle

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

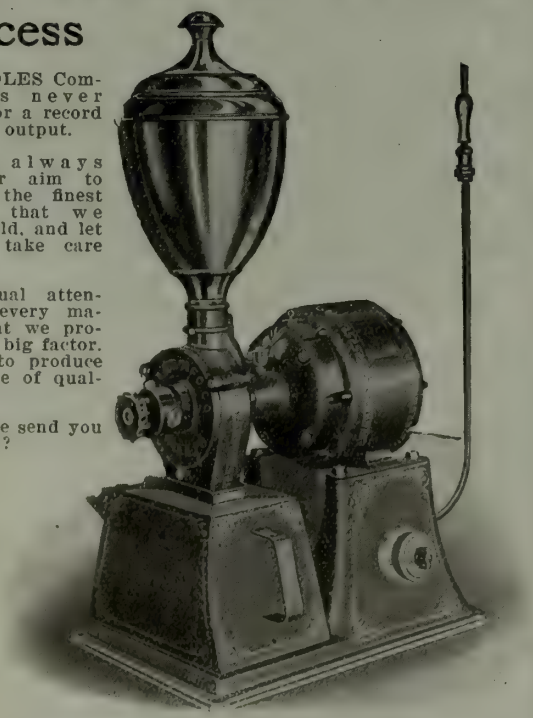
One Factor in COLES' Success

The COLES Company has never striven for a record breaking output.

It has always been our aim to produce the finest machine that we could build, and let quantity take care of itself.

Individual attention to every machine that we produce is a big factor. It pays to produce a machine of quality.

Shall we send you catalogue?



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1.** It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED
Hamilton, Canada **Buffalo, U.S.A.**

Brand's Rolled Ox Tongues

Have attained their present wide sale because of their unsurpassed quality.

Only the finest tongues are used and the greatest care is exercised in every part of the process of preserving and packing them attractively in glass jars. They are splendid window and counter stock, their inviting appearance leading to steady sales.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL.
McLEOD & CLARKSON, VANCOUVER.

RETAIL GROCER

When travelers resume operations after their holidays, they will be anxious for business, and will be carrying samples of leaders. Ask them to show you a sample of

"The Parker Broom"

Polished yellow handles
Finest quality broom-corn
Best workmanship
Quicker sellers

and more satisfaction all around than any other broom. Fully guaranteed by

The Parker Broom Co.

692 Wellington Street, OTTAWA, ONTARIO

Tartan BRAND

THE SIGN OF PURITY

During Travelers' Holidays

We give special prices on all

Mail, Telephone and Telegraph Orders

All orders shipped the same day received

Use our unexcelled phone service at our expense. 'PHONES 3595, 3596, 3597, 3598, 462, 748

BALFOUR, SMYE & CO., IMPORTERS, PACKERS, WHOLESALE GROCERS, **HAMILTON**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

CLUB HOUSE

QUEEN OLIVES

ARE EXTRA SELECT STOCK.

Only finest Seville Olives are packed in brine made from our own pure Artesian water. Your select trade demand this brand.

Gorman, Eckert & Co. LIMITED

London, Ont. Winnipeg, Man.

Don't Run Chances

of spoiling good fruit with poor sugar, give your customers

St. Lawrence Granulated

and give them the best.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Flies Are Thickest Right Now

Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT, DOES GOOD WORK.

W. G. A. LAMBE & CO. TORONTO

CANADIAN AGENTS

NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK CHICAGO MONTREAL JAPAN

Sales Aplenty These Days

It is almost beyond human power to keep milk of the dairy in a perfectly fresh state for a day—that is why LAURENTIA MILK is exceedingly popular just now.

Absolutely fresh milk is put through the process of homogenization, which thoroughly mixes the cream and milk so that it can never be separated again and the cream will not rise to the surface. Then the milk is sterilized in air-tight bottles, rendering it free from all bacteria and germ life. Laurentia Milk and Cream is a boon to the invalid and the greatest weapon against infantile mortality.

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

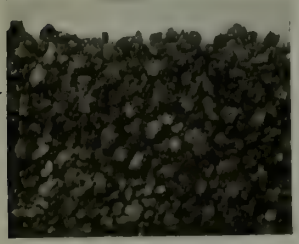
We make one quality only—THE VERY BEST.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow



SOMETHING NEW—MR. GROCER!

YOU know the present high price of Coffee has started thousands of people—some of them your customers—to using Coffee substitutes. Why should you be forced to sell only package goods of this kind *at a small profit* when you can just as well buy "KOFFIO"—the new RIVAL of Coffee—in bulk (140-lb. sacks) which you can easily sell at only 10c. per pound and

You can sell large quantities of "KOFFIO" to Boarding Houses, Hotels, Restaurants, etc., at a big profit.

MAKE OVER 100% PROFIT

"KOFFIO" is GUARANTEED never to spoil.

Get in line on this new deal. First customers are wiring in re-orders.
Write for prices and full inrormation to MASON & HICKEY, Winnipeg, Western Canadian Agents,
or P. S. DOYLE & CO., Montreal, Eastern Canadian Representatives.

Buy a better Laundry Blue.

Playing a great part at the tail end of the wash, every Blue has to satisfy the searching eye of the critical woman, which means every woman. If it does not satisfy—if in purity, strength, and colour it fails under the microscope of experience—somebody at the counter is going to face a "breeze." "OCEAN" Blue signifies not strength alone, or brilliant colour only, or purity, but all three—as much of them as can be packed into the best 5 cent packets sold. And they never vary, or somebody would have said so.

OCEAN BLUE

Squares in 5 cent. packets.
Bags in 5 cent. cartons.

Cheap enough for the million.
Good enough for the millionaire.

HARGREAVES BROS. & CO., LTD., HULL, England.
Agents for Ontario:
F. E. ROBSON & Co., 25 Front Street East, TORONTO.

Hello! Hello!

Why everyone seems to be ordering "CLUB" HEALTH SALTS this weather!
Yes, Mr. Grocer

"Club" Health Salts

are in great demand just now and you should stock them.

GOOD, SALINE, EFFERVESCING BEVERAGE
HANDY PACKAGE IN THE PICNIC HAMPER
BIG PROFITS AND GOOD VALUE.
10 CENTS RETAIL

S. H. Ewing & Sons

96-104 King St., MONTREAL 20½ Front St., TORONTO

THE MAXIMUM OF SELLING EFFICIENCY

is within the reach of every practical merchant who carefully studies the particular requirements of his trade.

Silent Salesman Arctic Refrigerator

provides every modern facility for attractive display of perishable stock, and at the same time refrigerates and keeps in perfect condition all such stock it contains, giving the maximum amount of cold dry air for a minimum of ice.

Send for 1912 Catalogue.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY

Trade Mark

of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills, Limited

LONDON - - ONTARIO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
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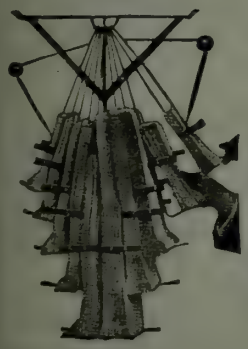

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¶ She knows that children, elderly people and convalescents thrive on Benson's.

¶ She wants Benson's because no other Corn Starch will do.

Display Benson's on your counter and shelves—Sales will quickly follow

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Interior view of a retail grocery store located at Athabasca Landing, Alberta. Until recently, goods had to be shipped there by wagon from Edmonton, a distance of a hundred miles.

A Fine Retail Store in the Far North

Located in Alberta a Hundred Miles Beyond Edmonton—Only Recently That It Received Railway Communication—Sells Goods Within The Arctic Circle—Number of Modern Fixtures and Splendid Shelf Arrangement.

Looking at the photograph of the above grocery store, one would scarcely think of hazarding the guess that it is located 100 miles north of Edmonton Alta., or 500 miles nearer the north pole than the international boundary between Canada and the United States.

But such is the case. It represents the grocery department of the Athabasca Grain and Produce Co., of Athabasca Landing. Athabasca Landing is located on the Athabasca river, and while not very large just now, is destined to become an important centre in the near future. Probably the present population would number around 500 or 600 souls.

Wagon Route From Edmonton.

The appearance of this store interior is also the more commendable inasmuch as the stock and fixtures, until recently, had to be transported from Edmonton by wagon route, a distance as above mentioned of a hundred miles. Within the past three months, however, that territory has been invaded by the Canadian Northern Railway, which runs up to Athabasca Landing, and which may likely branch out into the famous Peace River district.

In Business Two Years.

It was at the Landing that the Athabasca Grain and Produce Co. began business about two years ago. Since that time emigration into that district has increased rapidly and the company now tranship goods by water and wagon route to three hundred miles north of their headquarters.

With the co-operation of this firm the goods of many eastern manufacturers are being sold within the Arctic Circle in Central Western Canada.

Feature Confectionery.

A look at the illustration will show among the fixtures a computing scale, a large silent salesman, quarter-cut oak counter, metal ceiling and a neat soap display rack against the pillar. The silent salesman is given up to confectionery and biscuit illustrating the importance placed by this northern firm on the value of stocking and displaying this line effectively.

A glance at the shelving shows neatness and cleanliness. In fact the arrangement of goods on the shelves is much superior to that in many stores in modern eastern towns and cities. Yet here is a store away up in the centre of Alberta, five hundred miles north of the 49 parallel of north latitude with a modern big city appearance. It illustrates the progressive spirit of Western enterprise.

Retailer as Path-Finder.

Such stores as these in new districts exemplify strongly the importance of the retailer in building up communities. Take the retail stores away from Athabasca Landing and a considerable quantity of its vitality is gone. The retail merchant is certainly the pioneer in the opening up of a new country, and he is an absolute necessity in its progress. Up-to-date stores are required to keep out mail-order competition. People will begin to send away for goods which they want and cannot get at home. It remains for the retailer to prevent this occurring in the first place. If he can do this he spares himself a good deal of energy later on attempting to "cure the disease."

The Retailer is Not the Beneficiary

Farm Products Have Advanced to Consumer in Recent Years, But Merchants Have Lost Rather Than Gained—Intimation of a Farm Paper, Which Evidently Has Not Studied Question—How Rentals, Wages and Cost of Business Have Gone Up.

That the "middlemen" are getting a greater percentage of the increase in the cost to the consumer of farm food products, is the contention of a farm journal, which evidently has not given more than a superficial study to the problem. In a recent editorial, Canadian Farm, the paper in question, made the following statement:—

> But, all said and done, it cannot be shown that even at present high prices for food products in our towns and cities, the farmer is getting any more than he is justly entitled to. While prices to the consumer may have advanced 40 to 50 per cent., as compared with a few years back, the price the farmer gets, averaging all things up, has not advanced more than 20 to 25 per cent. Who, then, gets this increased price? Many of our correspondents say it is the middlemen, the men who buy from the farmer, and who handle and care for the product until it reaches the consumer. While the cost of handling all kinds of produce has materially increased in recent years, we do not think this extra cost is sufficient to account for the difference between the increased price the farmer gets as compared with a few years ago, and the increase in cost to the consumer. In other words, the middlemen are getting more than they are entitled to of the increase in the cost of food products in recent years.

Does Not Get Down to Facts.

It will be noted that Canadian Farm does not show, in facts and figures, that farmers are not getting their share of the increase in cost of farm goods to the consumer. Nor does it prove that the "middlemen"—that vague term so often used nowadays by newspapers—are getting more than they are entitled to. If the "middleman" means the retail dealer—and the retail dealer is the man who sells to the consumer—it will require some figuring to prove he is getting more than his share of the increase in prices referred to.

Gross Margin Usually Fixed.

In the case of such articles as butter, eggs, bacon, etc., it must first be remembered that a retail dealer can, in majority of cases, only secure a certain margin per pound or dozen, as the case may be, no matter how much he has to pay for the goods.

For instance, if eggs cost him 22 cents per dozen, he sells them at an advance of 3 or 4 cents. If at 26c he makes a gross profit of 4 cents, or about 15½ per cent. But if eggs cost him 26 cents he cannot sell them for more than 30—a margin of 4 cents—reducing his gross profit to 13 1-3 per cent. If cost is 30 cents and selling price 34, the gross profit is further reduced to less than 12 per cent.

The same applies to butter, lard, bacon and other farm products used every day in the home.

A Comparison of Prices.

The following comparison shows what the retail dealer has had to pay on August 1, Toronto market basis, for produce and provisions during the past 6 years:—

	1907.	1908.	1909.	1910.	1911.	1912.
Butter, creamery prints ..	22 —23	24 —25	23 —24	23 —24	24—25	27 —29
Bacon, breakfast	15½—16	14½—15	16 —17	20	16—18	17 —18
Cheese, large, new	11¾	12¾—13	12¼—12½	14	13	14 —14¼
Eggs, doz., new laid	18	24	22	21 —22	18—20	24 —26
Lard, tierces, pure	12½	12	14¼	14¾	10—10¼	13½

It will be observed from this table that the retail grocer is now paying from 5 to 6 cents more for butter than in 1907; he is paying from 1½ to 2 cents more for breakfast bacon; almost 3 cents more for cheese; 6 to 8 cents more for new laid eggs, and a cent more for lard.

Gross Profit Percentage Declines.

When a retailer sold butter in August, 1907, at 27 cents, which cost him 23, he was making a gross margin of 4 cents, or about 15 per cent. gross profit. For how much must he sell butter now which costs him 29 cents, to make the same profit? The answer is 100-85 of 29, or 34 cents and a fraction. But the dealer cannot get that price; neither can he sell as much butter. When butter advances there is too much competition for him to increase his price to maintain a certain percentage of gross profit—and he loses.

Increase in Rents and Wages.

Look at it from another angle. In 1907 best butter was 23 cents. To-day it is 29. This represents an increase of about 26 per cent. It has already been shown that, as far as the retailer is concerned, he has lost rather than remained even, not to speak of gaining on the increase in prices of farm products.

Let us ask the farm paper these questions: (1) Does the retailer pay more rent now than he did in 1907 or 1908? If so, how much.

(2) Have wages to employes increased or decreased, and how much?

(3) Has general cost of living to him and his family changed?

(4) Is expense of handling farm products more or less, and how much?

Advances in New Brunswick.

During the past couple of weeks The Grocer got in touch with representative dealers in different parts of the country and obtained the following information:

In St. John, N. B., rentals in last three or four years have increased 25 per cent. Increase in wages has been 40 per cent. The cost of living to the merchant has gone up 30 per cent., and expense in handling farm products had advanced 40 per cent.

In the city of Quebec rents are higher by 25, 35, and in some cases 50 per cent. Wages have gone up about 50 per cent., the cost of living 25 per cent., and expense in handling farm products 25 per cent.

Difficult to Raise Margin.

The experience of a dealer on the main street in Peterborough is that rents have increased a third, wages the same, and the cost of living has doubled.

"When butter was purchased for 16 an 17 cents a few years ago," states this dealer, "it would sell for 20; now if we pay 22 cents, we can only sell it for 25. In the past spring we paid 30 cents, and sold it for 33; 33 for 36, and 35 for 38."

This shows a decline in profits as follows:—15, 12, 9, 8½ and 7¾ per cent.

"When eggs were 10 cents, we sold them for 13; now we pay 20 and sell for 23, and in the winter when they are high, we often do not get the 3 cent margin. "A few years ago we would buy potatoes for 40 and 50 cents, and sell them from 60 to 70c per bag. This spring they cost us $1.80 to $1.90, and we had to sell them at $2.00. Everything else is on the same line. We believe profits on farm products are almost half as much as some years ago—while our outlay is double our margin of profits remains the same."

A Chatham, Ont., retailer claims rents are up 25 per cent., wages nearly 50 per

cent., and that cost of doing business generally has increased quite 25 per cent. in recent years, thus bearing out what the others have claimed.

In the business centre of Hamilton, Ont., according to a large dealer, rents have advanced in recent years from 50 to 100 per cent. Under present conditions this dealer claims the cost of living to the merchant has gone up from 25 to 40 per cent.

What has been presented above are facts, not mere statements. Canadian Farm is in error if it means to insinuate that the retail grocer selling farm products to the consumer is getting the big end of the deal. Competition is too keen for that.

What surprises one most who studies the question, is the insinuating remarks made by many of our Canadian daily newspapers against the retailer. Under the slightest provocation they will accuse the retailer with charging extortionate profits, whereas the retailer is not fair to himself in not marking up his goods in comparison to the increase in his expense of doing business.

Montreal Grocers Enjoy Splendid Outing

Valleyfield Was the Rendezvous This Year—Were Royally Entertained There—Sprinting Events Keenly Contested—The Banquet Proved a Popular Part of the Proceedings — Sidelights on the Day.

Staff Correspondence.

Montreal, Aug. 1. — Jupiter Pluvius seems to have some regard for the Montreal grocers and their clerks, as he has seldom marred any of their outtrips. At Valleyfield on Wednesday of last week no better weather could have been desired, not too warm but pleasantly cool.

There was quite a welcome awaiting the excursionists at their destination as the grocers of Valleyfield as a whole decided to join them and also cast away business care for one day at least. "Comment ca va? Comment ca va," was the order of things when the train pulled in, and we are safe in saying that the "au revoir" when time for departure had arrived was sincere in every way.

Some Good Racing.

As is customary at picnics, the sports were the chief attraction, and it was quite evident that some of the trade were in pretty good training. It is probable that Canada would have been more successful at the Olympic festival just terminated at Stockholm, if she had sent a few of the R.G.A. members to figure in the Pentathlon.

For example, J. A. Phaneuf in the committee race broke a record for the 150 yards, but the onlookers generally agreed that if A. Laniel could boast of a couple more feet of stature that the verdict would have been a dead heat. However, let us not detract from the glory of the big J.A.P.

The travelers' race was won by E. Daoust (French for dust), the second man P. Langlois (this is not the French translation of Longboat), being considerably hampered in the gallop by the dust raised by the winner who cantered home with a good margin in his favor.

While these two races were being run off the "fat men" were receiving a good rubbing down from their trainers, and the special attention given H. Longtin, who amongst eleven others could boast of more than 200 pounds avoirdupois, enabled him to secure the verdict. The 150 yards was covered in quick funeral time, the winner receiving a set of military brushes for his exertion. We would again state that neither is Longtin the French rendering of Longboat.

J. A. Phaneuf was up against talent in his second encounter, having to contend with sprinters of the J. B. Therien and J. O. Malot type, but his long legs enabled him to reach home once more; the water pitcher he won being generally conceded to be a good container for Barbadoes molasses.

The ladies' race as usual, was a nerve breaker (for the handicappers) it being particularly hard to get the frisky entrants to toe the line. When the barrier did go up it was plainly evident that Mrs. E. Jones would be the winner, as she got off to a good start, and in spite of the weight she was carrying was not troubled by Mesdames O. Fournier and E. Daoust who were judged second and third respectively.

The dancing contest wound up the list, the fairy stepping of Miss E. Bourdoin tickling the judges' fancy, while Miss E. Lapointe was also favorably considered and placed second.

The Banquet.

Here was the surprise of the day. The authorities of the Golden Lion Brewery which has not long been in operation, furnished as fine a dinner as one could desire and certainly gave the Montrealers reason to be pleased with their decision to go to Valleyfield. J. D. Boileau presided and after making the usual "speechless" excuse—he hadn't tasted as yet Golden Lion brew—G. A. Archambault, president of the R.G.A., said a few words and allowed Mr. Herbert, president of the brewery, to address the gathering. Thanks were extended to the Golden Lion authorities for their hospitality prior to the grande finale.

Grocerlets.

When somebody tried to warble Gound's "Where would you go," a Caruso on the platform chimed forth with "Come back to Valleyfield."

Where was Armand Chaput? He's a busy man just now but he must have thought thus, with Tennyson during the day:

Work- work- work!
In my office, can't you see
And I would that my tongue could utter
The thoughts that arise in me.

However, Geo. Duclos was there as his understudy.

Wholesalers are pretty busy these days as friend Demers of Hudon Hebert & Co., Ltd., explained. It was thought that the "Gazelle" would be a sure winner in the hundred yards but this "fleety one" did not start.

J. Ethier smiled nicely for the tin plate artist. Nice tune that — "Thy sweet face haunts me still."

J. D. Boileau's special contest was a teaser. Oh! you girls! Here it is: Box of flowers held by Monsieur Boileau one only of a number having a string on the stem. The fair lady picking out the special flower received a special prize. Secretary Beaudry was quite useful in this event as a number of the ladies were inclined to resort to suffragette methods but Monsieur Beaudry kept them at Bay.

Perhaps there would have been a bigger attendance if the Valleyfield horse race meeting had not been postponed. Some few piastres were brought home from King Edward park last year. You remember who picked the winning ponies. Mum's the word.

Who was it suggested a trip through the Golden Lion Brewery? Now, thirsty one! Don't you remember these words, "Lead us not into temptation."

Megaphonic Lussier was an absentee. Perhaps his lungs have given out. J. A. Phaneuf did the bellowing this year and along with the "Golden Lion" made quite a roar.

To reduce fat—compete with Longtin et autres in the fat men's race.

When little Laniel got ready to start in a race somebody said Toot! toot; This didn't deter him though. He knew his auto was safe in the garage, don't you know?

Let's hope next year's picnic will be as successful.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, AUGUST 2, 1912

LOSING MONEY ON SUGAR.

Sugar is undoubtedly one of the big sellers in the retail store. In some stores it represents probably a third of the entire turnover. How many dealers are there who make a sufficient profit on sugar to cover its share of cost of doing business?

Not long ago a retail grocer told the writer that he always made it a point to get a profit on sugar. He invariably sold it at 50 cents a hundred advance on invoice cost. But is this a profit? Let us do some figuring.

Best sugar last September was $5.95 on Montreal basis. At fifty cents advance this dealer would receive $6.45 per cwt. Fifty cents profit on turnover of $6.45 would mean less than 8 per cent. gross profit. Would that cover even cost of doing business?

Supposing the cost were $5.50. Six dollars a hundred would be realized or 8 1-3 per cent. gross profit. If the cost were $5.20 the profit would be less than 9 per cent. Sugar now is $5.05 on Montreal market so that at present figures the gross profit would be only a little above 9 per cent. So far the dealer is losing money by following the 50 cent advance plan. Even if sugar were down to $3.00 he wouldn't make 15 per cent. total profits.

These figures go to prove the folly of figuring at so much advance in cents on first cost. Some merchants have got the idea that 50 cents above first cost is 50 cents clear gain. They forget that overhead expenses are inevitable; that it costs them something to get the goods into the store, to prepare them for sale, to sell and deliver them. In addition to these expenses, the merchant must pay rent, taxes, light and fuel bills, etc., and get a living into the bargain.

A radical change is certainly due in the methods of many merchants so far as figuring profits are concerned. It cannot come too soon for the good of the entire trade.

INSINUATIONS NOT SUBSTANTIATED.

The insinuations made by many daily newspapers throughout Canada that the retailer is reaping the benefit of the increase in cost of foodstuffs to the consumer. In other words they make the claim that the retail dealer is charging an excessive rate of profit—that his net profit is greater than it used to be and greater than it should be.

The increase in cost of farm products is pointed to, but as shown in an article on another page of this issue, the dealer loses rather than profits by advances. He pays from 25 to 100 per cent. more in rents than a few years ago; wages to his employes have advanced 33 1-3 to 50 per cent.; cost of living has gone up from 40 to 50 per cent., and the general expense of operating the business has risen 20 or 25 per cent. At the same time his gross margin of profit remains the same regardless of increase in cost to him. In the face of such advances, the retailer would certainly be justified before any court in the land in getting a higher gross profit than he did when expenses were less.

But he does not get it on staple lines such as farm products. Competition is much too keen for that. It is the luxuries and semi-luxuries on which he must catch up and only the wealthy need purchase these.

No newspaper can prove that the retailer is making an excessive profit on staple lines. On the other hand, as we have shown in the article already referred to, the sale prices lean the consumer's way, considering nothing more than the first cost.

As a matter of fact the whole cause of the increase in farm products is due to short production in relation to population. When Canadian tillers of the soil revert to intensive farming, and when the people learn to remain on the farm, then shall we have cheaper staple food-stuffs.

HONEY PROSPECTS NOT BRIGHT.

Another honey season will shortly open up. The past one has been marked by generally high prices, the result of only moderate production last year and the feeling that all supplies would be needed before another yield was on the market. This has proved correct and supplies have been cleared up to a close margin without any wavering whatever in prices.

Present indications would seem to point to another year of curtailed production and relatively high prices. The extremely cold weather of last winter proved particularly bad for bee colonies and was responsible for considerable loss.

Ontario is an important factor in the honey supply and reports from beekeepers in that province indicate a still further decrease per colony over last year, the average being 48.7 as compared with 50.9 in 1911, which was a short year, and 58.3 in 1910. It is also noted that there is a considerable shortage in eastern counties, heavy loss being occasioned by severity of last winter.

There is no doubt that there is plenty of room for expansion of the bee industry in Canada and some measures should be taken by the government to encourage and promote it. For instance it is claimed that not one quarter of the nectar secreted by Ontario flowers is ever utilized.

THE FLY IN THE STORE.

There are many careless dealers just now driving away trade because of the fly nuisance. Careless is the proper term, because flies could be kept from the store if the proper attention is given to the matter.

In the first place dealers should see that all breeding places in the vicinity of the store are removed. Rotting fruit and vegetables, garbage heaps, stable refuse, etc., are favorite breeding spots. Flies hatch in ten days, so that all that is necessary to prevent breeding is the ordinary care in removing the causes within the ten days.

A certain number of flies will find their way into the store unless screens keep them out. Even then a few pass the sentinels. These must be captured as early as possible. Every dealer carries various fly destroyers, sticky paper, etc., and it doesn't take long to get a few dozen flies. A swatter is a very handy weapon to get them one at a time, providing their number is not too great.

Every dealer must realize the necessity from a business standpoint to rid the store of the pest. Particular customers are every day passing by such places. They want goods in a sanitary condition, and they know they can purchase them somewhere.

WHERE REFORM IS NEEDED.

In last week's issue reference was briefly made to the questionable methods of some Canadian evaporated apple shippers. Fuller information of these methods is contained in the report of J. T. Lithgow, Acting Canadian Trade Commissioner in Amsterdam. He writes the Department of Trade and Commerce as follows:—

"The warehouses of the two merchants in Rotterdam were visited and many barrels of dried apples examined with the co-operation of an assistant, who had had some considerable experience. It was found that in both cases the moisture was excessive and had discolored the barrels. In going into the contents the apples were found to be sticky and matted together. One lot which had been on hand for some little time, was full of mould and could not be used for human consumption and will have to be destroyed. As to the other lot, excepting that there was no mould visible, the condition was not any better. Complaint was also made about the branding of a shipment of fancy evaporated apples in boxes. These were also examined, and while the top layer was in perfect condition, it was evident on going a little deeper that the appearance entirely changed, many small pieces were found together with seeds and cores. This shipment was examined by three responsible merchants in Rotterdam and they unanimously agreed that the goods were not as represented and that the importer was entitled to a rebate. After examining some boxes of this shipment and comparing them with similar goods put up by a firm in Wayne County, New York, I came to the conclusion that the award was entirely in accordance with facts."

This is a serious indictment against Canadian dried apples and certainly should be investigated by the Department of Agriculture or Trade and Commerce. Canada cannot afford to send out such goods to foreign countries. It not only affects our future trade in dried apples with Europe, but the reputation we get for downright dishonesty is bad for shippers of all goods and therefore injurious to the country.

Inspection is evidently needed. The sooner we get it the better.

THE SUMMER SLUMP MYTH

Although the average business man is devoid of superstition, he still harbors a number of myths, and clings to them with singular tenacity. One of the most conspicuous and most dangerous is the Summer Slump Myth.

The idea has gone abroad that trade falls off during the summer months. Business men have accepted it with a credulity never displayed in regard to other matters. The manufacturer takes it for granted that the merchant will find trade dull and makes little effort to find a market for his goods. The merchant in turn, concludes that people are not going to buy as briskly as at other seasons, and "lets up" in his efforts. When men start to act on a false impression of this kind, they inevitably end up by creating the condition, the existence of which was a pure assumption on their part in the first place. When merchants make no effort to create business, the natural result is that business falls off.

The summer slump is a myth, purely and simply. It is a pernicious myth, for it does damage wherever it is accepted; and, unfortunately, its acceptance is pretty general. Although it is quite true that the summer sees a pretty general exodus to summer resorts and holiday points, statistics show that the number of residents who leave a town never exceeds 10 per cent. of the population at any time; and that is partly made up by the presence of visitors. Further than that, people are just as prone to spend their money during the summer months as at any other season of the year. They spend on pleasures and outings larger amounts than the difference between their regular purchases in summer and in brisker seasons. The merchant could divert a share of that promiscuous expenditure to himself if he would keep his store attractive and advertise regularly.

Another point which is generally lost sight of is that, to slacken efforts in the anticipation of meagre results, is to lose momentum. The athlete must keep in condition at all times whether he expects to have an opportunity to display his prowess or not. And it is the same with trade. The merchant who allows himself to drop out of the public sight finds it hard to get back again. He has lost momentum.

EDITORIAL NOTES.

Make August a trade winner.

* * *

Let the summer lines have another good chance to move out during August.

* * *

If sugar were $10 per cwt. no doubt many dealers would be content to make 50 cents a hundred gross profit.

* * *

Away back at Athabasca Landing in Canada's hinterland, we have retailers of a modern type.

* * *

High prices in honey are anticipated for at least another year. Even the bee is contributing its share to the high cost of living.

* * *

If you have never done so before decide now to take an inventory at the end of the year. It is the first important step towards successful hookkeeping.

* * *

Montreal and Winnipeg grocers have also had their outings for 1912, and have settled down to business for another year.

* * *

Can anyone follow a three ring circus performance without missing something? Consider then the window display with more than one idea.

* * *

Some daily newspapers are content to rant over "combines," "restraint of trade," "holding up the consumer," etc. But how much of their veiled statements do they prove?

Making a Good Start in Bookkeeping

Every Dealer Should Take an Inventory and Know Where He Stands—A Financial Statement Which Indicates Loss in Year's Business—Manager's Salary Should Always be Included in Every Statement.

*By Henry Johnson, Jr.

The following is one of those inevitably-delayed letters which makes me sometimes wish I had more space. Even now, it must go in with the bookkeeping discussion to justify its present insertion. Fortunately, however, its subjecst forms a proper portion of such discussion, for which I am glad.

Winnipeg, Man., June 29, 1912.
The Canadian Grocer:

Gentlemen,—We have had trouble in figuring our inventory and wish to hand you the figures and have you figure out the gross profit, net profit, and increase in net worth and percentage of expense. Of course this is not asking much, but as we have not bothered you before we trust that you will favor us. We will try and make ourselves as clear as possible and give you the complete figures.

To begin with, we wish to say that this is a partnership concern and the writer is the active member, drawing no salary but drawing as his share two-thirds of the profits so that manager's salary does not appear in the expense.

We often times buy goods in a co-operative way, with other stores here and have included that amount as merchandise purchased and also included it in our sales, but have kept it separately and will give you the amount. We also charge all produce to merchandise when received and credit sales with a produce sale when the trade checks are traded out and again credit sales with a cash sale when the produce is sold to commission merchants. We mention this as the result obtained, for percentage of gross profit and net profit may seem low.

Yours very truly,
B—G—F— &Bro.

Statement.

Mdse on hand Mar. 6, 1911 (freight not included)..	$15,737.81
Freight on above	503.61
	16,241.42
Mdse purchased up to Mar. 20 1912	30,694.96
Freight on same (not included)..	1,005.22
Drayage on same (not included	190.00
Goods bought in co-operation with other stores included in the above, also $333.47 taken out by proprietor. Total	2,626.24
Money drawn from business in addition to mdse. above	1,950.03
Total net sales including cash, credit and produce (sales include mdse. divided with other stores and proprietors mdse.)	44,388.84
Accounts receivable (delinquent not included)	3,102.59
Bills receivable	1,508.21
Interest on bills receivable.	99.76
Fixtures depreciation not included)	920.82
Cash on hand in bank	330.45
Mdse. on hand Mar. 20, 1912	11,607.07
Discount	549.16
Net worth, March 6, 1911 ..	18,805.91

Expense.

Advertising	$ 522.93
Rent	554.00
Telephone	58.30
Stamps, stationery, etc..	117.33
Insurance	312.52
Taxes	166.92
Lighting	38.19
Heating	70.35
Clerk Hire	3,854.85
Donations	22.40
Miscellaneous	533.00
Interest on investment	1,100.03
Depreciation on fixtures	102.31
Depreciation on mdse..	99.66
Delinquent accounts	83.90
	$7,636.69
Accounts payable	$ 1,237.65
Other liabilities	354.42
Cash on account	21,298.67

P.S.—We neglected to state that we purchased a piece of land, from money from the business, amounting to $633.17 which is not included in moneys drawn from the business.

Looks Like a Loss.

There is a lot in that statement that I cannot understand fully. But first, to get down to tacks on results, let us see what we have to-day, compared with what we had a year ago; and I can only see a loss for the year's work.

It is stated that we had, as "net worth" on March 6, 1911, $18,805.91. What have we to-day? The following are all the tangible assets I can discover:

Accounts receivable	$ 3,102.59
Bills receivable	1,508.21
Furniture and fixtures	920.82
Interest on bills rec..	99.76
Cash on hand...	330.45
Stock	11,607.07
Land purchased (cost).. .. .	633.17
Total...	$18,202.07

This certainly looks as if we had $603.54 less of solid net worth, Mar. 20, 1912, than we had on Mar. 6, 1911. Why and how this has come about is what we now must look into—provided it is so. The statement is not clear to me, as stated.

Manager Should Have Salary.

If my conclusion is correct, here is one of the finest possible illustrations of the folly of any manager working without a definite salary. For if conditions are as they appear, this manager's "two-thirds" will not make him very fat; yet he has devoted a year of work to the business. Had he been paid a fair salary, he would have had at least what his clerks and helpers have had—a living wage for his work.

Merchandise bought, including freight and drayage, amounts to $31,890.18. Sales are stated at $44,388,84. This shows a "spread" of $12,498.66. If all other factors were constant, here would be a gross margin of nearly 28 2-3 per cent., which ought to be enough for the most reckless expenditure in any business. Even so, it seems to have been hardly enough in this one, because we have:

Expense	$ 7,636.69
Withdrawals	2,626.24
Withdrawals	1,950.03
Total	$12,212.96

The stock, however, has gone off just about $5,000, so that comparison does not hold. Allowing for that decline in stock on hand, the gross margin amounts to considerably less. With a gross spread of $7,212.96 we show a gross margin on only about 16¼ per cent,; and that is hardly enough for any business these days.

Enormous Expense Account.

Let us take another angle. The sales are stated at $44,388.84. With actual expenses as stated at $12,212.96, here is an expense account of about 28 per cent. —and what business can stand up under that kind of load?

But worse is still to come, for I doubt that figure of $44,388.84. This is because it is stated in the letter that "We

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

credit sales with a produce sale when the trade checks are traded out and again credit sales with a cash sale when the produce is sold to commission merchants.'' Here, then, apparently, is a double credit. How far does this go? How much do we have to lop off that $44,388.84 before we get down to actual sales?

If the $2,626.24 stated to be ''included in the above,'' is really in that $31,890.18 of merchandising purchases, etc., then the expenditures drop to $9,586.72; but even so, we have an expense account of upwards of 21½ per cent.

Too Much Stock Carried.

Lastly, with sales of only $44,000, the stock of $16,241.42 with which we started out would be turned only about 2¾ times annually; and the $11,607 with which we end would only be turned about four times—probably about 3½ times on the average. That is not active enough. The business is heavily overstocked.

* * *

Now, things may not be so bad as they look. Probably they art not, seeing we are only about $600 behind this year. But there must be some radical investigation and I urgently advise the employment of an expert accountant to examine into your condition, report fully, devise and install in operation some accounting that will account.'' The trifle of $500 to $1,000 that such an expert's services will cost you will be the best investment you ever made.

Some Pertinent Questions.

Meantime, I should like very much to have some items explained.

Wherein does that ''co-operative buying'' differ from any other buying? Do you not simply get the goods and pay for them? If so, why are such purchases not simply merchandise purchases?

What do you mean by depreciation not included?'' Does that mean that you have not written off any depreciation, or that you have written it off? Same applies to ''delinquents not included.''

How was the ''net worth'' of 1911 made up?

What is that last item, ''Cash on account'' listed at foot of statement? Is that what has been paid you by your customers on their accounts?

List Freight With Stock.

I recommend now, that you immediately discontinue that plan of listing merchandise, freight and drayage separately. Include in the cost of your goods every item that enters into placing those goods in your store or warehouse, ready for sale. Then your stock on hand will be listed at full cost to you —saving work and obviating the great liability to error in your present method.

I shall be greatly interested in hearing from you, even though you do not adopt my suggestion to employ the expert. We all learn from the mistakes and improvements of each—so let us have it.

Winnipeg Grocers at Their Annual Outing

A Dozen and One Varieties of Contests at Picnic of Winnipeg Caterer's Association—Travelers Run for Furnishings— Big Crowd in Attendance—The Men at the Helm.

Winnipeg, July 31.—(Special).—Those are the men to whom the honor of conducting the succesful 1912 picnic of the Winnipeg Caterers' Association, is due:

President.—W. A. Bartram.

Vice-President.—J. A. Campbell.

Secretary.—W. G. Lock.

Treasurer.—Geo. D. Sinclair.

Committee Chairmen.—Transportation, Capt. Harper Wilson; printing, M. L. Dennis; sports, S. I. Penwarden; refreshments, Frank Scott.

The officers in charge of the Winnipeg Caterers' Picnic at Winnipeg Beach.

Sports Committee.—S. J. Penwarden (chairman), Geo. D. Sinclair, R. L. Waugh, J. W. Campbell, J. Congalton, N. J. Lawrie, Wm. Boyd, G. Yost, H. Bartram, P. H. Menlove, M. O'Connor.

Transportation Committee. — Capt. Harper Wilson, H. Holman, Ald. Gowler, D. A. Ritchie.

All kinds of Races.

It was the 26th annual and Winnipeg Beach was the magnetic point that drew the crowd. As with the majority of picnics, the prominent feature was the racing and other competitive events. There were sprinting contests for old and young, feminine and masculine, two legs and three legs; there were starch, rolled oats and soap races; a bun contest; needle and thread, egg and spoon races, water sports, etc., etc., until everyone was almost ''run off their feet.''

Not only these but young ladies and gentlemen entered into competitions to bring to light the most graceful waltzers and two steppers; caterers exhibited their offspring; and travelers, whose lives are one long succession of racing for orders, raced harder at the picinc. In short it was one big, long, round day of pleasurable competition.

In the waltzing competition for caterers J. Ogilvie and his partner showed their prowess on the waxed floor while F. Marples and his auxiliary two-stepped themselves to victory.

There was a soap contest open to grocers and clerks, with prizes worth while, and here is the order of the winners:—Messrs Shipper, D. Richie, and Percy White. The travelers who got the count of one, two, three in their special contest were, J. Congalton, J. Ogilvie, and J. Wheatman. As a result their grips will have a few more neckties or other body furnishings on the next trip out.

The caterers' championship race of 220 yards for a silver cup brought into the limelight Gordon Buchan who holds the coveted silverware for a twelvemonth.

The special handicap 200-yard race open to caterers and employes produced the following lucky quartette: — P. White, R. Bowman, G. Buchan and G. Heppburn.

On the trains going to the Beach a watermelon was passed through to give the picnickers an opportunity of guessing the number of seeds it held.

The event certainly was a most successful one and the caterers in charge have good reason to feel elated over the day. They would still be considered modest.

Lines to Push During Month of August

Camp Goods, Summer Drinks, Spices, Vinegar, Fruits for Preserving, Fly Destroyers, etc., Among the Goods That Will Sell—First Prepared Will Secure the Most Business—Value Attached to Seasonable Lines by One Dealer.

"I begin pushing an article just as soon as it is at all seasonable and keep persisently at it until I think the opportunities for its sale have entirely disappeared.

This is the statement of one grocer, perhaps more aggressive than many in the trade but not more aggressive than every grocer should be.

We have now entered upon another month—a month rich in possibilities to the dealer ready to take advantage of them. If the dealer will take the sentiments expressed in the opening paragraph as his motto and go after business along those lines, he will find that August, a month not always given credit as a busy one, will show sales appreciable in volume and profitable in nature.

Take the Almanac Seriously.

Away back in Sag Hollows and unfortunately in many places more adjacent to the active business world, merchants are found to be ruled strongly and all too much by the seasons. Just because the family almanac says that August is the last month of summer is absolutely no reason why we should relinquish our selling efforts on summer goods. There is yet much of seasonable summer weather before us this year and there is yet to be an appreciable demand for all those goods peculiar to the summer season and it stands to reason that the grocer who maintains his stock and keeps persistently pushing these lines, is the one who is going to get the trade. It is all very well as the season nears an end to clear stocks up to a safe margin, but it does not pay to cut down supplies while demand is still at its height.

Camping Goods Still Sellers.

The season for camping and picnics has yet a considerable time to run and those goods used for these purposes should still be pushed. Canned foods of various kinds are among the stellar lines that will sell easily. Canned milk has an important place in the camper's hamper while olives, pickles, sauces and similar lines should not be forgotten. The same methods as used earlier in season may be brought into play to get this business. The window display is an important selling agent and in this regard the value of an appropriate setting should not be forgotten.

Perhaps the weather this year has not been as conducive to trade in summer drinks as that of last year, but those dealers who have been pushing this line appear quite satisfied with results. Then again, the prophets tell us that the weather man is still holding in store for us a considerable brand of that weather that causes a heavy run on summer drinks. This business the dealer should be prepared for; but it should also be borne in mind that people do not use these articles only when Old Sol is dispensing his strongest rays. Even when climatic conditions are more favorable to the hot blooded person, there is an appreciable sale for certain of these lines. For this reason they should be kept prominently before customers, even when the temperature is only moderate.

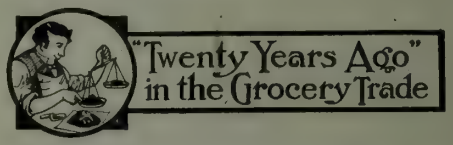
Plan for Spice Campaign.

The aggressive grocer has said, "I begin pushing an article just as soon as it is at all seasonable." Following along this line it is well that the grocer should get his spice campaign under way. The pickling season is now not far distant and it is the dealer who gets started early, who secures the cream of the trade. In past years in many towns there has been no little amount of the spice trade obtained by the druggists, because the grocers did not give enough attention to this line. This is trade that properly belongs to the grocer and he is in the best position to secure it too if he only lays his plans properly so. Perhaps one reason why certain of this trade has been going to the druggist is the wrong impression which has existed in the minds of certain customers that the druggist handled better quality spices than the grocer. Therefore, to overcome this, purity and quality should be made the keynote of all advertising, personal talks and show cards on both spices and vinegar.

The preserving season has been under way for some time, but fruit supplies have been rather light so that the housewife will need considerable fruit to make up the required amount of preserves. Later fruits will apparently be a fair yield and should be featured for preserving purposes, as well as the assorted lines, sugar and sealers.

For the later line the demand is now just opening up. Earlier in the season, the housewife was filling up her old jars but the number of empty ones will gradually be dwindling to the zero mark.

There are other lines which may be pushed to good advantage during this month. For instance, flies increase as the season progresses and fly destroyers will be in demand. The farmer may be rather busy in the harvest field, there may be many people absent from the city, but after all is considered, the live grocer will agree that August is rich in opportunities.



Following items were taken from The Canadian Grocer of Aug. 2nd, 1892:—

"Edmond Denis and Edouard Denis, Montreal, have entered into partnership to do business as the 'Ontario and Manitoba Milling Agency.'"

* * *

Here is another coincidence in looking over our file of twenty years ago. The Montreal Retail Grocers' Association picnic report which appears in this weeks issue of the year 1892. S. Demers was president, Thos. Gauthier honorary secretary, and C. E. Bouthillier, secretary, at that time while A. D. Fraser was chairman of the refreshment and railway committee.

* * *

"McWilliam and Everist, Toronto, sold by auction a car of California fruit at their warehouse on Thursday last."

Editor's Note.—This is another firm in business to-day, after lapse of years. Selling a carload of fruit at present time is of much more frequent occurrence.

* * *

"J. F. Eby, of Eby Blain Limited, Toronto, has ended his holiday furlough, and is back to business with the appearance of a man who had been drinking at a well-spring of health. His partner, Mr. Blain, is now taking his turn and is away to Rosseau for a few days."

Editor's Note.—Curiously enough Mr. Eby has just returned from a holiday this year and Mr. Blain has gone to Muskoka to enjoy a rest.

* * *

"F. F. Dalley, E. A. Dalley, Mrs. Maria Dalley, J. R. Vert, Thos. Hood, and C. H. Saunders are applying for the incorporation of the F. F. Dalley Company, Hamilton, with a capital of $90,000."

Editor's Note.—The F. F. Dalley Co. is still in business to-day in Hamilton, not only doing a national, but an international trade.

Current News of the Week

Quebec and Maritime Provinces.

J. V. Boudrias, Ltd., wholesale grocers, Montreal, have been incorporated at $50,000.

Murdoch L. McMillan, general merchant, Hunter River, P.E.I., is succeeded by L. H. McLeod.

Arthur P. Tippet, of A. P. Tippet & Co., has left Montreal for a short holiday at Weymouth, N.S.

W. Girard, of the Co-operative Grocery store, Montreal, will soon retire after a business stay of 23 years.

S. Rosseau, of Laporte, Martin, Ltd., Montreal, has returned from a fishing trip. He got one fish! Quite fortunate.

A. W. Hugman, Montreal, is on his way homeward from the coast having gone there some time ago on a business trip.

C. Bradley, manager of the Soyer Kookera Bag Co., Ltd., Montreal, has returned from a business trip through to the coast.

E. W. Sullivan, of Laporte, Martin, Ltd., Montreal, has started to his home at Magog Lake, where he will rest for a week or so.

R. Hendry, of Rose & Laflamme, Ltd., Montreal, is on a holiday, having left early in the week for New York, etc. He will return by boat.

A. W. Hugman & Co., Limited, Montreal, are moving to 286-288 St. Paul street, where they will have a larger warehouses and larger offices.

A. L. Dawe, Canadian manager of Edward Lloyd, Limited, Montreal, manufacturers of paper and Ermaline cooking bags is at present on holidays.

Food Specialists of Canada, Limited, with head office in Montreal, have been incorporated with a capital of $50,000. General food products will be dealt in.

The campaign carried on by the Pure Foods authorities in Montreal is having good results. There are much fewer dealers exposing fruit, etc., to flies and dust and it has been proposed that the police should have authority to break up all stands which are not covered.

Ontario.

George McNally, grocer, Toronto, has sold to J. W. Bruce.

Frank Coon has opened a grocery store at Havelock, Ont.

F. C. Toon, a London, Ont. grocer, is removing a few doors south of his present stand. Mr. Toon is now fitting up his new premises.

Hugh Blain, Eby Blain,, Ltd., wholesale grocers, Toronto, has left on a three weeks' holiday to Lake of Bays.

Galt merchants held their annual picnic to Port Stanley, Ont., on Thursday of last week. Sixteen coaches were required for the 1,500 picnickers. Games and races featured the day.

The Ontario Associated Boards of Trade are to make a trip to Northern Ontario, leaving Toronto on August 13. It promises to be one of the most successful that has been undertaken.

R. G. Medland, of Medland Bros., wholesale grocers, Toronto, while driving his automobile at Windsor, Ont., was struck by an electric car and thrown into a ditch. The occupants of the auto were not seriously hurt.

The grocers with other business men of West Toronto and Weston, held their annual picnic on Wednesday, July 24 to Berlin. Although rain in the early part of the day threatened the success of the outing, it eventually turned out fine and a good time resulted.

The MacLaren Imperial Cheese Co., have decided to open up their own office in Calgary, and have appointed Joseph Furmston, who has been with them for a considerable time in Toronto, as manager of their Calgary branch. Mr. Furmston left here for Calgary at the end of last week.

The retail fruit men of Toronto who are opposed to the by-law requiring the covering of fruit held a meeting of protest at St. George's Hall on Friday night last and organized themselves into the Toronto Retail Fruit Dealers' Association. J. W. Owens, M.P.P., was in the chair.

The London Retail Grocers' Association on the occasion of the death of Mrs. Frank Harding, sister of Gordon B. Drake, a London grocer, sent a floral offering, and a large number of the members attended the funeral. Mr. Harding was at one time secretary of the London R.G.A.

The employes of the McCormick Biscuit Manufacturing Co., London, Ont., picnicked this year at Port Stanley. It was 42nd annual. The company provided free transportation as well as refreshments at Port Stanley. A fine programme of sports was run off, and an all round good time resulted.

The business men in the north end of Toronto held a picnic on Wednesday afternoon of last week to the Island Park. Some 200 were present and a good time spent. Among the grocers who took an active part in it were Neil Carmichael, J. Hill, Gibb Bros., B. S. McMurty and C. Page. It was the second annual.

Ira Moore of the Quaker Oats Co., Toronto, was in London this week on business.

The Computing Scale Company of Canada has secured a permit to erect a $27,000 one-storey factory on Campbell Ave., Toronto.

Among the retailers in Toronto during the past week were C. H. Falconer of Streetsville; W. A. Brunton, Newmarket; and Mr. Willcox of Whimster & Co., Aurora.

Western Canada.

W. E. Brown, grocer, Greenwood, B. C., has sold to L. L. Matthews.

G. F. Jamieson is starting a grocery and confectionary store at Edmonton.

Wm. E. Poole, grocer, of Edmonton, Alta., has been succeeded by A. Barach.

Wm. Dives, general merchant, of Cardiff, Alta., has sold out to W. Gilliland.

C. B. Collins & Co., have succeeded F. E. Miller, general merchant, Kinley, Sask.

P. S. Gaudette, general merchant, of Morinville, has been succeeded by A. Forget.

W. J. Price, general merchant, of Cold Lake, Alta., has sold his business to O. P. Smith.

The Sultana Grocery of Calgary, Alta., has been purchased by Dangerfield & Dawson.

Howard W. Wilson, general merchant of Edmonton, has sold out his business to N. S. Wilson.

T. Harrison & Co., grocers, of Calgary, Alta., have been succeeded by the Queen Grocery Co.

The Star Grocery and Medical Hall Co., of Edmonton, Alta., has been succeeded by J. Symes.

C. H. Pratt & Co., have started a grocery and boot and shoe store at Athabasca Landing, Alta.

J. M. Dale, general merchant, Port Hammond, B.C., has sold to Frank Cross. Mr. Dale was in business in Hammond for twenty years.

F. T. Higgins, who has been connected with a grocery business in Carberry, Man., is moving to Regina, Sask., where he will open for himself.

High Prices Expected on New Salmon

Some Jobbers of Opinion That it Will Have to Retail at 30 Cents—Agitation for General Circulation of Half Pound Tins—Prune Prices Being Shaded—No Further Opening Prices on Early Fruit and Vegetables Out—The Sugar Situation.

QUEBEC MARKETS.

POINTERS—

Sugar.—Market heavy.

Dried Fruits.—Dull.

Montreal, Aug. 1.—The majority of wholesalers report an increasing business, and if things keep going as satisfactory to end of year the auditors should report a more than favorable gain.

Rice situation is becoming more deeply interesting daily as it is quite likely that prices will move higher up if some change does not take place. From all reports no relief is in sight. When one considers that the yearly rice crop of Japan amounts from 46 to 52 million Koku and is not sufficient to meet the requirements of the nation it is not surprising to hear of the authorities trying to abolish the import duty on grains.

The French pea crop has evidently turned out a failure as shippers have ordered all quotations withdrawn, one man in particular expressing himself pretty strongly, "Thoroughly discouraging," he says. The cause of course is the bad growing weather and considerable drought.

SUGAR.—Retail demand for sugar is heavy at present refiners being kept on the hop all the time and some large orders have been filled recently, so that even the shrewdest buyers are inclined to believe that steadiness will prevail for some time.

As reported in our last issue, general appearance of European beet crop is by no means unfavorable, the representation that a period of drought experienced would damage it, being made principally for speculative purposes. The effect these statements had can easily be seen from the big jump raws took in London about a fortnight ago, but things have quieted down now and a reaction has brought prices back to practically same level. Authentic reports to hand quite recently state that in Eastern Germany alone drought has been experienced, but in other beet growing districts there is no complaint.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, 2 lb. carton, per cwt.	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—With a short crop of maple this year and prices now being advanced it looks as if a larger corn syrup trade should soon pass, not that there has been any lack of demand for the latter.

Molasses market is dull there being only a normal amount of business doing which is somewhat surprising seeing that local market stiffened up to quite an extent just recently. But warm weather has no doubt interfered with things and a heavier volume of business will be done just as soon as the thermometer begins to descend.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—When are California dried fruits going to move more freely? At present wholesalers are not at all satisfied with the general aspect, trade in all lines being anything but brisk. Prunes are now being offered freely on coast as holders have evidently made up their minds that a stiffening following on recent reports of a big drop is bound to take place.

Apricots are firmer than they have been recently but prices remain unchanged, peaches being dull with prices nominal.

According to reports the raisin crop will fall short of last year's, while currants are quiet.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS. — The tea market continues firm and some lines, Congous principally, show an advancing tendency. There is good demand both locally and from the country and volume of business being done goes to prove that buying is not altogether to fill actual requirements.

Cables from the Far East indicate that higher prices will soon be asked, so that teas like every other grocery article seem to follow the soaring idea.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—A better feeling has prevailed of late in this market and roasters report an increase in business over corresponding period of last year. This news with high prices all round, would serve to emphasise the strong demand there is for good coffee even during the warmest of weather. The mild grades are comparatively quiet.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Demand for all lines is good and with moderate stocks high prices are still maintained. Yet it is hardly likely that any appreciable decline would be registered even if more supplies were on hand, as the demand from grinders is heavy, though there is not such a speculative spirit shown as at previous periods. Pepper, both kinds, is likely to advance a few more points, while it would seem that cloves and nutmegs also are inclined that way.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35

Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—Prices are still high and there is little possibility of any decrease at present. The distress caused by shortage of supplies in Japan is severe. Throughout the poorer quarters of the capital relief stations are being opened, and retailers have arranged to sell Rangoon rice at these points at bare cost and freight.

Prospects of a good crop, however, in Korea are bright. The rice, thanks to the abundant rain experienced is plentiful and one of the best crops in this peninsula will be registered if weather remains good.

Market in Burma is a little lower, but no large quantities are being offered at the lower quotations, as holders expect to do better by waiting. Local business is good even at high prices; in fact it has been better this year so far than last when prices did not reach such a high level.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 [illegible]
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

NUTS. — The demand for various grades is becoming a little more brisk and it looks as if the dullness which has prevailed for some little time will now be cleared away. The demand from manufacturers is also growing.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Spot Prunes.—Further price concessions.

Foreign Peas.—Outlook not bright.

Salmon.—Opening prices awaited.

Sugar.—Scarcity of spot supplies.

Toronto, Aug. 1.—The knights of the grip for Ontario wholesale grocery houses bring their holidays to an end on Aug. 3, and will be back on the road again next week. Even in their absence there has been quite an active trade, general summer lines moving out well. While July is not regarded as a busy month in grocery lines local jobbers have no complaint to make regarding the month's business.

One of the features of the market this week has been scarcity of spot supplies of sugar and wholesalers have not been able to care for all retailers' orders, at least on time. "It has been a regular sugar famine," said one jobber," and retailers have been wondering what was the matter. It is not our fault. We can't get supplies."

Refiners hope to relieve this condition at least in part shortly. Real cause of shortage is that all dealers have been purchasing only lightly and when big consumption set in, there was at once a flood of orders.

SUGAR.—Sugar remains unchanged at $5.15 per cwt., as compared with $5.25 one year ago. There has been some reaction in raws after the speculative upward move. The European beet crop prospects are not as unfavorable as they were represented for speculative purposes.

There is a good buying movement of refined.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Extra granulated, 2 lb. cartons	5 45
Imperial granulated	5 [illegible]
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 [illegible]
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUPS AND MOLASSES.— Summer business is present in syrups. This is not the busy seaon but trade during summer months does not fall off as it was wont to do some years ago. Pure maple syrup as has been pointed out before is a scare commodity.

Molasses are rather quiet just now and will be till fall demand sets in. Market is steady.

	Per case.
Syrups—	
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 [illegible]
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30 — 0 32
New Orleans, barrels	0 26 — 0 30
Barbados, extra fancy	.... — 0 50
Porto Rico	0 45 — 0 52
Muscovado	.... — 0 30

DRIED FRUITS. — Trade in spot prunes has been quiet and as there are quite plentiful stocks on hand, especially in larger sizes, concessions are being made in prices in order to induce sales. For time of year, prunes stocks are said to be quite heavy, although not so much so in smaller sizes.

Fancy layer figs are impossible to get on local market, while there are practically no bag stock left. There are a few tapnets and 4½ cents is the inside figure on these. Hallowee bulk dates reported as scarce long since are cleaned up. Package dates are available and are meeting with fair sale. A lower figure of 7½ to 7¾ cents is offered on Valencia raisins. Currants are unchanged.

Future dried fruits continue steady with exception of seeded raisins which are being shaded slightly at coast. There has been some little buying of futures for early delivery by local wholesalers. The major portion of buying has not yet been done, however, and jobbers appear to be holding back particularly in prunes. "Evidently, they are looking for better values," said a local broker. "However, when you go to purchase prunes, you find it hard to get any concessions."

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 [illegible]
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is no particular change in local tea situation, nor is there anything in news from producing sections that would indicate anything but a rather steady market ahead.

COFFEE. — Rather unexpected was the easier feeling in New York coffee market last week, buyers having again taken up a waiting attitude. Brazil holds the key to coffee situation, and if Brazil wavers on the eve of a small new crop and shows continued weakness it will depress general markets to a similar degree.

Local trade is fair for season.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32

Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Under approach of pickling season, pickling spices are finding a steady movement. Steady tone still prevails in general lines. Easiness noted in primary markets in peppers is thought to be speculative move and locally situation continues steady. There are no changes in local prices.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—General reports indicate a continued firm feeling in rice. Prospects in east looked real black for some time and while they have during past month improved somewhat, they are far from bright.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Interest is being directed towards new crop. Reports from France advise damage to growing crop of walnuts. Almonds at present point to higher range than last year.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Prices on beans are unchanged but well maintained. New crop will not be ready until October. Negotiations are being carried on for further supplies of Hungarian beans.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

CANNED GOODS.

TORONTO.—That this year's pack of sockeye salmon will have to retail at 30 cents a tin is the prediction of one local jobber this week. He does not expect this grade to open much under $3 per dozen. How near he is correct should be known shortly as prices on new pack are being awaited. Canners themselves have not been saying much as to progress of pack, but local jobbers and brokers appear to be of opinion that this year's prices will rule above those of last year.

Commenting on high price of salmon, one jobber maintained that it was not dear even at 30 cents per tin when compared to prices of fresh meats. He laid emphasis on fact that there was no waste in salmon. There has been a growing demand for ½ lb. tins not alone because of high price but because people especially in city are purchasing now in smaller quantities than heretofore.

Prospects for foreign peas are not bright. English packers withdrew prices some time ago and now some packers in France and Belgium have followed suit. Peas in these countries apparently have not progressed favorably.

As for Canadian peas, things look brighter than some time ago. Early peas were rather discouraging but conditions of late are reported as better. Indeed recent rains and mild weather in Niagara district has helped things generally there. Prices on early pack fruits and vegetables were expected before this. Season is later this year, accounting for lateness in announcing prices.

Cherries are now nearing their close. Tomatoes are ripening and growing quite well. Peaches and grapes are forming well and predictions are that most brand of peaches will give a fairly abundant yield.

There is a fair movement of general canned goods reported for immediate needs. One jobber says corn has been moving well. He is asking $1.05 per dozen. For tomatoes he is quoting $1.65, although there are cases of sales at a lower figure.

MANITOBA MARKETS.

POINTERS—

Sugar.—Market stronger.

Winnipeg, Aug. 1. — Past week has been a busy one for wholesale houses. Rush orders from country points to fill stocks by retailers who have found farmers heavy purchasers has been a feature of business situation.

Crop outlook is excellent. No damage of any serious nature being reported and harvest likely to be general by Aug. 15.

Market values are steady, there being no changes to announce in any staple lines.

SUGAR.—Market values here are unchanged although an advance of a few cents at primary points is reported. An advance of 10 cents at New York is not regarded as anything more than a speculative movement based on visible supply in Europe. Local retail demand is heavy with preserving season in full swing.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 50
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 50

SYRUPS.—Market is steady with a somewhat improved demand. Condition of butter market in which there is no reserve of stocks points to active fall business.

Syrups—		
24 2-lb. tins, per case	....	2 33
12 5-lb. tins, per case	....	2 73
6 10-lb. tins, per case	....	2 61
3 20-lb. tins, per case	....	2 62
Half-barrels, per cwt.	....	3 94
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS.—With market well supplied with green fruits at reasonable figures trade in dried fruits is at present comparatively dull.

		Per lb.
New Prunes—		
90-100s, 25s, s.p.	....	0 07
99-100s, 10s, s.p.	....	0 06½
80-90s, 25s, s.p.	....	0 07½
80-90s, 10s, s.p.	....	0 08
70-80s, 25s, s.p.	....	0 08
70-80s, 10s, s.p.	....	0 08¼
60-70s, 25s, s.p.	....	0 08½
50-60s, 25s, s.p.	....	0 09
40-50s, 25s, s.p.	....	0 10
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEA AND COFFEE.—There is no change in local tea and coffee trade there being a steady demand at well maintained prices. As to the coffee outlook, reports are conflicting but visible supply seems ample to meet requirements.

Roasted Rio, per lb.	....	0 22
Green Rio, 5's, lb.	....	0 17½
Green Rio, 7's, per lb.	....	0 16¾
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

BEANS.—Prices are unchanged. Interest is now centered in new crop and up to present no reliable information is obtainable.

Beans, 3-lb. picker, per bushel	....	3 00
Hand picked, per bushel	....	3 10
Peas, split, 100 lbs.	....	4 00

NUTS.—Holiday trade during last two weeks was excellent. Demand is still well maintained.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils	0 18 0 19
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

NEW BRUNSWICK MARKETS.

St. John, Aug. 1.—The past week has been quiet in local trade circles, although business in general was well up to standard. Market has been rather quiet and few changes of interest have been recorded. Molasses is slightly firmer, but sugar and flour remain unchanged. Most interesting feature of market has been sharp advance in canned salmon due to light pack reported from coast. Some brands are expected to be a dollar per case higher before long, and in fact they are almost that now. Dry cod is also advanced. There is a slight increase in baked beans canned, and strawberries and tomatoes as well.

Last week has seen much wet weather and some kinds of country produce have received set-back. Berries have been softened and spoiled by the continual rainfall, while the ground in lower areas was submerged and caused much damage. In higher sections rain was beneficial.

Bacon	$	$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 23	0 25
Butter, creamery, per lb.	0 21	0 23
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 14	0 14¼
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	$ 1 25	$ 1 35
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 20
Peas, No. 3	....	1 25
Peas, No. 2	....	1 30
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 22	0 24
Eggs, case	0 21	0 22
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12	0 12¼
Lard, pure, lb.	0 14½	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35½	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 50	3 00
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 00	8 25
Sugar—		
Standard granulated	5 20	5 30
Austrian granulated	5 00	5 10
Bright yellow	5 00	5 10
No. 1 yellow	4 70	4 80
Paris lumps	6 15	6 40

STANDARD FOR TURPENTINE.

Sellers of Adulterated Article Now Liable to Prosecution.

General merchants who sell turpentine will be interested in the Government standard recently announced. In 1910 samples were secured from different parts of the country and analyzed, the results showing that considerable turpentine contained petroleum. Under the new standard this will be considered an adulteration, and sellers will be liable to prosecution.

The act defining turpentine reads as follows:—

1. When turpentine is sold as a drug, for medicinal purposes or to the order of a physician, it shall meet pharmacopoeial requirements as provided by section 7 of the said act.

II. When turpentine is sold under any other conditions, than for purposes of medicine, as above, it shall meet the following requirements:—

1. It shall be entirely free from mineral oil.

2. Unless sold as wood turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl solution and method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by same method.

3. The undissolved (unpolymerized) residue on treatment of 10cc with 40cc of a sulphuric acid containing 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.

4. The refractive index of this residue shall be not less than 1.495C at 20C.

5.—The refractive index of the sample at 20 deg. C. shall lie between 1.4680 and 1.4730.

6. The specific gravity of the sample at 20 deg. C. shall not be less than 0.860.

7. The initial boiling point shall not be lower than 150 deg. C. under ordinary atmospheric pressure.

8. At least 75 per cent. by volume shall distill below 160 deg. C.

9 The residue on evaporation over a steam bath shall not exceed two (2) per cent.

The Many Uses Ascribed to the Lemon

It is Represented as Not Only a Preventive of Ills But Almost a Cureall of Disease—Some Uses Given It by Medical Men .

We all know at least one important use to which the lemon can be put. Just at the present time it is affording relief to many a dry and parched throat and assisting somewhat in offsetting the ill-effects of the warm weather and scorching sun. Lemonade made from the juice of the lemon is one of the best and safest drinks for any person whether in health or not. It is given credit as being valuable for many purposes besides that of a refreshing drink.

A Preventive of Disease.

It is reputed to be suitable for all stomach diseases, in cases of jaundice, liver complaint and fevers. It is a specific against skin complaints. It not only cures disease but prevents it. Sailors make daily use of it for this purpose.

If a person occasionally rubs his gums with lemon juice, it will keep them in a healthy condition. The hands and the nails are also kept white, soft and supple, by the daily use of lemon instead of soap. It also prevents chilblains. Lemons are used in intermittent fevers, mixed with strong hot coffee, without sugar; also in same manner with green tea.

Must be a Panacea.

Neuralgia, it is claimed, may be cured by rubbing the part affected with a cut lemon. It is valuable also to cure warts and to remove dandruff by rubbing the roots of the hair with it. It will alleviate and finally cure coughs and colds, and heal slightly diseased lungs, if taken hot before going to bed at night.

Its uses are manifold, says one doctor, and the more we employ it, internally and externally, the better we shall find ourselves.

We do not grow the lemon in this country and should assuredly be glad that there is some country that can hand us a lemon—literally not slangily.

The grocer will do well to keep in the mind some of the important uses of the lemon. They should help him frequently to make sales. Now is the time when this line should be pushed strongly.

TRADE NOTES.

Thirty Toronto fruit dealers were fined $10 each this week for violating the fruit exposure by-law.

General indications point to a big potato crop in United States this year. On July 1 condition was 88.9 per cent, of normal, compared with 76 last year and 89.3 per cent. for the ten year average.

The West Siding Trading Co., general merchants, Saskatoon, Sask., have sold their business to Byes Bros., of Grand Forks, North Dakota, U.S.A. The new proprietors took over the business in July.

The amount of both Indian and Ceylon tea taken by countries outside the United Kingdom during 1911, was slightly less than for the previous year. America, however, took an increased quantity of both varieties, importing 23,311,075 lbs. of Indian as compared with 18,631,669 in 1910 and 29,136,939 lbs. of Ceylon as against 25,724,045 in 1910.

A VALUED ASSISTANT.

Editor Canadian Grocer.—Enclosed please find subscription for your paper. One could hardly conduct an up-to-date grocery business without it.

GEO. V. KNEEN.
Maisonneuve, Montreal, July 1, 1912.

Lemons Expected to Continue Steady

If Weather Continues Favorable For Sales—Reports From Primary Points Not Encouraging—New Potatoes Again Take Easier Turn—Markets Generally Active.

The fruit dealer has long since become acquainted with the fact that weather is ruling factor in lemon market. It was pointed out early in season that prospects for lemons at source of supply were not particularly bright and that a relatively high summer lemon market could be expected. This has followed with only moderately good lemon weather. As to what height prices might have risen if we had had a repetition of last summer's temperature, we can only guess.

At any rate, according to reports there is little hope of immediately lower prices. Primary markets report fruit as scarce, particularly in 300's. New York market holds quite a stiff position with most of fruit coming to hand, requiring repacking. It would therefore seem that with weather proving at all favorable, lemons should continue steady.

Fruit markets are generally active. Raspberries of good quality are still coming forward while cherries, currants and huckleberries and other domestic lines are now getting attention. There is also a good movement of fancy imported lines, such as peaches, pears and plums, while grapes have just recently made their initial bow.

New potatoes which were firmer last week have again taken an easier turn. The cause of this has been the larger shipments sent out from New Jersey. Canadian yield is shaping into a more important factor in market. New stock has next to completely overshadowed old.

MONTREAL.

FRUITS.—Prices show an increase this week owing to shortage, seemingly temporary in certain lines. Grapefruit is getting dearer, as high as $9 per case being received by many wholesalers. Lemons, as was expected, have also done some soaring, but it is expected that large supplies are on the way, and a readjustment should soon take place.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	9 00
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	3 50	4 00
Mexican	....	2 75
Sorento	2 50	3 00
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.—In spite of high prices prevalent, demand continues fine and wholesalers report a steady movement of stocks. Prices are peculiarly firm, and some are inclined to believe that the top for practically all lines has been reached, although carrots are not as plentiful as might be. Cucumbers are in strong demand, while shipments of Spanish onions are uncertain.

Beans, green, bags	....	1 80
Wax beans	....	1 80
Carrots, dozen	....	1 00
Cabbage, crate	....	1 50
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, basket	....	1 50
Peppers, green, crate of 6 baskets	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 00
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinach, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—A generally good business is being done in fruits, imported and home grown varieties at present dividing the honors. Some good quality raspberries have been coming along, and prices have been ruling at 13 to 15 cents per box. Red currants are lower at 6 to 7 cents per quart box, but black currants are a scarce commodity and command a high figure.

To the list of fancy fruits, grapes from California have been added, but the price is fancy also. Peaches, pears and plums from across the line move quite freely.

Montmorency, a red sour cherry, are offered in fair quantities, bringing around $1.00 per basket. Huckleberries are selling from $1 to$1.50 per 11 quart basket.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Grapes, per box	2 75	3 50
Huckleberries, basket, 11 qt.	1 00	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	1 25	1 50
Oranges—		
California, late Valencias, case	4 00	4 50
Tangerines, half box	1 50	2 00
Rhubarb, per dozen	0 30	0 40
Raspberries, per box	0 13	0 15
Watermelons, each	0 30	0 50
Canadian cherries, red, sour, 11-qt. bkt.	0 90	1 15
Gooseberries, 11-qt. basket, large	1 00	1 50
Red currants, box	0 06	0 07
Black currants, 11-qt. basket	....	1 75
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Pears, Bartlett, full box	2 75	3 00
Plums, box	2 00	2 50

VEGETABLES. — Cucumber prices have come down with a thump, due to market increased offerings, and are being handed out this week at 50 to 75 cents per basket with prospects of still further concessions. Green beans are also down to the half dollar mark.

Canadian green corn has made its debut at a fancy figure. Tomatoes are expected to ease.

Beans, green, Canadian, basket, 11 qts..	....	0 50
Beets, new, Canadian, basket	....	0 35
Carrots, new, basket	....	0 35
Cabbage, new, per crate	....	2 00
Cabbage, new, hamper	0 80	1 00
Cucumbers, Can., basket	0 50	0 75
Onions, U.S., 70 lb. bags	....	1 25
Peas, Can., 11-qt. basket	0 50	0 55
Potatoes, new, bbl.	3 50	3 75
Peppers, green, basket	0 50	0 75
Tomatoes, Canadian, basket	1 50	1 75

WINNIPEG.

FRUITS AND VEGETABLES.—There is an active trade in all lines especially preserving fruits which are cheap and plentiful. Apples are quoted cheaper and there is a reduction in imported peaches, plums and pears. End of week should see these lines at their lowest and it is expected volume of business will be large.

Fruits—		
Apricots, crate	....	1 60
Water melons, doz.	....	7 00
Bananas, bunch	2 50	3 00
California lemons, crate	....	7 50
Cauliflower	....	3 50
Cucumbers, doz.	....	1 50
Florida celery, dozen	....	1 65
Cherries, case	2 00	2 50
Florida tomatoes, crate	....	5 50
Limes, box	....	2 25
Washington apples, box	3 00	3 50
Onions, Cal., sack	....	3 50
Onions, Bermuda, case	....	2 75
Peaches, crate	....	1 50
Plums, crate	....	2 00
Peppers, basket	....	1 25
Potatoes, per bushel	....	0 80
Carload lots, F.O.B.	....	0 60
Florida tomatoes	....	5 00
Oranges, Valencia	4 50	5 00
Pears, case	....	3 50

Just as Much Flour Being Sold in Summer

So Asserts One Miller—Not as Much Goes Through Grocer's Hands—Is Grocer Himself Partly to Blame?—These are Dog Days in Flour and Cereals—New Crop on the Way.

These are the "dog days" in the flour and cereal trade, a listless feeling featuring both these commodities at present time. There are of course reasons for this order of things.

As for flour, in first place, the housewife is not so industrious during the period of inflated temperature and production of bread in the home accordingly is curtailed and this is reflected in the flour sales of the grocer. Added to this another crop is now on the way and in face of present promising outlook, there is nothing to induce retailer to take on more stock than they need for immediate requirements.

"It is true that flour trade is quiet at present," said one miller this week, "but it is more the effect of a hand-to-mouth policy being adopted by buyers, than any falling off in consumption."

"There is really little or no falling off during summer months," was his assertion. He contended that people eat practically same amount of bread in summer as winter, although there is less baked in the homes?

"I wonder how much of this is due to the grocer's listlessness," was a question he asked which it might be well for the grocer to consider. Perhaps if the same retailers displayed a little more aggressiveness, there might be more trade in flour secured during summer.

In cereals also, feeling is now rather one of summer quietness with lighter varieties coming in for greater share of attention. Feeling in rolled oats still continues with an undertone of easiness.

MONTREAL.

FLOUR.—There has been no change in prices. Market is fairly steady but trade rather quiet.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.—Business in rolled oats continues quiet, demand being confined to small quantities. Prices are steady. The demand for cornmeal has not been so marked of late.

Fine oatmeal, single bag lots		2 [illegible]
Standard oatmeal, single bag lots		2 56
Granulated oatmeal, single bag lots		2 56
Bolted Cornmeal, 100 bags		2 25
Rolled oats, jute bags, 90-lb. single bag lots		2 50
Rolled oats, cotton bags, 90-lb., single bag lots		2 55
Rolled oats, barrels		5 25
Rolled wheat, bbl.		2 80

TORONTO.

FLOUR. — Flour trade continues its summer quietude, retailers under approach of new crop making provisions for immediate requirements only. Manitoba flour maintains steadiness and no change is anticipated until something definite in regard to new crop takes place.

It seems rather difficult at moment to get an exact line on winter wheat flour situation. There was an easier feeling noted but some millers appear rather uncertain as to whether it was warranted. Situation is rather complicated for while flour that competes with Ontario in European markets is offered at a lower figure than is possible by local exporters, winter wheat in Ontario is at a high figure and outlook is rather unpromising, a great deal of wheat being winter killed.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	5 10	5 40
Patents, 90 p.c., domestic consumption	4 80	5 10
Straight roller, domestic consumption	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS. — The easier feeling in oats still continues but there is no change in finished product, while market continues listless. "Well, we are at least not looking for any advance," was the answer of one man regarding market.

Dealers are now quoting rolled wheat at $2.80 in single lots and $2.70 in five barrel lots.

Rolled oats, small lots, 90 lb. sacks		2 50
Rolled oats, 25 bags to car lots		2 40
Standard and granulated oatmeal, 98-lb. sk.		2 64
Rolled wheat, small lots, 100-lb. bbls		2 80
Rolled wheat, 5 barrel to car lots		2 70
Cornmeal, 98 lb. bags, 25 bag lots		2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS. — Bran and shorts show no change, continuing at $22 and $26 per ton respectively. Local dealers appear to be fairly well supplied but export demand is good and apparently the firming feature.

WINNIPEG.

FLOUR AND CEREALS. — Flour situation remains unchanged with a good domestic trade and fair export enquiry. Rolled oats are easier in sympathy with outlook in raw material.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 65
40 lb. sack		1 25
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

FRUIT WINDOW CARDS.

Three fruit show cards that the Wellwood Fruit Co., Toronto, are running in their window at present are:—

"We do not expose our fruit to the dust or dirt of the street."

"Good fruit is the best summer food."

"We aim to secure fruit of quality rather than appearance."

FRUIT MARKET NOTES.

Good oranges continue strong, conditions on coast not being favorable for shipment of really fine fruit in any quantity. Fruit is running small in size.

Accumulation of limes in New York has made market there dull and tone easy.

Bananas continue fairly active, but less so since domestic fruits began to come along.

"There are a good many failures in the grocery business," says an old groceryman. "The reason there are so many of these is the same as why so many fail as insurance or book agents—they take it up after they have failed at everything else."

Appreciable Trade to be Had in Fish

By Those Dealers Who go After The Business—Fish Considered Good Summer Food—Difficulty of Handling Stock Detrimental Feature Now—Fair Supplies on Hand.

To those dealers who go after it, an appreciable trade is to be had in fish even at present time. True, it is that weather is rather a detrimental feature making it more difficult and rather more expensive to handle stocks than at other times of year. On the other hand competition is much less keen while fact that fish are acknowledged as a good summer food should spur dealers on to handle them.

Supplies of fresh halibut are liberal, trout and white fish are in fair supply, while at coast points, haddock and fresh cod are plentiful.

QUEBEC.

Montreal.—Dealers are beginning to prepare for the big season ahead and are even now noticing inquiries for salted and pickled varieties. Haddock at present is plentiful, there being a good demand, as prices are reasonable. Lake trout is scarce, while dressed perch also are not over plentiful. Cod is moving freely, while new Gaspe salmon is also called for.

FRESH AND FROZEN.		
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½
PREPARED FISH.		
Boneless cod, in blocks or packages, lb.	....	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		2 10
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00
SMOKED.		
Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		1 18
Kippers (small), per box of 50 fish		1 10
Smoked salmon, per lb.		0 25
SHELL FISH.		
Solid meats—Standards, gal., $1.75; selects, gal.		2 00
Boiled lobsters, per lb.		0 20

Toronto.—New features of interest in local fish market are lacking, trade continuing in the same even tenor as for some time past and no changes being recorded either in prices or varieties of fish offered. Warm weather continues to make proper handling of fish difficult, and more expensive than at other times of year.

ONTARIO.

FRESH CAUGHT FISH.		
White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	....	0 07
Perch	....	0 07
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—Owing to the hot weather fish is in light demand at present time. Market is now bare of fresh mackerel and few salt mackerel are offering. Good haddock are plentiful, and fresh cod is also in good supply. Market is well supplied with fresh halibut, also fresh salmon. Smoked fish are in better demand than the fresh stock, haddies (light cured) being the leading seller.

Owing to high price of canned lobsters, sales are comparatively small. Canned clams are in demand, also sardines. Good new July herring are now on market, but there is only a fair demand for them. A little later on the sales will be heavier.

In other lines of salt fish there is little doing. The shipments to foreign markets are light, and home consumption is practically nil. Reports from vessels now on the banks are not encouraging, the catches being small. On some of the inshore grounds fish are more plentiful.

MANITOBA.

WINNIPEG. — Trade in fish keeps steady and the market is well supplied in all lines. No changes in prices are recorded.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 09
Steak cod	0 07
Trout	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

GROCERS' LETTER BOX.

Editor Canadian Grocer.—We would be glad if you could inform us who represents in Canada, the firm of Messrs. W. R. Jacob & Co., Dublin, Ireland, manufacturers of biscuits.

Sydney, N.S. F. & J. Morley.

Editorial Note.—The representative of this firm is Kenneth Munro, Coristine Building, Montreal.

WINDOW TRIMMERS' CONVENTION.

The Canadian Window Trimmers' Association hold their first annual convention at Prince George Hotel, Toronto, on Aug. 21, 22 and 23. Window trimming experts will give addresses while important draping demonstrations, fixture displays, illustrated lectures and discussions will make the convention an occasion of practical benefit.

NEXT CONVENTION IN CANADA.

The Christian Commercial Travelers' Association will hold its convention in Toronto in 1913. At a meeting at Atlanta, Ga., the Toronto Gideon organization was represented by President J. C. Siemon, Secretary, Frank A. Douglas and Walter Seldon, who succeeded in capturing the convention. It will be held in July.

FISH ADVERTISING.

Always good fishing in our big pond. Fresh from the nets—all kinds of fresh fish. Cheaper than fresh meat—and more healthful, too.

Produce & Provisions

Cooked and Smoked Meats Seasonable

As Temperature Goes Up Their Sale Increases — Considerable Butter Being Stored—New Zealand Expects to Increase Shipments to Canada—Steadier Feeling in Eggs — Shrinkage is Quite Large

To a certain extent at least, the retailer can gauge the trend of the temperature these days by the fluctuation in his sales of cooked meats. Accordingly as the thermometer mounts upward, the housewife's desire to stand over a hot stove preparing meats dwindles off, with result that sales of grocers' prepared meats increase. Smoked meats are also good sellers during summer months, and sales in these two lines have been appreciable for some time and still continue considerable.

There are without doubt certain interests in the butter trade who expect this commodity to again follow last year's example and soar upward. While it is evident that values next fall and winter will by no means be low, whether they will mount to zenith reached last year, only time will tell. There is at least one thing true and that is that present values are above normal, with no wavering in general prices, although dealers at some centres regard market as possessing an undertone of easiness. Export trade is lacking and there are reports of accumulations at some centres. There is evidently considerable storing of butter, even manufacturers tempted by last year's high prices taking a hand in the game.

There is, however, a factor looming up in the trade to which some importance must be given, namely, supplies from New Zealand, which are becoming a more important feature each year. During season of 1910-11, while New Zealand only sent 9,197 boxes to Canada, 44,431 boxes were received during 1911-12, and butter shippers hope to still further increase this trade.

Warm weather has been proving detrimental to eggs right down the line. To begin with under high temperature, the Canadian hen has been lagging in her duties, resulting in decreased production. Then shrinkage, always a prominent feature at this time has been helping to firm prices. Although the demand is hardly so strong, nevertheless general feeling is firmer.

MONTREAL.

PROVISIONS.—The volume of business done this week has been larger than usual, feeling at all lines at present being steady, though it may be shaded slightly if stocks continue to accumulate.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 19
Spiced roll bacon, boneless, short, per lb.		0 15
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.		0 14⅛
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14⅝
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs. net, per lb.		0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		26 00
Bean pork		17 50
Canada short cut back pork, bbl., 45-55 pieces.		25 50
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Plate beef, 100 lb. bbls.		8 75
Plate beef, 200 lb. bbls.		17 00
Plate beef, 300 lb. bbls.		25 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 11

BUTTER.—The market has shown a firmer feeling since last week and prices have worked up, but it is a question whether high level will be maintained as there is practically no export business being done and stocks are accumulating. For this reason therefore, dealers will do well to follow closely the movement of butter as far as export end is concerned.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	0 22	0 [illegible]

EGGS.—The demand for eggs has been better than usual but that is not saying that there was any slump in business recently. High prices are general rule owing to the marked decrease in supplies coming forward. We quote as follows:

New laid eggs, per doz.	0 26	0 26½
Fresh eggs, per doz.	....	0 24

POULTRY.—A heavy demand from the West is reported and large shipments have been made by local wholesalers. This has left the Montreal market pretty bare and prices are likely to go up unless some large supplies come to hand early net week:

Turkeys, No. 1, per lb.	....	0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

TORONTO.

PROVISIONS. — Smoked hams and bacon continue to find a good sale, these always being stellar lines during summer months. Cooked varieties are also moving well, for reasons that have before been explained. Lard as usual for this season is not particularly brisk. There is no change in commodity prices but they maintain a steady tone.

Stronger feeling noted in live hogs last week has developed into a total advance of 35 cents per cwt. under weight of good demand.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 28
Lard, tierces, per lb.	....	0 13½
Lard, tubs, per lb.	....	0 13¾
Lard, pails, per lb.	....	0 14
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	8 15
Live hogs, local	....	8 45
Dressed hogs	11 00	11 50

BUTTER.—Butter prices continue to hold at their high level but here and there some dealers rather regard market as possessing a somewhat easier undertone. Fact of matter is that while dealers have realized that prices were above normal and that make with good pastures should be appreciable, still they have not been able to force any concessions from manufacturers. Market across the line is easier and according to one dealer on lower level than local prices.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 23	0 24

Dairy prints, choice	0 21	0 22
Dairy solids	0 20	0 21

EGGS.—Shrinkage in eggs is scarcely so large as earlier in July, nevertheless it is responsible for no little amount of firmness which has been ruling in eggs. There is again another increase registered bringing fresh stock up to 23 to 24 and new laids to 25 to 26 cents

New laid eggs, per doz.	0 25	0 26
Fresh eggs, per doz.	0 23	0 24

CHEESE.—There is rather a steadier tone to cheese as reflected by sales at country boards. As compared with last year, general production is showing up none too well. Some dealers would quote a little firmer.

Old Cheese—		
Large	0 17¾	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14	0 14¼
Twin	0 14¼	0 14½
½ Twin	0 14½	0 14¾

HONEY. — Last winter's extremely cold weather did not prove well for bee colonies and from present indications honey prices this year are likely to continue their high level. Reports received by the Ontario Beekeepers' Association from double the number of beekeepers reporting in 1911, indicate a still further decrease per colony over last year.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

POULTRY.—There is a fair business being done in fresh poultry at present time, increased offerings bringing greater activity to market. Spring chickens and ducks lead the way, with a certain trade also present in fowl.

Spring chickens, dressed, lb.	....	0 30
Spring ducks, dressed, lb.	....	0 23
Fowl, dressed	....	0 15

NOVA SCOTIA MARKETS.

Halifax, Aug. 1.—Business continues excellent in wholesale grocery lines. Collections are fairly good, and fully up to expectations for season. Jobbers report a heavy demand for sugars, due principally to preserving season. Prices are firm, and there is no indication of any immediate change.

Local dealers have placed large orders for canned goods this season but the packers cannot deliver more than sixty per cent. on strawberries. There may be some improvement later, but present outlook is not favorable for any increase.

There is a heavy demand for cheese and as a result prices have advanced 1½ cents per pound. Best quality stock is now going to trade at 15 to 15½ cents, and prices may go still higher. Eggs are becoming scarce and prices are higher. New laid stock is bringing 24 cents, and as receipts are falling off more rapidly dealers say there will be a further increase before very long.

Magnitude of the Shrinkage in Eggs

Wholesalers Claim Loss From This Cause Averages Two Cents Per Dozen in Hot Weather—An Actual Sample Shipment Showing Loss—Circulars Sent Out Re Care of Eggs.

Country merchants who ship eggs to commission men or wholesalers in the city frequently, and more especially during the summer months, wonder at the rather wide range between the price they receive and price quoted to retail dealers in the city. On the other hand city retailers draw a comparison between country prices and the price they have to pay the wholesalers.

There is an explanation forthcoming as to this wide variance, which is particularly marked during warm weather. In the first place there is the freight, a certain percentage of breakage as well as shrinkage—and it is the shrinkage which is largely responsible for this order of things at the present time, because the loss to the wholesaler through this source is particularly heavy during summer months .

Half of Them Bad.

"Fifteen dozen discarded eggs out of a 30 dozen case," was a particularly bad case cited by one wholesaler to the Canadian Grocer representative. While this is, however, an outstanding and unusual case, it shows in the language of the street "just what the wholesaler, city retailer and consumer are up against."

It is an extremely difficult problem to arrive at the exact average loss in shrinkage. It varies according to season, district eggs come from dealers who ship them and several other items. Opinion as to average loss varies from 1 to 2 cents per dozen.

Shrinkage Heavy in July.

Of course there are instances which go below this and cases where it is much larger. For instance during warm weather of early July percentage of shrinkage was much larger than usual. Here is how the loss worked out on a case of eggs received by a Toronto wholesale house this week and which was regarded as an ordinary or average case:—

9 rotten eggs	17c
4 doz. No. 2, less per doz. 4c	16c
5 doz. small and dirty, loss per doz. 4c	10c
3 broken eggs	5c
Total	48c

Loss Averages Two Cents a Dozen.

Thus in this case the loss runs over 1½ cents per dozen. "But," said this wholesaler, "the loss is often much larger, there being more rotten, No. 2 and broken eggs. I should judge that with us, it would average up about 2 cents per dozen, and with ½ cent for express, eggs which we paid 22 cents for in the country really cost us 24½ cents." in lies the difference between quotations in the country and in the city.

Campaign of Education.

If it could be eliminated, it would be better not only for them, but country and city dealers and consumers as well. Realizing this, many produce firms are advising retailers how eggs should be handled to guard against loss, while retailers are themselves being urged to educate their customers to proper handling.

The wholesale dealers in Toronto have this year been particularly aggressive in this regard. They have sent a little circular to retail dealers regarding care of eggs and are also supplying these circulars to country merchants for distribution among customers.

The Rules Set Down.

The circular is headed "Do you want more money for your eggs? If so, observe the following rules":—

1. Provide plenty of clean, dry nests for your hens.
2. Gather the eggs daily in cool weather and twice a day in hot or rainy weather.
3. Do not wash eggs. Use the dirty, small, very long and grass stained eggs at home.
4. Keep eggs in a cool, dry place, which is free from odors.
5. Market your eggs twice a week if possible.
6. Don't sell eggs which were found in a stolen nest.
7. Keep the eggs out of the sun when taking them to town.
8. Don't keep eggs near oil, onions, etc., as they readily absorb odors.
9. Don't sell eggs known to be bad or which have been in an incubator. It is dishonest.
10. Male birds should not be allowed with hens, except for breeding purposes. After that period, kill roosters, save feed, and improve your egg product.

Then endeth the exhortation:—"The carrying out of the above rules will ensure more money for your eggs and an easy conscience."

Retailers should do their part in eliminating the loss in eggs by following these rules and also urging those who brings eggs to them to do so.

YOU CAN INCREASE YOUR TRADE BY HANDLING

PON-HONOR
GUNNS
FOOD PRODUCTS

THEY ARE THE FINEST PROCURABLE

AND INCLUDE

FRESH BEEF, PORK, VEAL, LAMB, MUTTON, CURED MEATS, HAMS, BACON, Etc.

COOKED AND JELLIED MEATS. "MAPLE LEAF" PURE LARD.
"EASIFIRST" SHORTENING. "QUALITY" COOKING AND SALAD OIL.
PORK SAUSAGE, BOLOGNA, ETC. POULTRY.
EGGS, BUTTER, CHEESE.

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT. Montreal, St. John, N.B.

Travellers and Agents everywhere.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70
Jellies.	
Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

	5-lbs.	7-lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82

14's and 30's per lb.

Strawberry	0 10½
Black currant	0 10½
Raspberry	0 10½

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case

East of Fort William, Ont.

Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.

Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 75
Canada First Medium Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Condensed Milk	5 15
Canada First Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins. ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.
Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.45 per doz., net
Large size .....$2.85 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) ... 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. .. 2 00
4 oz. (all flavors) doz. ... 3 00
5 oz. (all flavors) doz. ... 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. ... 10 00
32 oz. (all flavors) doz. ... 18 00
Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz..... 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case..... 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case

Sur Extra Fins, ½ flacons, 40 bou. 11 00
Sur Extra Fins, tins, ½ kilo, 100 tins 15 50
Extra Fins, tins, ½ kilo, 100 tins 15 00
Tres Fins, ½ kilo, 100 tins 14 00
Fins, tins, ½ kilo, 100 tins 12 50
Mi-Fins, tins, ½ kilo, 100 tins 11 00
Moyens No. 1, tins, ½ kilo, 100 tins 10 00
Moyens No. 2, tins, ½ kilo, 100 tins 9 50
Moyens No. 3 ..... 8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 ½-pints 4 25
Tins—
5 gals. 2s 28 00
2 gals. 6s 29 00
1 gal. 10s 25 00
½-gal. 20s 26 00
¼-gals. 20s 13 50
⅛-gal. 48s sq. 17 00
⅛-gal. 48s rd. 15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 50 quarts 8 00
La Sanitas Sparkling, 100 pints 9 00
La Sanitas Sparkling, 100 splits 4 00
Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case, 12 lbs. 2½-lb. bars,lb 0 08½
Case 25 lbs., 11-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars case 3 50
Case 200 lbs. 3½-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs. 11-lb. bars, lb. 0 07
Case 12 lbs. 2½-lb. bars, lb 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs. 3½-oz. bars, case 1 80
Case 200 lbs. 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07½
Box, 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts. 5 15
Grape Juice, 36 splits 4 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 qts. 4 75
Champagne de Pomme,12 q 5 00
Champagne de Pomme,24 p 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts. .. 5 50
Apple Vinegar, 12 qts. 2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case 5 40
Cases 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces 11½
Tubs 11¾
Pails 12
Tins, 20 lbs. 11½
Cases, 3 lbs. 12½
Cases, 5 lbs. 12⅜
Cases, 10 lbs. 12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10¼
20-lb. pails 0 10½
20-lb. tins 0 10
10-lb. tins 0 10¾
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. glass, doz. 2 30
4-lb. tins, doz. 4 65
7-lb. tins, doz. 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. glass, doz. 3 10
7-lb. tins, doz. 8 25

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins

D. S. F., ¼-lb. 1 40
D. S. F., ½-lb. 2 50
D. S. F., 1-lb. 5 00
F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases, 1 doz., doz.. 1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box.. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls. per lb. 0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06

Globe Brand.

5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80

Straight

Lemon contains 2 doz..... 1 80
Orange contains 2 doz.... 1 80
Raspberry contains 2 doz. 1 80
Strawberry contains 2 doz. 1 80
Chocolate contains 2 doz.. 1 80
Cherry contains 2 doz.... 1 80
Peach contains 2 doz..... 1 80
Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen 2 50

Straight

Chocolate contains 2 doz.. 2 50
Vanilla contains 2 dozen.. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 dozen... 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10 20
Floriola soap, per gross.. 12 00
Straw hat polish, per gr.. 18 20

SNAP HAND CLEANER.

3 dozen to box .....$ 3 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$ 5 00
Five cases or more 4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾

(20 lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails, 5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6⅓s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7⅓s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Back to Work Again

Our travellers will be home from their holidays on Saturday, and out after business again next week. They will be in better fettle for work and you will be more pleased to see them than if they had been working instead of holidaying the past two weeks. We have this to say to you now, that we are sending them out equipped with samples and prices that will well pay you to see before placing orders. During their absence we have collected a number of good things that will positively be worth while, and we bespeak for them that you wait and hear what they have to say.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

CALIFORNIA FRUITS

PEACHES, PLUMS AND PEARS

Cars arriving daily. We handle the best packs.

Canadian Tomatoes, Cabbage, Cucumbers, Wax and Green Beans, etc. Late Valencia Oranges, Verdelli Lemons, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH TORONTO
are Largest Receivers

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

Every Box

St. Nicholas Lemons is "Selected" and with ordinary care will reach you in perfect condition.

It will pay you to handle the "Selected" Lemons.

J. J. McCABE

Agent

Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Georgia Peaches
Bartlett Pears
California Plums
Watermelons
Cantaloupes

FRESH AND OF THE BEST—
DAILY

WHITE & CO., LTD.

TORONTO and HAMILTON

FRUITS FOR PRESERVING

We have fresh arrivals of all small fruits and vegetables of the very best quality every day. Let us supply you with fruits for preserving. Send us your order and we will fill when quality and price is right.

New Potatoes, Extra Fancy Quality.

ORANGES LEMONS BANANAS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

"Above the ordinary"

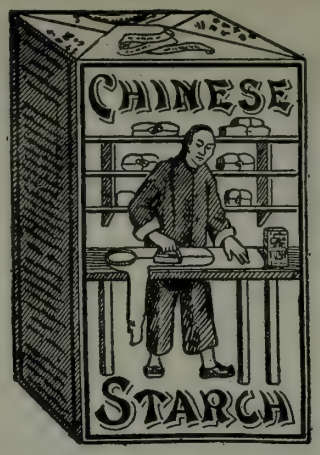
that is the verdict of hundreds of grocers in Canada when telling of the salability of N. P. BAR SOAP. If your customers knew the truth as to its economy and honest value as a good soap, a profitable soap trade would be yours. Write us for prices. Don't delay.

David Morton & Sons, Limited

Victor Soap Works HAMILTON, ONT.

Quick Sales

Satisfaction



Large Profit

No
Dead Stock

CHINESE STARCH

Each package contains a full pound (16 oz.).

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. **OCEAN MILLS** **Montreal**

THINK—THEN ACT!

Just think what it means to you to handle a line that is becoming so popular with all the housewives.

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

saves much labor, lays dust, disinfects, kills moths, saves scrubbing and dusting, and a host of other things that are sure to appeal to the busy housewife.

Put up in 25c, 50c and $1.00 pails.

SOCLEAN LIMITED, Toronto,
ONTARIO
The originators of the Dustless Sweeping Compound of Canada

The Grocer Who Can Supply and Who Pushes SNAP

is sure to bring custom to his store and satisfy his patrons. You know what satisfied customers mean to a healthy business — **"Success,"** and success means money. See that Snap is prominently displayed and introduced, and you will then appreciate our enthusiasm over this wonderful hand cleaner—cleans the hands of all kinds of soil, paint, grease, tar, etc.

Snap Co.
LIMITED
Montreal Que.

SATISFACTION

There is not only satisfaction, but pleasure in selling a product that it well known to the public. W. W. Co. brooms invariably give the acme of satisfaction and pleasure to the buyer and the dealer has the satisfaction of knowing personally that the quality of the brooms is everything that the makers claim.

Our "Bamboo" handle brooms are popular—you should keep them.

Walter Woods & Co.
HAMILTON - - - WINNIPEG

Quality In Fish Foods Is Important

If there is one article in a grocery store more than another that will lose trade for you it is inferior grade fish foods. Likewise does it work the reverse way—through superior quality you can depend on it, that fish

BRUNSWICK BRAND

will please the taste and give all-round satisfaction through its sheer good quality. It does not pay to experiment, Mr. Grocer, buy Brunswick—the quality brand and have the assurance of superior quality. Here's a line you can handle with credit to your store and big profit for yourself.

Connors Bros., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

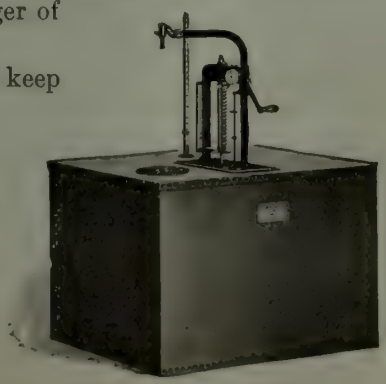
It is Wasteful to Retail Oil With a Common Measure

you admit that, don't you? Then why do you continue as a salesman of oil to carry on oil business *at a loss?* It is a loss on the good profit of oil and a loss by deteriorating the value of the goods that become tainted through the odor of this waste oil.

The Bowser Self-Measuring System

saves money; because it eliminates the use of measures; it is guaranteed evaporation proof; it gives accurate, guaranteed measure directly into the customer's can, and with our Anti-Drip nozzle shuts off the flow of oil as soon as the pumping ceases. The whole operation may be performed with no danger of soiling your hands.

The Bowser way is the only way to keep oil and sell it to get the *whole* profit. Send for particulars. Book No. 5.



S. F. BOWSER & CO. Inc.
66-68 Fraser Ave. - TORONTO

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

WHITE DOVE
Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey
MONTREAL, QUE.

Every packet of

WILSON'S FLY PADS

will kill more flies than 300 sheets of any sticky fly catcher on the market.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are **Absolutely Pure** — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Credit Without Risk

The credit customer "we have always with us"—until he gets "in" too deep for comfort.

Allison Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere, manufactured by Allison Coupon Company, Indianapolis, Indiana.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

Biscuits That Build Trade

Every active, discerning grocer should now make a special effort to push the sale of

Mooney's Perfection Cream Sodas

He has the opportunity of doing so, as this is the great picnic and vacation season. There is nothing more toothsome, crisp and relishable in the cracker line. Every pleasure-seeker knows this.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WN.

A want ad. in this paper will bring results from all over Canada.

For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

WORLD RENOWNED BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, - - - ONTARIO

Don't fool yourself

ERMALINE COOKING BAGS

Are the big seller to-day, because the up-to-date housewife finds them an unusual boon.

Tell the housewife that by cooking

THE ERMALINE WAY

She can:

Save Gas

Save Time

Lessen Trouble

Improve Meat, etc., etc.

Write and we'll send samples and tell you more.

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL BROS. & HORNE, Ltd., CALGARY.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

A SLIGHT DIFFERENCE

in price on a cheap article like

Sal Soda

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN ILL., U.S.A.

Your Chance to Get E.A's

EVAPORATED APPLES

Great Stock. Particularly attractive prices. Prospective shortage for the coming season. That's the whole story.

Order a Trial Box NOW!

Mathewson's Sons

Wholesale Grocers - - Montreal

Sterling Brand Pickles

is the brand every progressive dealer should supply his customers with. You give them both quality and quantity at a moderate price. Let us send you a sample of our line if you do not already carry them in stock.

Are you selling Sterling Brand Raspberry Vinegar these warm days? You should, the profits are good.

WRITE FOR PRICES

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and Condensed Milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario

If we could make it purer we would.

But—

we can't.

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Elgin Brand

ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

Quality pulls for Elgin Brand.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London Ont.
Let us send you one of our Post Card Order Books

D.W.C. Spanish Olives

Have stood for all that is good for so long that now they are naturally regarded by the dealer and the consumer alike as the standards by which all others are judged.

The reputation they enjoy makes them salable the year round; and as they are profit-makers, they are the goods the retailer can push to advantage.

Your jobber can always supply you with Rowat's, and he is ever pleased to quote you.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N. S.; F.H. Tippet & Co., St. John N. B.; C. E. Jarvis & Co., Vancouver, B. C.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

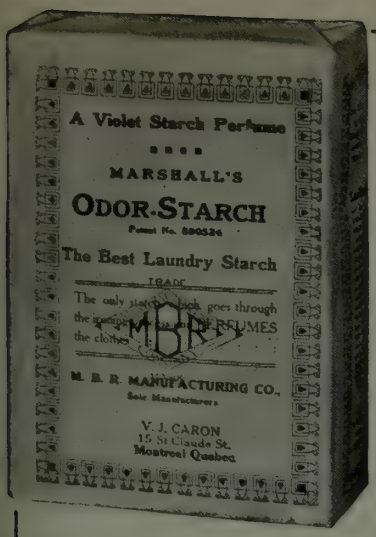
COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.



Perfume Gloss

Ezy Wash

Parisian Perfume Blue

Odor Gloss

Five Laundry Specialties

which are winners. Don't you feel that these are just the very kind of lines that your customers will try and be pleased with?

Write for particulars.

V. J. CARON & CO., LIMITED
13 ST. CLAUDE STREET, MONTREAL

It is a Mistake

for you to think that you cannot sell an article because your customers do not ask for it. You are a salesman and we venture to say that you will be surprised at what you can do with

Maple Sugar Chewing Tobacco
King George's Navy "
Master Mason "

if you put your selling power behind them and make up your mind that the men who come to you for groceries will come for **tobacco supplies** also. You have the first call on them very often, so take advantage of all opportunities.

The Rock City Tobacco Co.
Quebec **Winnipeg**

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

CASH REGISTER FOR SALE—GOOD AS new. Total adder. Prints detail strip. Apply E. A. Stahl, Berlin, Ont.

BUSINESS CHANCES

GROCER BUSINESS FOR SALE — GOOD paying trade, well established, best location in town. Apply Box 435, Canadian Grocer.

FOR SALE—GROCERY BUSINESS, CARRYing a well assorted stock; inventory about $2,500. Doing a good paying business. Turnover about $18,000. Good location in one of the best towns in New Ontario. Apply Box 440, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

SUNNY ALBERTA—YOUR OPPORTUNITY to get a paying business. General merchandise stock of $6,000 offered for sale, doing a strictly cash business; good profits. Close investigation invited. Cash required about $3,000. Write owner, Box 438, Canadian Grocer.

AGENTS WANTED

MANUFACTURERS OF BACON SLICING machine, which sells at ten dollars carriage forward, suitable for small grocers, pork butchers, hotels and boarding houses, desire to appoint old established wholesale grocers and stores in the largest cities as sole agents for same. The machine slices bacon or bread of any size or thickness required. Sells at sight. Large commission. State references and fullest particulars to H., 48, Birchall's Advertising Offices, Liverpool, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

OLIVE OIL

is in good demand now, but it is only the leading brands which bring *repeats*.

BERTOLLI
AND
INVICTUS

are leaders. Ask about them.

BLACK OLIVES
GREEN OLIVES

You can build up a nice business in olives if you will only feature them as strongly as you do some other lines.

Give Them a Show.

H. E. VIPOND
MONTREAL
Reliable Representation Wanted.

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

ASTOUNDING FACTS

In this advertisement we are not going to say much about the prosperity and buying characteristic of the people of Western Canada. If you, as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROPS WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers **HEAD OFFICE, WINNIPEG, MAN.**

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

WESTERN GROCERS

Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

"Everything For The Grocer"

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants,

WINNIPEG, - - CANADA

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company

(Technical Book Department)

148-149 University Ave., TORONTO

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

NEW PACK

STRAWBERRIES,
RASPBERRIES,
CURRANTS.

Get your orders in now for either or all of the above packs.

Quality is always predominant in the manufacture of **BANNER BRAND JAMS AND JELLIES.** Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER, Toronto

Phone Park 2985 **291 Arthur St.**

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Man.

By Special royal permission

Sardines

Are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON - - ONTARIO

Bargains In Fruits

Don't be disappointed. Write, 'phone or Wire.

CURRANTS.

300 cs. **"Victoria,"** cleaned, 36 1-lb. packages to case, lb. ..... .07½

70 cs. **"New York,"** loose, 25 lb. cases, lb. ..... .07

40 cs. **"Royal Excelsior,"** loose, 50 lb. cases, lb. ..... .06½

500 cs. **Valencia Raisins,** F.O.S., 6½c lb.; Selected, 7½c lb.; 4 Cro. Layer, 8c lb.

36 cs. **Sultana Raisins, Cleaned,** 50-lb. pcks. to case, 18c lb.; Loose, 35-lb. cases, 14c lb.

200 cs. **Seeded Raisins,** 8c lb. and 8½c lb.

500 BOXES PEELS, 7 LBS. TO BOX.

Lemon, 9c lb. Orange, 10c lb. Citron, 18c lb.

EVAPORATED FRUITS.

10 cs. 25 lbs. each, **Peaches, "Glen Rosa,"** 15c lb.
100 cs. 50 lbs. each, Apple, Choice, 10c lb.
26 cs. 25 lbs. each, Pears, "Oro," 18c lb.

} Apricots ("Red Shield"). 250 boxes, to arrive on or about August 15th.

SHELLED WALNUTS.

110 boxes of 55 lbs., 24c lb.

SHELLED ALMONDS.

58 cs. "Pritz," 3 cro. of 28 lbs., 34c lb.

PRUNES AND NUTS.

A Snap.

600 boxes California Prunes
100 bags Assorted Nuts
200 bags Peanuts

} Prices are more than favorable.

Above goods are all tip top quality, at lowest possible prices.

Don't Delay.

Laporte, Martin & Cie

Limited

Tel. M. 3766 **568 St. Paul Street**

Montreal

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A Proposition That Is Worth While

One that will fill your spare time with congenial work---bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

CANADIAN NATIONAL EXHIBITION

Aug. 24th. TORONTO Sept. 9th.

OFFICIAL OPENING

H.R.H. The Duke of Connaught

Monday, August 26th.

Imperial Cadet Review and Competitions.

Representation Corps from Australia, New Zealand, South Africa, England, Scotland and the Provinces of the Dominion.

Two Great Musical Attractions

Scots Guard Band. Besses O Th' Barn Band.

Both From England.

Wonderful Historical Sketch

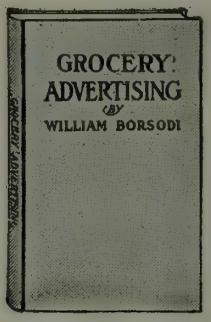
SIEGE OF DELHI

IMPERIAL FIREWORKS

60 Numbers Nightly 60 Numbers Nightly

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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Chapter
I. Can the Principles of Efficiency be Applied to Sales?
II. Efficient Salesmanship
III. A Sales Campaign—How to Start It
IV. Face to Face Salesmanship
V. The Evolution of Advertising
VI. The Weak Side of Advertising
VII. The Principles of Efficiency Applied to Advertising
VIII. The Building of an Advertisement
IX. An Analysis of Current Advertising
X. The Future of Advertising
XI. Public Opinion
XII. The Professional Outsider

PRICE, $2.00 NET

Postage, 13 cents additional

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co., 143-149 University Avenue, Toronto

No. 12

Trade Makers—Profit Makers—Time Savers

This No. 12 Enterprise Meat and Food Chopper should have a permanent place on your counter. It will save your time—save your customer's time, and, above all things, it **cuts** the meat—cuts clean and easily. Has the true cutting principle—a razor-like, four-bladed steel knife revolving against a keen-edged perforated plate. Can't mash or mangle—it **cuts**. Can be taken apart and cleaned in a jiffy.

ENTERPRISE

Meat and Food Choppers—and Mills

This No. 8722 Enterprise Power Combination Rapid Grinding and Pulverizing Mill Meat and Food Chopper is fitted with ½ and ¾ H. P. motors—direct or alternating current. Direct current machines have ¾ H.P. motors adjusted for fast or slow speed, which can instantly be changed. Alternating current machines fitted with ½ H. P. motor. Four plates, with varying sized holes, and four knives furnished with each machine. "Enterprise" on a machine means Quality—Fair Price—Assured Service—Interchangeable Parts—General Satisfaction.

Write to-day for complete Catalogue of Enterprise Line.

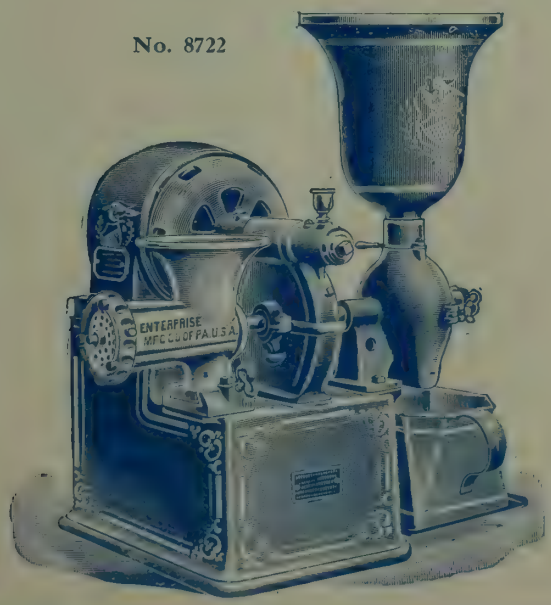
The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia - U.S.A.

Chicago Branch, 176 North Dearborn St. **21 Murray St., New York** **530 Golden Gate Ave., San Francisco**

No. 8722



Follow us, Brother Grocer, every day into thousands of smiling stores throughout Canada—big stores, small stores, and middling. And *you* will learn—

That the flour that sells *best* is the flour that *suits* best. We have watched since 1888 the keen, alert, progressive dealers ride on to fortune. Always the foundation has been the *Satisfaction of the Buyer.*

Look through the stocks selected by the big leaders in the trade —no matter what other brand or brands they carry, you will find FIVE ROSES flour there—

Five Roses Flour

L C Harkness (D H)
34 Royal Bank Bldg

Not Bleached Not Blended

If *you* aspire after big flour sales some day, you must start at the bottom.

Build the *base* right.

Establish your business on such a firm foundation that it will be *impossible* for any competition the future may bring forth to steal away its prestige.

If the past does not prophesy falsely, Brother Grocer, FIVE ROSES flour and the LAKE O' THE WOODS connection will afford you a base as *solid as a rock.*

It must have many elements of success to have forced the sales expansion from 800 barrels in 1888 to 10,500 barrels a day with a still further increased capacity in sight.

Don't build on the shifting sands, Brother Grocer; don't YOU stock what progressive grocers are casting aside.

You can stock FIVE ROSES in any size or package to suit your trade.

At your jobber's—or our nearest office.

LAKE OF THE WOODS MILLING COMPANY, Limited

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity, 10,500 bbls. daily
Montreal

St. John
Keewatin
Winnipeg
Vancouver

THIS IS THE 1,287th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, AUGUST 9, 1912 No. 32

You cannot do better

than give your customers the best and in the long run you gain Trade by it.

St. Lawrence **Granulated**

is pure Cane Sugar and abolutely the finest article that can be produced.

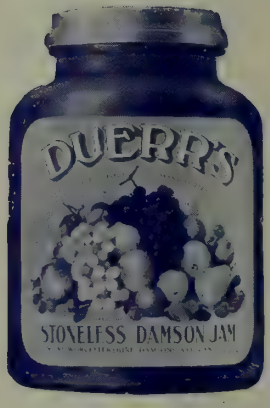
Two Lines Worth Studying

We have already issued you a circular letter in connection with the free deal on the Snider Preserve Co. products, and as our travellers have been on their holidays for the past two weeks, no doubt they will be unable to call upon you before the free deal terminates on August 31st. If you have not received a circular letter, writes us at once, it will pay you.

Snider's Tomato Catsup
Salad Dressing
Chili Sauce
Oyster Cocktail
Tomato Soup, Pork & Beans

Duerr's Jam

"The Jam with the Fresh Fruit Flavor"



"Needs no Advertising Quality Sells It"

NOTE:—The Strawberry Crop in England has been a failure, so to avoid disappointment get your orders in early, as we have only a limited supply to offer.

MacLaren Imperial Cheese Co., Ltd.

OFFICES: NEW YORK CHICAGO DETROIT MONTREAL TORONTO
FACTORIES: WELLESLEY, ONT. WOODSTOCK, ONT. BANCROFT, MICH.

"STOWER'S' LIME JUICE CORDIAL

is sweetened to suit the most fastidious palates. No hunting for sugar. Add Water and you have the best and most wholesome summer drink. Has no musty flavor—it is the kind your customers will like.

CONDOU'S

Macaroni, Vermicelli, etc.

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Condou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Condou.

Nourishing, Palatable **Coco Fruitine** *Vegetable Butter*

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Arthur P. Tippet & Company

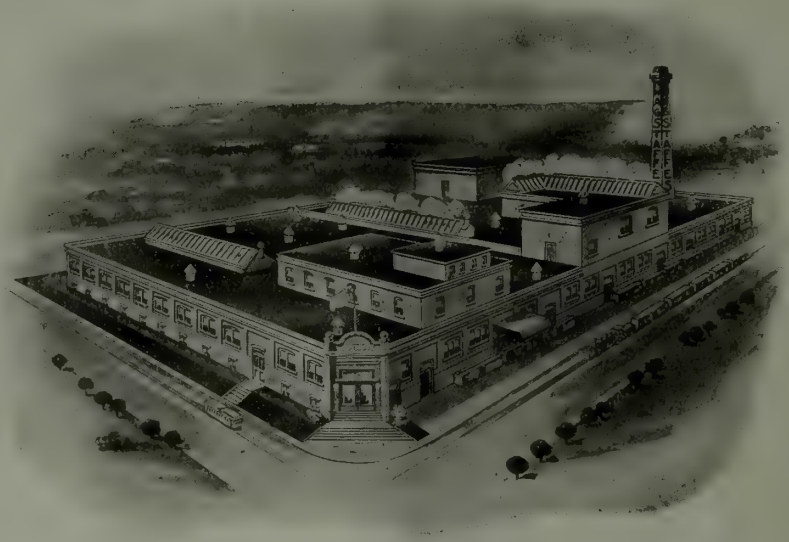
Agents

Montreal **Toronto**

WAGSTAFFE'S

Fine Old English

Prepared in Copper Kettles boiled in Silver Pans



Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original

Borden's Products

have their own distinct following. People who know good things, use good things, demand good things, are the people who will deal with you if you handle

EAGLE BRAND

Condensed Milk

Unsweetened

St. CHARLES BRAND

Evaporated Milk

REINDEER BRAND

Condensed Coffee

The mere "say so" to your customers that you have these goods places you in high standing with your trade and results in many sales.

The Best that Science Can Produce

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver B.C.

THE ROYAL HOUSEHOLD
AND
YOUR BEST CUSTOMERS

appreciate the highest quality in fruit products. Royalty has picked on **Cairns' High-Grade Products** —and it is to the advantage of every wide-awake dealer to sell his customers the Cairns' lines.

Cairns' jams, jellies and marmalades are "real Scotch" — the purest that can be made.

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.

"CANADA FIRST"

Canada First Milk is so popular that factory is weeks behind with orders. While Canadian patriotism impels customers to demand

"Canada First" Milk, they have the guarantee that the quality is also Canada(s) First.

Canada First Milk is three times richer in butter fat and solids than ordinary fresh milk. It is supplied either sweetened or unsweetened and in all sizes, from the Baby size for the small family, to the large size for the Hotel use.

The Aylmer Condensed Milk Co., Limited

AYLMER **ONTARIO**

Are You a Good Buyer?

IF SO:—

If White Beans cost $1.80 per bushel and Simcoe Baked Beans, family size, cost 95c. per dozen, how much should Simcoe Baked Beans, family size, cost when White Beans cost $3 per bushel?

But never mind figuring it out ---At present, **they still cost you the same price,** because, Factory bought the Beans around $1.80 and **we are willing to give you the benefit.**

Act promptly or you may be too late.

Feature the family size, **"A larger tin at a smaller price."**

DOMINION CANNERS LIMITED

HAMILTON - ONTARIO

Branches:
7 Front Street East, Toronto.
156 Lombard Street, Winnipeg.
322-6 Ninth Ave. W., Calgary, Alta.

T. H. ESTABROOKS CO., LIMITED
St. John, N.B.

TO USE BAR SOAP
Is a Policy of the Housewife

and for this there are various good reasons—it lasts longer—gives better satisfaction and is more economical than cake soap. Therefore the policy of the dealer should be to give them the soap that has stood the test, the soap that gives all round satisfaction which they will ask for when they buy again—these qualities are all combined together with a liberal profit in the popular

N.P. BAR SOAP

David Morton & Sons, Limited

Victor Soap Works *HAMILTON, ONTARIO*

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

— IF —

we assist in the distribution of

Eddy's Matches
Tuckett's Cigars
St. Lawrence Starch
Bee Hive Syrup
Gold Dust Washing Powder
St. Lawrence Sugar
Sunlight Soap
Holbrook's Sauces
Upton's Jams
Brigger's Jams
Cow Brand Soda
Tanglefoot Fly Paper
Cox's Gelatine

There is a Reason!

and you also need us as your representatives in Western Canada. We have warehouses at all principal distributing points.

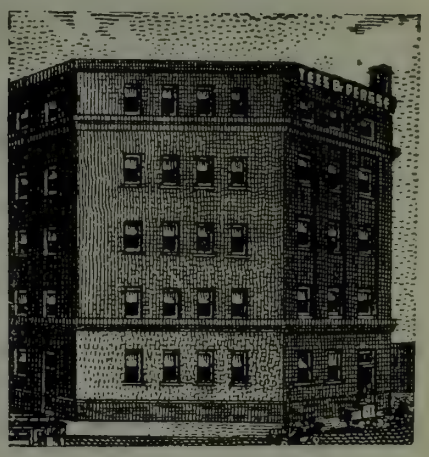
AGENCIES SOLICITED

Address

TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

GROCERS and TEA DEALERS

IT IS SAID THAT THERE IS NOTHING new under the sun! Maybe not—ANYWAY—the combination of standard BLENDS we are offering to the TRADE, and **THE TRADE ONLY,** are entirely **new.** They are trade winners and money makers.

THE SALES ARE increasing rapidly and consistently.

Once you make a start selling these fine, rich, juicy teas you will secure in a very short time the cream of the tea business in your town or city.

It is hopeless to try and hold your customers with straight teas.

Our guarantee holds good.

Samples Free per Mail Upon Request.

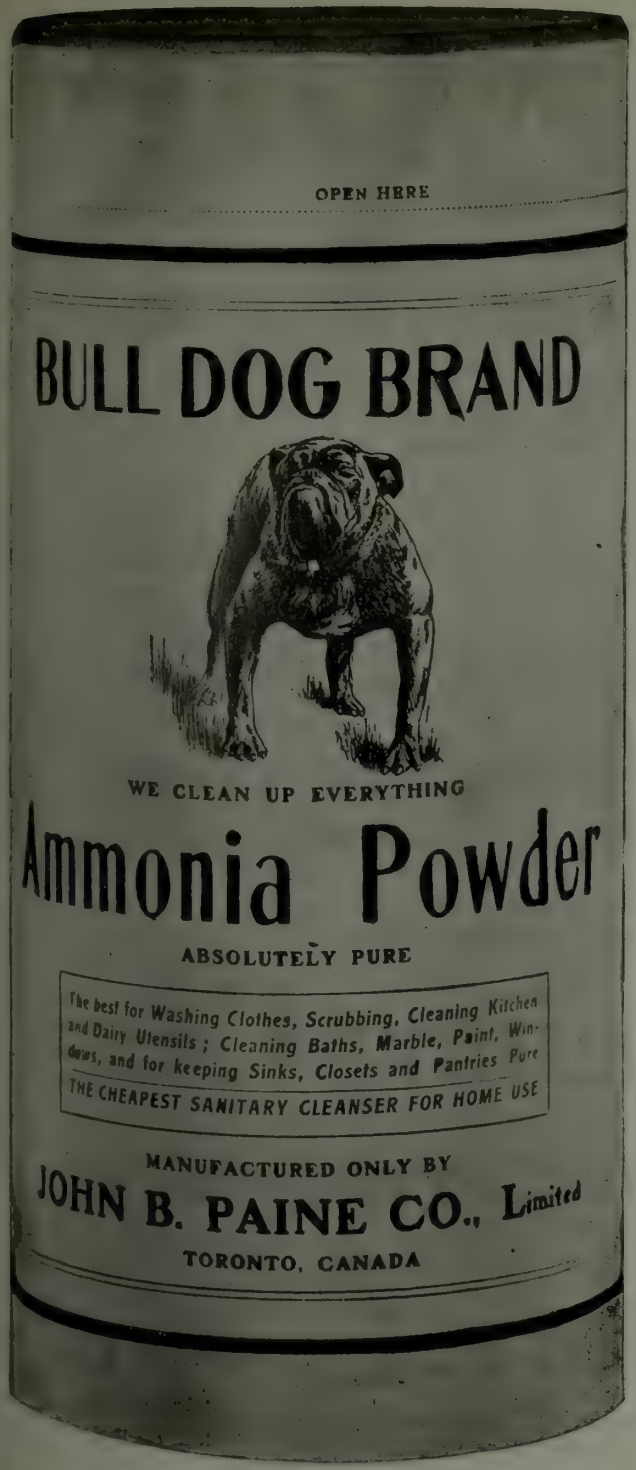
Those that are taking our advice are building up a sure tea business.

SEND US A TRIAL ORDER

EBY-BLAIN, LIMITED

TEA Blenders To The TRADE

TORONTO

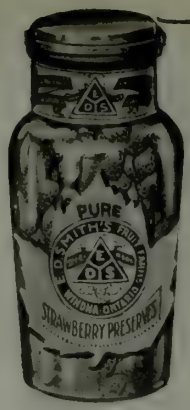

OPEN HERE
BULL DOG BRAND
WE CLEAN UP EVERYTHING
Ammonia Powder
ABSOLUTELY PURE
The best for Washing Clothes, Scrubbing, Cleaning Kitchen and Dairy Utensils; Cleaning Baths, Marble, Paint, Windows, and for keeping Sinks, Closets and Pantries Pure
THE CHEAPEST SANITARY CLEANSER FOR HOME USE
MANUFACTURED ONLY BY
JOHN B. PAINE CO., Limited
TORONTO, CANADA

BULL DOG AMMONIA POWDER
BULL DOG CHLORIDE OF LIME
BULL DOG BORAX
BULL DOG LIQUID BLUEING
BULL DOG LIQUID AMMONIA

Manufactured by

THE JOHN B. PAINE CO., LIMITED
TORONTO

AGENTS: J. W. Gorham & Co., Halifax, N.S. W. S. Clawson & Co., St. John, N.B. W. and F. P. Currie, Montreal, Que. Marshall Brokerage Co., London, Ont. Dodd & Reid, Saskatoon, Sask. W. Lloyd Lock & Company, Winnipeg, Calgary and Vancouver, B.C.



JAMS

Strawberry, Raspberry, Black Currant, Etc., Etc.

Every sample of E. D. S. Fruit Jams have been found genuine and as pure as jam can be made. The choicest fruits grown in Ontario, sugar and spring water. No preservatives, no artificial coloring, no glucose. After exhaustive tests the Government has found them to be **absolutely** unadulterated.

The dealer protects himself and his customers by handling this high quality and extensively advertised line.

Get in line with the wise ones and feature the E. D. S. Brand.

Made only by

E. D. SMITH

WINONA :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

E
D S

When it Comes to Tea the Grocer Who Knows, Stocks—

TETLEY'S

TEAS

The superiority is unquestioned. Since particular women from coast to coast call Tetley's Tea the purest and most delicious of all teas, the reason for the wise grocer's preference is self-evident.

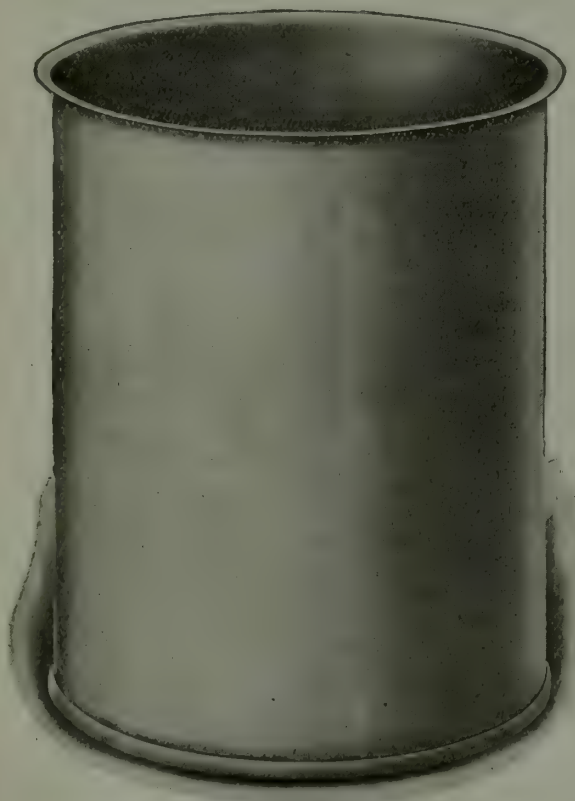
Put up to retail at $1.00, 75c, 60c, 50c, 40c.

Look for the elephant on every package—the guarantee of quality and excellence.

Beware of imitations.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

5 Cases at $4.15
with 20 bars Naptha free.

10 Cases at $4.05
with 40 bars Naptha free.

25 Cases at $4.05
with 150 bars Naptha free,

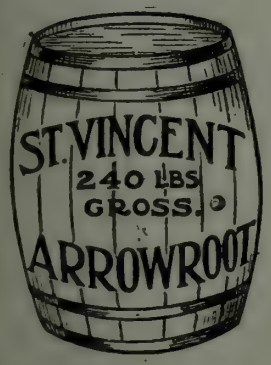
FREIGHT PREPAID

Net 30 days. 1% Cash.
Assorted or otherwise.

The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

A fifty-year-old favorite—Quality counts.



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

White MALT

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue, Winnipeg

L A. Gastonquay, 60 Bedford Row, Halifax, N.S.

Schofield & Beer, St. John, N.B.

Standard Brokerage Co., 1640 First Avenue, West, Vancouver, B.C.

W. L. Mackenzie & Co., 606a Centre St., Calgary

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

CASTILE SOAP

FÉLIX EYDOUX — LA VIERGE

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

Sells Well the year round

Hundreds of people in your locality are holiday - making at this season of the year, and the provisions they need are those that give most energy, those that make meals easiest to prepare, and which leave most leisure for enjoyment.

Bovril is the popular choice, for a simple bouillon is made in a minute and Bovril sandwiches, which are a real delicacy, are no trouble to prepare. All gravies, stews, etc., are much improved by a little Bovril.

BOVRIL LIMITED, Montreal, Que.

Place Two or Three Bottles on Your Counter

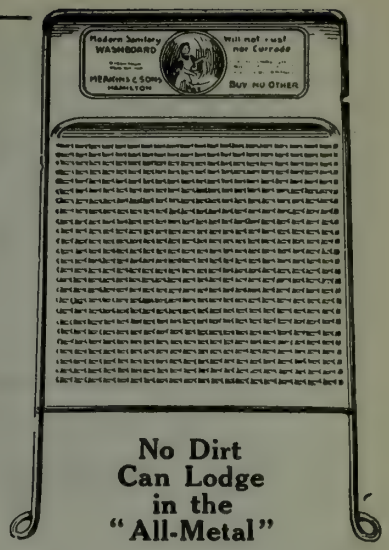
Said an enterprising grocer to us: "While I make it a rule to keep my counters as free from goods as possible, so that customers can be waited on more easily, still I've found it a good plan to place two or three bottles of

Shirriff's True Vanilla

on the counters. The counters being free from other goods, the attention of customers is attracted directly to Shirriff's True Vanilla. A large percentage of them take a bottle up in their hands, or make some remark about extracts, or ask a question about Shirriff's. This gives me the opportunity to tell the advantages of using a real vanilla extract like Shirriff's, and I seldom fail to make the sale."

On request, we will be pleased to send you a list of selling points that have been found effective in promoting the retail sales of Shirriff's True Vanilla.

Imperial Extract Co.
TORONTO, ONT.



No Dirt Can Lodge in the "All-Metal"

Opportunity is Before You

Your opportunity for selling washboards lies in the "all-metal" kind. The housewife is quick to see its advantages, and big sales are assured.

The Meakins' Sanitary Washboards

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built on scientific principles. They are made in one piece, and will last twice as long as the old-fashioned wooden boards. It will pay you well to stock.

MEAKINS & SONS
Hamilton, - Ontario

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery
All First-class Jobbers Handle

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

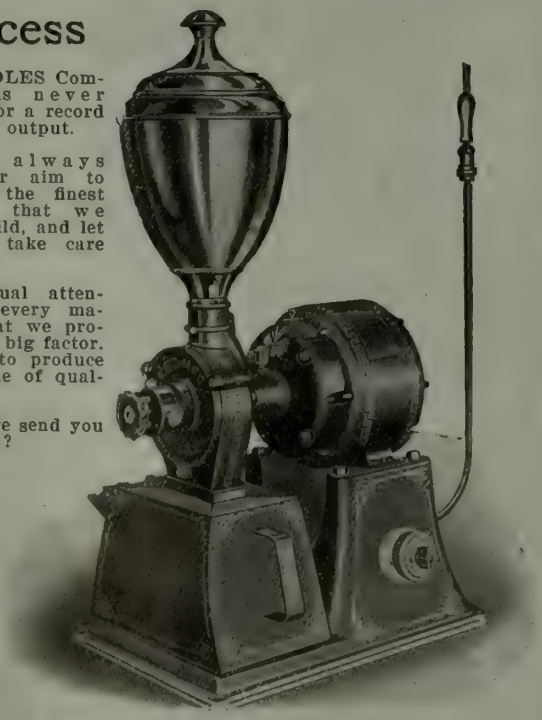
One Factor in COLES' Success

The COLES Company has never striven for a record breaking output.

It has always been our aim to produce the finest machine that we could build, and let quantity take care of itself.

Individual attention to every machine that we produce is a big factor. It pays to produce a machine of quality.

Shall we send you catalogue?



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The everywhere advertised, thoroughly reliable and quick-selling shoe polish is **2 in 1**. It will polish wet or oily shoes, contains no turpentine and will not soil clothes. **2 in 1** makes satisfied customers and good customers.

THE F. F. DALLEY CO.
LIMITED
Hamilton, Canada Buffalo, U.S.A.

LOVELL'S BAG & PACKET MACHINERY

Limited

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LONDON, ENG.

TRADE MARK KEYSTONE BRAND REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

OUR ADVERTISING HELPS YOU TO SELL HEINZ FOODS

We are reguarly telling your customers about our products through the most widely circulated magazines in the country. Just now we are running an extensive advertising campaign on

HEINZ BAKED BEANS

(The Oven-Baked Kind)

Get your share of this increased demand by keeping a stock of Heinz Beans constantly on hand.

H. J. HEINZ COMPANY

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

Berlin, Ontario

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

CLUB HOUSE QUEEN OLIVES

ARE EXTRA SELECT STOCK.

Only finest Seville Olives are packed in brine made from our own pure Artesian water. Your select trade demand this brand.

Gorman, Eckert & Co. LIMITED

London, Ont. Winnipeg, Man.

St. Lawrence Granulated

The "last word" of the refiner's art and science

Flies Are Thickest Right Now

Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

"STRIKE ONE"

the flame is there (not with the head or one-half on the floor.)

THE DOMINION MATCH

is as silent and sure as the "Egyptian Pyramids." The heads stay on and the stems do not break.
This is a staple line that pays the dealer to feature.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

NEW CROP JAPAN TEAS

(ON THE SPOT)

FURUYA & NISHIMURA

NEW YORK CHICAGO MONTREAL JAPAN

You Can't Go Wrong

by recommending and promoting the sale of LAURENTIA MILK. Being perfectly sterilized and having passed through the mechanical process of homogenization, the cream loses its power of rising and separating itself from the mass of liquid, consequently it is possible to preserve the milk in its natural state in any temperature excepting frost. It is the milk people are looking for during the hot weather. Put up in bottles of the various measures.

Send for prices and descriptive literature.

Laurentia Milk Co., Limited

371 Queen St. West, Toronto, Ont.

Scotch Marmalade

Made from Seville oranges and pure refined sugar by

JOHN GRAY & CO.,

LIMITED

GLASGOW

Contains neither Glucose nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

The Arctic Refrigerator

is the most scientifically constructed refrigerator on the market. It is built on the principle of coldest dry air circulation with a minimum amount of ice. It, therefore, is absolutely sanitary and very economical. The exterior finish is handsome. It will be a credit to any store. get our 1912 Catalog.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

Send for Samples.

SYMINGTON'S
MORE EASILY DIGESTED AFFORDING GREATER NOURISHMENT AND SUSTENANCE THAN ANY OTHER
DELICIOUS IN TASTE CONTAINING VALUABLE PROTEIDS WHICH ARE THE MAINSTAY OF LIFE
SOUPS
W. SYMINGTON & CO. LTD. MARKET HARBORO ENG.

Write for "Profits."

MONEY-MAKING

Of course you are in business to "make money" —that's so, isn't it? Well, then, write at once for our campaign profit plan. We are going to give the wide-awake grocers the money that other firms divide among the magazines, newspapers, etc.

Be sure you get

SYMINGTON'S

Send a postal or letter to the nearest agent.

OPPENHEIMER BROS., 25 Pender Street, Vancouver.
H. ENIDA OLIVE CO., LTD., 320 8th Ave., Calgary.
SCOTT, BATHGATE & CO., Notre Dame St., Winnipeg.
R. J. DONAGHY, Masonic Building, London, Ontario.
FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto.

Live Agents Wanted

We are open to consider applications from live manufacturers' agents to represent us in Ontario and elsewhere. We are manufacturers of

KING BRAND JAMS
(Splendid Compound)

and can offer responsible firms a first-class proposition.

Write immediately.

Labrecque & Pellerin
119 St. Timothee Street
Montreal

COLD SPRINGS LEMONADE

AND

CLUB HEALTH SALTS

Are two leading summer trade lines.

Practically all leading grocers stock them. Those who don't are missing something good.

S. H. Ewing & Sons
96-104 King St., MONTREAL 20½ Front St., TORONTO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT and IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

STORAGE IN OTTAWA
Modern Fireproof Warehouses
Direct Connection All Railways
Write for Low Rates
Dominion Warehousing Co.
46-52 Nicholas St., - Ottawa

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

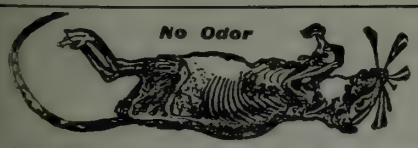
Manufacturers' Agents and Brokers' Directory

(Continued.)

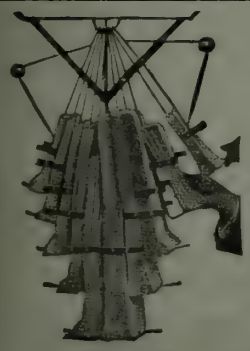
BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.



It dries them up **Common Sense** **KILLS** { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

WANTED
Finest full cream September Cheese 1911 make, (old). Holders of same will please mail sample and quote. White preferred.
M. W. COLEMAN, Grocer
98 Du Pont St., Quebec

When writing advertisers kindly mention having seen the advertisement in this paper

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

Every merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING — CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto; Manitoba: BUCHANAN & GORDON, Winnipeg
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Why not put in a small supply of the best leaf? You'll find a sale for it.

Pure Canadian Leaf
Cigars of all kinds
Pipes a specialty.

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Tell the housewife not to throw away her pots and pans. Vol-Peek will mend them sure. She'll be highly pleased.

100% Clear Profit For You.

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H. NAGLE & CO. - - - Montreal

Store Fixtures

Haven't you room for another showcase? By giving us your order you can save money. Just bear in mind that we do "better work at the lower figure."

Showcases Showcases Showcases.

S. MEUNIER & FILS,
Pie IX. Ave., Maisonneuve, P.Q.

Paper Bags
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If you want the best at the best price, then we have it. We pay special attention to these lines, and can surely satisfy you. Write

COUVRETTE & SAURIOL - Montreal

Our Confectionery Specialty
SULTANA (Brand) TURKISH DELIGHT

is surely a winner. Deliciously tasty. A big seller. Needs no introduction. Packed in wooden boxes. Write

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Ontario Agents:
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has a settling power all its own. Positively relieves constipation and all stomach troubles, and yet is a pleasant, sparkling beverages. Your customers should have it.

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GRAMOPHONE RECORDS, 10c.

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Ed. Youngheart & Co., Limited
Montreal, P.Q.

WE DO

Yes, we do guarantee the quality of our goods. If you are not satisfied with the **BISCUITS AND CONFECTIONERY** you are now handling, try ours, and "you'll see a difference." That's why we succeed.

THE AETNA BISCUIT CO., LTD., MONTREAL.

GET YOUR SHARE.

Auto-Roach Killer

has made good as a trade puller. We guarantee the goods, otherwise money back. Just drop us a line and we'll tell you more. Bugs cannot live when "Auto" is used.

The Auto-Roach Killer Co. - Montreal.

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are now coming into the limelight. Don't you want a line which will be bound to please every one of your customers? Certainly you do, so you can't do better than give us a call.

H. BOURQUE & SON - - Montreal.

RATS IN THE WAREHOUSE,
RATS IN THE HOME.

Nothing more troublesome. But EXO will drive them out. No more bother after use. Kills instantly. No odor. No dogs will touch it.

GIVE "EXO" A TRIAL.

EXTERMINO CHEMICAL CO.,
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Favorite Stove Polish

is the favorite in many homes. We are perfectly sure of its value, and it deserves a trial. Agents, write.

UNCLE SAM DRESSING CO.,
Montreal

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.

Don't overlook these lines. Write to-day.

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Savol

Hand cleaner trade falling off?
Try Savol.
Want the larger tin at same price?
Try Savol.

Bound to please. Agents wanted.

SAVOL CO. - - Montreal.

McDOUGALL

Insist upon having them

D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of
WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision and General Trades' Journal

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AGENTS

will find a good proposition awaiting them if they will only write us about

COOK'S PRIDE BAKING POWDER
CHINESE LIQUID BLUE
SISTER'S STARCH

H. F. PACAUD & CO. - - Montreal

A STEEL SECTIONAL BAKE OVEN

BLACK DIAMOND OVENS

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

COFFEE

You can't build a profitable coffee trade buying any old thing offered to you. For quality and value insist on

COMTE'S COFFEES

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When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.

12 CAR LOADS

Or 142,045 pounds, as much tea as is used in the cities of Kingston, Owen Sound and North Bay in one year, was the increase alone in the sales of

"SALADA"

Tea for July 1912 over July 1911.

It is gratifying to us to be able to make this further announcement of the ever increasing demand for "SALADA," particularly so when it means more business to thousands of Grocers. The quality of "SALADA" produces these results. It is the Tea which pays you to handle.

SALADA TEA COMPANY

TORONTO - - - - MONTREAL

Canned California Asparagus

Car of new pack just arrived.

1s, tall, medium - - - to retail at **15c tin**

1s, square tips - - - " " " **25c tin**

2½s, square, medium green, medium and large white.

Write for prices—buy your season's requirements now when prices are low.

EBY-BLAIN, LIMITED

Wholesale Grocers **Toronto**

A WORLD-WIDE WINNER

KEEN'S OXFORD BLUE

"KEEN'S" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

SEE TO YOUR STOCKS

For sale by all the Canadian Jobbing Trade.

Magor, Son & Co., 403 ST. PAUL STREET, MONTREAL.
30 CHURCH STREET, TORONTO.

Agents for the Dominion of Canada.

Wherever There Are Children
Benson's Prepared Corn
Finds A Ready Sale

¶ Mothers know what delicious and nourishing summer dishes Benson's makes — rich custards, blanc mange, ice cream, etc. —that children love and thrive on.

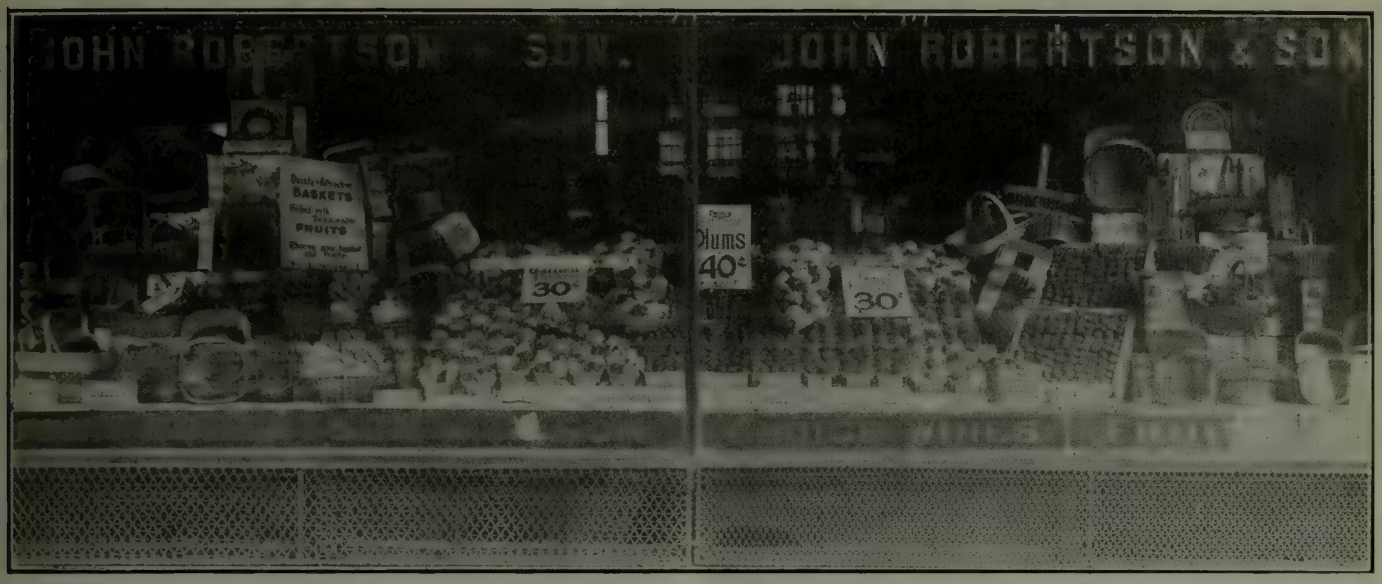
¶ Mothers know that their children can readily assimilate Benson's because of its extreme fineness and purity.

¶ Mothers invariably ask for Benson's when they want Corn Starch for their children. Therefore stock Benson's Prepared Corn. Every mother in your section will buy it.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



Fruit window shown by a Montreal dealer. Note the use of fancy baskets and show cards.

A Store Where Customers Do Not Wait

Service Made One of the Main Business Getting Features — Quality Goods Only are Pushed—Seasonable Window Displays Get Splendid Results as Silent Salesmen—Fancy Baskets Used to Show Fruit.

"Started in business over forty years ago." That John Robertson, head of the firm now doing business as John Robertson & Co., on St. Catherine St., west, Montreal, has seen a number of changes both in the city and in the general get up of goods during his business career, no one will doubt, and while a full history would prove interesting, yet space prohibits anything further than an expression of some of his ideas on the way to find the path that leads to success.

Quality and Service the Key.

"Found your business on quality and service. Never let your customer take away any goods unless you are absolutely certain that there can be no reason for complaint." So says Mr. Robertson and close adherence to this principle has placed him high up among the most influential grocers of Canada.

"Keep Your Clerks on the Move.

" I set a good example to my clerks, as I am continuously on the hustle myself." and certainly the first thing that strikes the visitor is the bustle all around the store. One would think that each clerk had only two minutes to get an order filled and get it off by train, so busy are they always and so quickly do they work. Surely this anxiety on the part of employes to be on time with every order must prove an eye-opener to those who have patronized other stores and who have been kept waiting unnecessarily long without being attended to.

Salesmanship at Its Highest.

Any manufacture, placing a new line on the market, and who is assured of its quality may count on a fair share of business once he places it in the hands of John Robertson; for his experience of forty years and more has created in him a self-confidence which has developed fully the powers of salesmanship, and his clerks—they are salesmen, too, always anxious to add a few articles to the orders they receive.

A demand for any line is naturally appreciated by the retailer, but waiting on a demand is waste of time because, as our subject believes, the ball can be set rolling by a selling introduction over the counter from men who have the confidence of their clientele.

The Window Thoroughly Valuable.

"The window itself can market goods," said Mr. Robertson, when reference was made to the illustration shown above. The splendid pulling power of his displays is reflected to no small degree in the daily receipts. What could be more appropriate for the warm weather than rich fruit as exhibited above and what strength was added to this window by that show card referring to the sick friend in the hospital. These little ideas form the perfect cogs of the business wheel.

Now it would seem that considerable time is spent on window dressing and that one man's time is continuously occupied in this department. But, as The Grocer has always advocated, it is a splendid thing to work ahead, as far as displays are concerned. In other words, make up the window in your mind's eye as you work at the counter and then when time comes round for dressing same, you will be in a position to place the goods there in a minimum of time and produce the maximum results by putting a finishing touch to it later on.

Use of Fancy Fruit Baskets.

Special mention should be made to the use of fancy baskets in displaying fruit. They give an extra favorable appearance and should be utilized by more dealers than now have them. One of the show cards in this window reads: "Dainty and attractive baskets filled with seasonable fruits. Choose your basket and fruits. We do the rest." Such a card would undoubtedly get business for any grocer who has clean, solid, rich looking fruit displayed attractively in the window. Summer is still with us, but it is passing, and merchants should make the most of such lines as fruit when it is easiest to sell it.

One of the features of John Robertson & Son's display is its regularity. The fancy baskets appearing at either end are arranged somewhat similarly. They are connected up appropriately with the fruit in the centre.

Beginning Business With $135 Capital

Newmarket, Ont., Dealer Who Commenced Business First With Pork Products—Bought Ten Ton Bacon at 6 Cents Once And Sold it at 13 Cents—Careful Student of the Markets—Methods He Believes to be Business Builders.

The self made man always inspires admiration. The man who starts in at the bottom of the ladder and mounts upward has more reason to be proud of his accomplishment than he who was up several rungs at the beginning. Thus we are always proud of the man who starts with little or no capital, and attains even a fair measure of financial independence.

Began on $135 Capital.

It was twelve years ago that C. H. Knowles started in the grocery business in Newmarket, Ont., or at least he commenced what later developed into a grocery business. The capital on which he started amounted to only $135, and that he has met with a fair share of success is shown by the fact that he now owns the building in which he does business and lives, and which he has just recently enlarged. Added to this a trade, which was of necessity on account of limited capital, small on the start has since developed into a business which runs close on $2,000 per week.

With such a small capital, progress was of course slow at the start. At first he was a local transient trader, maintaining his store as headquarters. It was mainly pork products that were handled on the start, but gradually groceries were added and eventually peddling was given up and a grocery business commenced in real earnest in Newmarket.

One hundred and thirty-five dollars is a small amount with which to open up a business of any kind, especially when it is necessary to purchase a team of horses and wagon on the start. It requires fine financing to float a business on such a small capital. In this case the $135 bought one horse and wagon. On the strength of his ownership of a horse and wagon, he was able to get another horse to complete the team on credit—for which he gave his note. It was on the strength of what he expected to do that his first small stock was purchased.

Progress Meant Hard Work.

Progress was slow—Mr. Knowles admits that, but it could not be otherwise under the circumstances. It has, however, been gradual, which shows that it was being built on a good, solid foundation. It has required a great deal of hand work—this, Mr. Knowles also admits. Those who would woo success must follow the same hard road.

Asked as to the chief things he considers have helped him to build up his business, Mr. Knowles enumerated good buying, good location, good goods, and good service. These four "goods" work for a strong combination.

Studies the Markets.

"One of the things I consider the most important," says Mr. Knowles, "is good buying. By following the markets closely, goods may be purchased at the best time. I find that I make a great deal through this item alone.

"I find the Canadian Grocer of great value in following the markets so as to buy at the right time," added Mr. Knowles.

"A great many grocers are afraid to take a chance. I am not afraid to buy when I think the purchase is going to turn out to my advantage," he continued. "The second year I was in business I made a good deal by not being afraid to buy when my judgment told me that the time was ripe."

Big Bacon Purchase.

" I purchased ten tons of long clear bacon at six cents per pound one time. This I was able to do by a fall in the market which I felt would come to retail at 13 cents per pound."

A good location is another point on which he lays stress. He selected a town that gave promise of progress, and the correctness of his judgment is shown by the fact that Newmarket has nearly doubled in size in past dozen years. His location is quite good also. Situated somewhat away from the business section of the town, but on a street which people must use to reach the central portion, he has a good residential area to draw from.

Three Important Lines.

The store has three special departments which are given considerable attention and which, besides the sales produced in themselves, act as a magnet to attract other business to the store. Provisions, fish and confectionery, are these three departments. It is argued that the customer who comes for a pound of bacon or some fish may, perchance, see something else which she desires and purchase it as well.

Provisions being the line in which he first commenced, considerable attention is given to this department. There is a special counter devoted to it at the rear of the store flanked behind by a display refrigerator. It is realized that there is a considerable waste in slicing meat, so that a higher rate is demanded when sliced than when a whole piece is taken. The exact difference of sliced over unsliced runs about 3 cents per pound.

Sells Fish All Summer.

Shipments of fresh fish are received each Thursday morning. By getting it on Thursday, he finds good sale on this day as well as on Friday, the regular fish day. Of course they are kept on ice. Coming in regularly once a week, people become aware of the fact and know when and where to look for supplies.

Confectionery is shown in drums, arranged on the shelves behind the counter and tilted up so as to display the goods to advantage. A small showcase is also used, but it is intended to put in a silent salesman in the near future.

Believer in Good Fixtures.

Mr. Knowles is also thinking of other improvements. He has recently made an extension to his store and put in a metallic ceiling. He is now considering the remodelling of the front of his store and has an eye on his fixtures for the interior. He has just added a new closed in delivery wagon. He believes that all these things help to increase business.

OUR NEWFOUNDLAND LETTER.

St. John's, Aug. 5—(Special).—Newfoundland's dull month, July is past and dealers are looking for a brightening up of trade now. The weather has been poor, and fish could not be cured, but with a change of weather some new produce will be along shortly and put some money in circulation.

Vegetables will be a scarce article in Newfoundland the coming fall. Nearly all the farmers have reset their crops and have had them destroyed, and the only thing that shows a sign of growth is the potato. Aready—an unusual thing—we have been importing turnips in bunches from Canada. One firm had quite a lot and they sold readily at a fair price.

A few cases of lobsters reached the city last week, but packers are not anxious to sell as they anticipate getting higher prices later in the season.

MANY HAPPY RETURNS

To W. H. MILLMAN, born Aug. 10, 1855, on a farm four miles north of Woodstock, Ont., (at East Zorra). Mr. Millman is in the wholesale grocery brokerage business in Toronto, which he entered Jan. 1, 1903, with his two sons. Prior to 1903 he was with H. P. Eckardt & Co., wholesale grocers, for some years.

Observations Show Up Shortcomings

Attention Should Be Paid to Wrapping—Encouraging Customers to Take Small Parcels—The Use of Scoops in Handling Bulk Goods—Have Regard For the Delivery Horse—Reducing Its Work Through System.

By O. S. Johnston

It is easy to be a critic. We can always point out faults in others even if the proverbial mote has not been removed from our own eyes. Still criticisms help us in many ways, and afford a splendid means of inscribing on a tablet of the mind many "Things we shouldn't do."

It falls to the lot of the writer to be in a number of retail stores every day, and while he seldom gets an insight into the warehouse, yet he has noticed a number of inexcusable shortcomings on the part of clerks and even employers, so that the front counter has provided material for a number of "warnings" which ambitious clerks should heed, if they are to become what some proprietors term decided acquisitions.

Wrap Parcels Neatly.

We may be justified in attributing the desire of the housewife to have all parcels delivered to that comprehensive phrase, "advanced ideas," but we are certainly safe in saying that a number of small parcels would be carried away by customers, if only mere attention were paid to careful wrapping. The smaller the number of trips the driver has to make, the more opportunity will the dealer have of impressing on customers that he is in a position to pay full attention to orders phoned in from a distance.

But would any woman carry home a parcel if wrapped in the following manner: A quantity of sugar was ordered and the clerk while tying it up broke the string twice in an effort to make the parcel look shapely. On the third attempt everything looked alright, but the string was too tight and broke through the bag with results which are apparent. Instead of using a new bag, the clerk handed the parcel to the customer in spite of the fact that sugar was falling from it. She, of course, politely asked to have it delivered, and thus carelessness caused a trip which could have been avoided.

Shouldn't Handle Goods Too Much.

The insistent demand for pure and clean foodstuffs has necessitated the installation of machinery in many factories in order to do away with handling on the part of employees, but in many stores there is little attention paid to the clean little scoop which in a sense acts in a similar capacity.

When a woman is buying confectionery or other bulk goods, she does not care for the clerk to fill the bag with his bare hands. Rather would she have the scoop used, and if there happens to be an overweight the surplus should also be removed by the scoop. The clerk who does not respond to the most up-to-date rules will never make friends with good customers, and while we do not infer for one moment that the grocery clerk has any aversion to soap and water, nevertheless we must emphasize the importance of obeying every dictate and whim of Dame Fashion.

Systematise Your Delivery

The horse does not constitute any part of the front counter, but a dealer remarked the other day to a woman standing at the counter, that he would send along her order "just as soon as the rig came back." The latter seemed to be quite a favorite expression of his, and the writer later discovered that instead of grouping orders and dividing them into separate districts, he simply sent the man off on one errand and as soon as he came back the driver got instructions to attend to another order, which may have been left later but which was in the same direction. Now in some cases promptness may be shown by this system, if we can use the word "system" in this instance, but the horse is kept on the go the whole time. Apart from the wooden horse of Troy, there is no horse to-day (save perhaps the clothes horse) which can boast of any too great power of endurance, and dealers should remember that veterinary bills arising from neglect and overworking of horses reduce not only the profit on the goods delivered but further increase cost of doing business.

Be Civil Over Telephone.

There is a form of salesmanship, which for our purpose might be termed telephone salesmanship, and the man who manages to create sales over the phone is certainly worth a good salary. But the phone has been abused frequently, inasmuch as some tricksters have been known to send in an order which on being delivered was refused, and as a result some dealers have become suspicious of phone orders from strangers. Still it does not do to be over-inquisitive or impolite, as here is an instance where a fine order was lost:

The dealer took down the order in question, but did not recognise the name or address, and instead of being a little tactful, very abruptly asked whether the order was bona fide or not, and the occupation of the good man of the house. This fusillade of seemingly impertinent questions naturally unhinged the customer and the order was called off. Wouldn't it have been a great deal better for the grocer to have tactfully bemoaned recent losses and thus elicited the assurance that everything was O.K. Experience is certainly a cruel teacher!

A Little Jollity is All Right, But—

It is a fine thing to be pleasant with customers and crack a joke once in a while, but some clerks overstep the mark, and this was particularly noticeable when a clerk was attending to a pretty young girl and went so far as to say, "What next, girlie?" It was evident that the remark was resented, as she seemed quite anxious to get her order filled and away. Some spinster who has passed the allotted three score and ten, and who knows the man well behind the counter, might appreciate anything pertaining to youth, but the young ladies to-day are in most cases sufficiently aware of their youthful attractiveness, and do not need any assurance over the counter—at any rate not when there are other customers at hand.

The clerk who is anxious to make a success of things should always guard against "Things We Should Not Do," and make a point of visiting high-class stores in order to get a line on methods unknown to himself. By further following the example of men who have become past masters, the study of retail salesmanship should be more interesting and encouraging.

A SELF EVIDENT FACT.

Editor Canadian Grocer. — If the evaporated apple packers do not put up a better class of apple, they will kill the trade in them. One good layer on top and the balance full of seeds and small cuttings is too often experienced in opening a box.

GORRIE & CO.

Haliburton, Ont., July 31, 1912.

A couple of London, England, hawkers were sentenced to a month's imprisonment lately for selling baskets of strawberries containing stones beneath the top layer of fruit.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 9, 1912

CROP PROSPECTS AND DIFFICULTIES.

The continuance of fine warm weather is favorable for the Western Canadian crops, and a few days more of it will in some places put them out of danger.

In a few localities in Southern Manitoba, there have been rather severe hail storms that have done serious damage, but this will not seriously affect the general result. Everything at present indicates a good average yield, and the increased acreage in Saskatchewan will add materially to the total output. There is some anxiety being felt among the farmers upon the question of harvest help, and it is estimated that over 50,000 men will be required to garner the crop.

As we said in a previous editorial, there is much speculation on the prospects of another grain blockade, and, of course, the railways are being blamed, although just what they could have done, more than they have, is somewhat difficult to define. Another question that is now being widely discussed is the proposition to build larger interior storage elevators, where grain can be held during the winter and farmers enabled to finance upon it to meet their obligations. This method of meeting the difficulty was advocated in The Grocer last winter and has since become a live question.

Another remedy that is being strongly urged upon the farmers is the building of granaries upon their farms to store the grain at home till such time as it can be shipped. This, no doubt, will be done to a large extent, but there are many farmers who for two reasons cannot afford to do it. The first of those is that they cannot finance upon grain so stored, and many of them need the money to settle their accounts and pay running expenses. Another is that many cannot afford to build those granaries which are expensive.

To meet those difficulties, it has been suggested that the Government step in and render assistance by enabling the farmer to finance upon his grain so stored or aiding him to build granaries to take care of his crop.

It is pointed out that the Government last spring assisted many farmers to get seed grain to sow their farms, and it is reasonably argued that if the Government was justified in helping the farmer to put in his crop there can be no reason why it should not assist him in saving it. In a dry fall there seems little doubt that the home granary is the proper method of taking care of the grain that cannot be forwarded to the lake front before the close of navigation. In wet seasons, however, like last year, this plan is useless for the grain would spoil in them. To save large quantities of damp grain the interior hospital storehouse is a necessity, and it seems surprising that so little movement is made along that line.

Two weeks more and the hum of the binder will be heard throughout the land.

UNFOUNDED CRITICISM.

In last week's issue we went thoroughly into the question of profits the retailer was receiving on farm products, and showed that as prices advanced to the retailer his profits declined.

We have before us a letter from a grocer who adds to our comment on daily newspapers blaming the merchant for unduly enhancing prices. A portion of it will prove interesting. He says: "This is a question that Canadian merchants are thankful to you for taking up. At present the retailers are getting a great deal of blame for enhanced prices, which any one conversant with the trade will know is very unfair; and why the press of the country should go against the merchant is something I can't quite understand.

"Locally the papers have made some very unjust insinuations, as well as putting in leaders advising working people and farmers to form co-operative associations to reduce the cost of living. I suppose the same stand is taken by the press throughout the country—and I think it would be quite in order for some of the large advertisers to call around at the box office and see if the management can't make some impression on the editorial department."

This is a suggestion that might well be followed out. Some newspapers forget all about the importance of the merchants in their scramble to cater to the multitude. Merchants are the backbone of any town or city. Drive them out, and the stability of the place is sadly impaired.

THE INSPECTION OF FRUIT.

According to advices from Ottawa, it is learned that the Government intends keeping an eye on fruit shipped for home consumption as well as foreign.

Hitherto, only fruit sent out of Canada has been inspected. In many instances this opened the way to the unscrupulous shipper to send to the Old Country goods that would pass the inspector's censor, while inferior quality was sold in Canada. Particular attention will be paid to fruit going to Western Canada. The number of inspectors there and in Ontario will be doubled. Inspectors have been appointed for Winnipeg, the vicinity of Winnipeg, for Brandon, Regina, Medicine Hat, Calgary, Lethbridge and Edmonton. The staff will also be increased in the Maritime Provinces and British Columbia.

The Department of Agriculture is making a good move in this respect. There is no reason why food for home consumption should not be brought up to the same standard as that for export shipment. The people of Canada want good fruit, and the dishonest man should be compelled to distribute nothing else, since his scruples dictate otherwise.

The strength of the nation depends on the health of the people, and good food is absolutely necessary to good health.

VALUE OF WINDOW DISPLAY RECOGNIZED.

The value of good window display as a means of creating and increasing business is gradually being recognized throughout the grocery world.

At the annual grocery exhibition in London, England, this year, there is to be a new departure in the form of practical window dressing competitions. A model shop front will be erected, and windows will be dressed each day with suggestive displays by an expert. On either side of this shop, skeleton fronts will be erected representing open windows, each of which will be dressed by competitors.

This is unquestionably an excellent idea to add to the already excellent ideas carried out at this annual exhibition at which competitions of various kinds for grocery merchants and clerks are held. It should prove of great practical benefit to all grocers who attend, and our brother grocers in the motherland are to be commended in originating such a practical and important feature.

Good window dressing, once rather a neglected feature with many grocery stores, is now beginning to take its rightful place as a factor in business building. The grocer who does not take full advantage of its possibilities as a sales creator is losing much. A well dressed window is one of the best yet cheapest methods which the grocer has of securing business.

A DISASTROUS BUSINESS LEAK.

When a customer notices the slack methods followed by some clerks in the grocery store, it is time that the proprietor saw them too and effected some reforms.

Here is an actual experience of one buyer of groceries that exemplifies the need of a training course for clerks before they can be depended upon to go behind the counter to wait on customers. It is in connection with weighing goods. The clerk in question has apparently no conception of the importance of giving exact weight, no more and no less. If, for instance, a pound of cheese is asked for, the cheese is placed on the scale, and if it weighs three or four ounces above the sixteen, it is given for the price of the pound. The same has been found to be true with confectionery, sugar and other goods.

Invariably when this clerk weighs out sugar, more than the required amount is given. The clerk neither charges for the overweight nor takes off any. Here is a leak which is bound to amount to large proportions every week. The cause is due to insufficient instructions to clerks. This clerk evidently does not stop to think that the business has to pay for everything given away, and that in a year he will have presented the public with an amount about equal to his own salary.

To cure this and other profit destroyers, we would suggest a weekly or semi-monthly conference for clerks, when instructions would be given towards the cutting out of the business leaks, replacing them by business building methods, and the presentation of suggestions for the general good of the store.

ONE IDEA TO ONE WINDOW.

"No window display is big enough for two ideas."

This is a statement made by a window dresser who is a past master in the art of trimming the window. It contains much food for thought because it is reasonable. For a long time The Canadian Grocer has expressed the same idea in different words, and as we ran across the above expression it seemed like meeting an old friend.

Two ideas are one too many for one window. If showing summer drinks for instance, baking powder should not be in the window. Neither should canned goods go with soap or house cleaning brushes with cooked meats. In each case there are two ideas and the attention of the passer by is divided making the display an ineffective one.

But if house cleaning brushes are to be shown, make a background of soap or cleansing powders and a single idea is conveyed with two varieties of goods.

Some windows observed recently by representatives of The Grocer in various parts of Canada have been practically useless, simply because too many varieties of goods were thrown in.

One idea to one window, should be the slogan of every dealer.

KILLING FLIES IN THE STORE.

Now that many cities and towns have a weekly half holiday, the merchants troubled with flies have a splendid opportunity of getting rid of them. A report from Hamilton, Ont., relates how a number of butchers have kept down the pests by "getting after" them on the holiday and on Sundays. The best part of the scheme is that the merchant's personal attention is not required. The flies are done away with in his absence.

Before leaving the store at noon on Wednesday and on Saturday night, the blinds are pulled down within a short distance of the bottom and a large number of fly destroyers are placed where the sun or light will shine on them. This attracts the flies with the result that they are practically all extinguished. Emphasis is laid on the fact that one or two destroyers are not sufficient if all the flies are to be got. Be liberal and remove them entirely.

Grocers should not only profit by this themselves, but should advise their customers who are troubled with many flies to lay in a large stock of a good fly destroyer. Advice like this would invariably be taken.

EDITORIAL NOTES.

New Zealand dairymen have had their eyes on Canada since our cows have begun to go dry.

* * *

The more lines are out the more fish are caught. Same applies to catching flies in the store.

* * *

Watch for "Our Many Happy Returns" column. The beginning appears in this week's issue.

* * *

It was always thought that proper weighing of goods was one of the first things perfected by the clerk.

* * *

It takes considerable nerve and more foresight to begin a successful grocery business on $135 capital.

* * *

If the Canadian West gets the 50,000 men it is calling for, retail grocers there will come in for a good increase in business—that is, those who reach out after the new business.

* * *

The working men of Orillia objected to the more daylight scheme and upset the plans of the originators. They evidently preferred that their native town be kept out of the limelight.

* * *

A Toronto fruit dealer attempted suicide the other day because the Medical Health Officer of that city was making the laws regarding covering of fruit too stringent to suit him. Many a man would have vented his vengeance on the doctor instead of on himself.

Books Required for Careful Bookkeeping

Columns Used in Journal and Ledger — A Journal Where Posting is Done But Once a Month — Double Entry System Makes Everything Balance—Nothing Entered Up Until Paid For—Another Article of the Bookkeeping Series.

*By Henry Johnson, Jr.

In my first article on bookkeeping I indicated, without details, that my system was a time-saver. My first saving in the use of books already at hand. On the back of the stub of my check book I enter every morning the cash on hand. There is the money in the store; that on deposit in bank; the amount carried in bank in a large industrial city to save exchange. These added together give me cash O.H.; and this entry is used directly to test my balances—no further transferring of that amount. As a precaution, to aid recounting in case things do not work out, I have the items of petty cash on hand entered in an ordinary pass book; but that is not regarded as a book of entry since the checked amount is on the back of the check-book stub, as stated.

Information From the Cash Register.

The next thing I have right to hand is the bunch of cash register slips—items of "Paid Out," "received on account," etc. The paid out items are pasted into a common counter book, one page to a day, with the date stamped at top of page. They are run in close together, over-lapping each other, so that a sweep of the past-brush attaches the top of each slip to the book. The amounts are then carried out to the margin of the page and added. That total gives me one entry for each day, viz.: "P. V.," which stands for petty vouchers. This name was adopted because when we pay out an item like express, or cash for bananas, we take the signed receipt of the man who delivers the goods and thus have his voucher for the payment. That amount may run from $12.50 to $60 or more in a day. It goes into merchandise account as one single item, as noted. The receivers are added up, too, but that is only to check the cash, as we keep no ledger account on amount outstanding—I shall tell you why later on.

Posting Once a Month.

The big time-saver, however, is the six-column journal, or cash book, which enables me to post my cardinal accounts only once monthly. It is only necessary to post the sundries column from day to day; and even that is confined to such a limited number of items that it can stand over until all the posting is to be done.

You can readily obtain a six-column journal, so I shall suppose you have one right before you as you read the rest of this. On the left or debit page, write as captions of the successive columns: Cash, Mdse., Expense, Barn, Wages, Sunds. On the right or credit page, write: Cash, Mdse., Disct., Sunds. This will fill the debit page, but will only take up four columns on the credit page. Maybe you have some productive property with which you must keep account. Then you will have a ledger title on, say "Stevens Block," or Elmside Apartments," for these will have numerous credits in the way of rents. The caption for the fourth credit column would then be "Steve," or "Elmside," and sunds., standing for sundries, would go to the fifth column. However, for usual business, the captions I indicate will cover.

Operation of the Ledger.

Now set aside the journal and take up your ledger, which may be a small book of about 136 pages, pages same size as the journal, however, so they may set inside your safe together. To open this set of books, I must imagine your present condition, so we shall say that you have property and accounts as follows, and owe accounts indicated: Cash O.H. and in bank, called together "cash on hand," $270; merchandise stock, $1,860; accounts due you, $740; furniture and fixtures, $900; horses, wagons, etc., $400, and that you owe $220 for undiscounted bills, that is, bills not yet ten days old; and $500 to your bank for borrowed money.

On page 1 of your ledger open a cash account. This is done by writing "cash" at the top, in the middle of the page. At top of left column, write year, month and day; the "To Balance" and carry out the amount, $270.

Entering up Stock.

Turn to page 20 and open an account with merchandise in the same way. Here however, you will enter some details for your guidance at next inventory time. Bookkeeping teachers would have you do this part differently, but my way is precisely as effective and saves lots of time. So, when you have written the year, month and day, enter stock O.H. (which means on hand as per inventory), $1,860, but do not carry it out into the regular figure columns. Keep the amount in the writing column. On the line below write, "Plus a|cs., $740" and add the two amounts together, still within the writing columns, getting a total of $2,600. Then below write, "Less bills, $220," and subtract. Then on next line write, "Net stock, $2,380" and carry the figures into the figure column.

On page 40 open your expense account, but make no entries. On page 60 open your discount account. On page 100 open furniture and fixtures account and make entry as follows: "To inventory, $900," but do not carry into figure columns. Next line write, "Less 10 per cent., $90." Then subtract and carry out the $810 into figure columns. This shows that you have taken your depreciation. On page 80 open your barn account and enter as before indicated, the amount "per inventory, $400," and follow that by "Less 20 per cent., $80," which deduct, as before, and carry the remainder, $320 into the figure column. On page 102 open your bills payable account and there, on the CREDIT side, enter "Note at bank, $500," carrying the amount out to the figure-column.

Finding Net Worth.

Now if you will add all your debit entries together, you will find you have $3,780; then if you take off the one credit entry of bills payable, you will have a remainder of $3,280, showing your absolute net worth. How to get that into the books? On page 130 open an account with capital and there, on the CREDIT side enter, "By sundries, $3,280. Now if you take all your debit entries and your two credit entries, you will find that the total of each is the same as the other. That completes the opening of the double entry ledger and you are ready to begin your daily work. This indicates the nature and character of double entry—that one thing cannot be done alone. You cannot give to one without taking from another. You cannot charge one without crediting another. It is called "balance" just as your scale is called balance, because the putting of a weight on one end depresses that end until a weight precisely similar is put on the other end. Your books are in balance now. They must always be kept in balance. If they ever fail to balance, something is wrong which MUST be found and righted before it is possible for you to proceed.

* * *

You will understand, of course, that I have used imaginary figures and that you will use the correct figures that you find in your business. What you must do is get the figures right and get these entries made as a starter. Then

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

you can proceed as I shall indicate next week.

I may say at this point, however, that I do not carry my accounts outstanding into the ledger because there is no use in that. Even if the totals are carried by you, so that you know approximately every day just how much you have "on your books," it is still not useful to carry those totals through the ledger. Accounts with individuals are subject to constant trifling readjustments which make it practically impossible to maintain a perfect balance on such a bunch of bills. It is better, therefore, to cut all that out of the general books and figures as I do.

Not Entered Until Paid for.

1 No goods are regarded as being in stock until they are paid for. Therefore, no entry is made in the books until the bill is paid. Theoretically, the goods, though in our warehouse, are still in the hands of the jobber until they are paid for.

2. In like manner, no goods are regarded as having left our hands until they are paid for. What we send to Mrs. Jones to-day on her account is regarded as being still in our store; and it remains there in theory until Mrs. Jones pays us her bill. Then the total amount of her account is run in as part of the day's sales. The books of my business are the books of a cash business; because that idea promotes simplicity—and it is precisely as informative at any stage as is that system which seeks, through cumbrous accounts, to keep constant track of bills owing and being owed.

Motor Delivery in Guelph Saving Money

Owners Claim it Takes Place of Three Horses—Are Using Two Men on it—Has Shelves for Small Parcels—Advertising Cards Are Placed on Sides Each Day.

Guelph, Ont., Aug. 8.—J. A. McCrea & Son, retail grocers, of Guelph, Ont., some time ago purchased a motor truck for delivery purposes, believing that by so doing they will be able to reduce the cost of getting goods out to customers.

The machine has a capacity of 3,000 pounds, although it cannot be said to be a heavy truck, being easily operated and at a minimum of expense for carrying capacity. That it may still have a greater carrying capacity for small orders than is usual, a special top has been constructed for it. Instead of merely having the floor, a rack with two shelves has been constructed so that floor space is really trebled. The advantage of this in a business like that of a grocer can easily be recognized. There are generally a large number of small orders, and instead of piling them one upon another, each one can be alloted a space of its own. When a stop is made it is not necessary to ransack through all the parcels on the truck, for the one required is right at hand.

Replacing Three Horses.

McCrea & Son went thoroughly into the proposition before purchasing, and believe that it is going to be a good investment in the fact that it will reduce the cost of delivery. The motor truck is doing the work which it formerly took three horses and three wagons to perform. It will only cut down the number of delivery men by one, as the firm intend to use two men on the truck, one to operate the car and the other to do the actual delivering. They have figured what they expect it will cost them to operate the car and on conservative estimating they claim they will save $1.00 per day as compared with what the horse delivery cost them. They don't expect the cost of operation to exceed $10.00 per week.

A Good Advertisement.

Beside the saving in cost, and the more efficient delivery service which they will now be able to give, there will no doubt be an advertising value attached to the car. One of the great attractors of trade in merchandising today is rapid delivery. The car is also going to be further utilized for advertising purposes. The sides are closed in with a wire barrier, and in the centre is a rack into which advertising cards will be placed. Thus a message of special offerings or new goods will be given to customers in all parts of the city each day.

The bottlers of Montreal have formed a Bottle Exchange, the immediate purpose of which is to protect users of branded bottles, and to facilitate rapid delivery to the owners of bottles which incidentally come into one another's factory. Twenty-nine firms are not cooperating. The exchange has already shown large results, having handled something like 60,000 doz. bottles during the first two months. The secretary of the exchange is Alexander Murphy, of Chas. Gurd Co., Limited, Montreal.

Following items were taken from the issue of The Canadian Grocer of Aug. 9, 1892:—

Twenty years ago sugar, according to the Grocer's market report, was selling at a low figure, namely, $4.25 on Montreal basis. Sales were at a low ebb, even in face of the cheap sugar. "It is obvious," says our report," that the season's sales will not aggregate so many tons as preserving requirements called for last year." To-day sugar is $5.05 on the same basis.

* * *

"The terms of engagement having expired, Donald Morrison has left the firm of Lucas, Steele & Bristol, wholesale grocers, Hamilton, and purposes shortly going into business for himself."

Editor's Note.—Time brings forth many changes. Lucas, Steele & Bristol has evolved into Geo. E. Bristol & Co.

* * *

"The grocers of London, Ont., challenge the grocers of St. Thomas to a game of baseball to be played on Civic Holiday, Aug. 16. The match is to be for a quantity of flour or something of that nature to be given to the poor."

Editor's Note.—Evidently fondness for baseball is a hereditary disease in London. The grocers there to-day are just as keen over the game as they were twenty years ago.

* * *

"The Halifax Retail Grocer's Association held their annual meeting on the 2nd inst. at St. Mary's Hall. It was largely attended. Following officers were appointed for the ensuing year:—President—Jas. H. Gass; Vice-Pres.—Andrew Hubley; Sec.—W. C. Bishop; Treasurer—R. N. McDonald; Guard—Richard Power; Directors—Edward Donohoe, Ed. J. Fenton, Jno. Dence, J. H. Stephens.

Editor's Note.—It would be interesting to know how many of above are still in business in Halifax.

It is understood that a large party of Canadian manufacturers will visit Great Britain and inspect the industries of that country.

Orillia Merchant Favors Saving Daylight

Rescinding of the By-Law Giving an Extra Hour After Work a Mistake in His Opinion—Working Men Opposed It — Thought it Would Eventually Mean Longer Hours.

The Daylight Saving Bill passed in Orillia, Ont., in June had a short life. It will be remembered that the Orillia council, believing that an extra hour of daylight would be acceptable to the people of that town, passed the by-law, declaring that with June 23 clocks were to be put forward one hour until August 31

This meant that Orillia merchants would open their stores an hour earlier in the morning and close an hour sooner in the evening than they had been accustomed to do. It also meant laborers in factories, clerks in stores, offices, etc., began work earlier in the day and quit earlier in the evening. In fact the entire commercial works of Orillia were put in motion an hour before those in the remainder of Ontario and of course shut down the 60 minutes sooner in the afternoon. This was to provide an hour more daylight after hours.

The by-law went into effect all right, but did not hold its force very long. There were some objections and these took on a more determined appearance as the days of more daylight passed by.

Favored By One Merchant.

What one Orillia merchant, doing a large general business, thinks of the innovation is interesting.

"So far as our experience was concerned," a member of the firm stated to The Canadian Grocer, "we found the measure very satisfactory.

"The trouble arose through a considerable number of working men refusing to fall in line with the by-law. This caused considerable confusion in the town, and those in favor thought it was better to rescind the by-law rather than prolong something that was irritating so many.

Advocates a Dominion Measure.

"We believe that if the measure were adopted by popular vote, and the working men consulted, it would be very beneficial to any town. If it were to become a provincial or Dominion measure it would be even more beneficial.

"We think too, that it should be extended so that the season would begin about the first of May. The advantage of changing the clock is that it does not in any way interfere with a person's regular working hours.

Why Laborers Objected.

"The objection of many working men came through their idea, encouraged by a few individuals, that it was a scheme of the manufacturers to enforce a longer day in the near future. The present factory day here, is from 7 o'clock to 6.

"We feel confident," he added "that if it were universally adopted this measure would bring a great deal of satisfaction to those who enjoy the brief Canadian summer."

Confectionery Allows Good Profits

Dealers in General Carry Confectionery—Bulk and Package Goods Should Both be Featured—How One Dealer Uses the Children—The Silent Salesman Plays an Important Part—The Special a Week Idea.

Some few years ago the average grocer scarcely ever gave the confectionery traveler a hearty reception, believing that this line was entirely out of his sphere; and furthermore not by any means profitable. He evidently was convinced that the exclusive confectioner was the only and logical distributor of candies. But to-day the story is different, as the majority of Canada's leading merchants would not consider their stock, and incidentally their service, up-to-date unless they had a generous amount of sweetmeats on hand.

No doubt the turn in the tide is due in no small degree to persistent work by the traveler and the dealer's realization of the fact that he could sell these goods at a good profit. He has therefore fallen into line with progress and has enlarged his ideas of salesmanship with the result that he finds it comparatively easy to purchase and resell any line with quality as a trademark.

Makes Good Profit.

That there is good money to be made from confectionery there can be no reasonable doubt, and if every merchant would just remember that he had a sweet tooth himself in his boyhood days and would take stock of those customers who are mothers, he could very soon persuade them to take home a small package, and would soon notice that this step was only one of a number leading to big confectionery business.

"Win a child and you have the parent." Such is the wise saying of an experienced dealer who does a highly satisfactory business in confectionery. He sometimes gives children who visit his store a small supply of nice chocolates, and before they leave does not forget to say "just tell your mother to buy you a few when she comes down again." He finds that the latter advice is always given and has been the means of considerably increasing the volume of business done.

Place Before the Eye.

There is no use in having a showcase of high-class confectionery unless you place it where it will be seen by all visitors, as you expect the case and tasty display to create buying desire.

The writer noticed an elaborate case in a store not long ago which instead of being up on the front counter or thereabouts was placed near a slab on which bacon, etc., was cut. How could any one expect a customer to think of ordering confectionery when ordering bacon in this portion of the store and seeing it being sliced? Isn't it natural that it would have much better scope in a position where it could be seen by everyone entering the store?

The grocer does not need to look for business in bulk goods only, but should devote his attention also to the sale of package candies. It may be admitted that the woman purchaser as a general rule wants loose chocolates, etc., but there are exceptions, and it is to take care of such exceptions that the carrying of pretty boxes of confections is to be urged. "Take her one to-night," is the wording on a showcard hanging over a neat display of chocolate boxes in a store known to the writer and from all reports the hint has been well taken by a number of the young men who are pretty regular visitors. This serves to emphasize the value of a neat and catchy showcard.

It has been found a good idea to have a special confectionery sale every week and merchants who have turned over a good number of dollars this way state that they insist on their clerks and drivers mentioning this sale to customers once or twice before the actual day comes round. Prices can be made attractive without reaching the "cut" limit and the customers who are satisfied with the value received mention the fact to others and a number of new faces are noticed around the store each week. This is the age of specialisation and the man who can build up trade on his own initiative is the man who can rest assured that his business will be in a healthy condition when others are experiencing "the rainy day."

Current News of the Week

Ontario.

H. Hardy, of Eby Blain, Limited, Toronto, is on a holiday to Shanty Bay, Ont.

Eli Thibb, has opened a general merchandising store in Charlton, New Ontario.

D. W. Duff, of Perkins, Ince & Co., Toronto, is on a couple of weeks' vacation to Muskoka.

The death of W. F. Hawkshaw, formerly in the grocery business at Lucan, Ont., is reported from Sudbury.

Wm. Ince, of Perkins, Ince & Co., Toronto, who is on a trip to Europe, intends sailing for home on August 17.

R. F. Thomas, general merchant, Hartford, Ont., whose store was recently burned is rebuilding on the old site.

Luloff & Co., general merchants, Eganville, Ont., are retiring from business, and are putting on a retiring sale.

Niagara Falls grocers and dry goods dealers have decided to close every evening at 8 o'clock, with the usual exceptions.

Gordon-Davies, Limited, provision merchants, have been incorporated at $250,000. Chief place of business is Haileybury, Ont.

R. Ross and C. C. Moffat, of T. Kinnear & Co., wholesale grocers, Peterboro, Ont., were in Toronto during the week on business.

H. W. Wright, London, Ont., who has interests in other cities and towns, has purchased the grocery business of A. W. Morrison, Ingersoll, Ont.

H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto, took a motor trip through Eastern Ontario during the week. He left on Saturday last and returned on Tuesday.

J. W. Lewis, grocer, Erie Ave., Brantford, Ont., has opened a branch store at corner of Wallace Street and Brighton Place. For the opening he put in an entirely new stock of groceries, provisions, fruits and vegetables.

A report from St. Thomas, Ont., states that the St. Thomas Dehydrating Company has been organized there with local capital for the purpose of dehydrating and evaporating fruits and vegetables, and that a canning factory plant has been purchased from the Dominion Canners. This is the first factory of its kind in Canada, and there is said to be only one in the United States.

Quebec and Maritime Provinces.

W. R. Spooner, Halifax Cold Storage Co., Montreal, is covering the principal Ontario centres.

Twenty-three fruit dealers in Montreal were fined on Tuesday for not keeping their fruit from flies and dust.

The grocery store of Edward J. Allingham, and the general store of S. M. Moores, Campbelltown, N. B., sustained losses from fire recently.

E. Littler, manager W. Lowney Co., Ltd., Montreal, has left the city for a fortnight. He will spend some time on business at the headquarters of the company at Boston.

W. H. Halford, Canadian manager of Furuya & Nishimura, has had a pleasant holiday trip to Burlington, Vt., covering the distance between Montreal and the latter by launch.

The Canada West India Co., Limited, incorporated some time ago with headquarters at Woodstock, N. B., have opened up a branch office at 18 McGill College Avenue, Montreal.

C. E. Creighton, who has been doing a brokerage business in Halifax, N. S., for many years, recently took his son Paul into partnership, the new firm being known as Creighton & Son.

Western Canada.

Pickle & Crozier, grocers, Saskatoon, Sask., are succeeded by Pike & Son.

H. S. McLean, grocer, Moose Jaw, Sask., is succeeded by P. M. Carter.

A. D. Wright, general merchant, Grand Coulee, Man., has sold to Thos. Jamel.

The Liberty Trading Co., general merchants, Liberty, Sask., have sold to Jas. Robinson.

R. A. McEwen, general merchants, Nokomis, Sask., is selling out his stock. He intends moving to Prince Albert.

The Prince Albert Trading Company, Prince Albert, Sask., has purchased the adjoining store of A. R. Shea, and the entire establishment is being remodelled.

The McKenzie Co. have opened a grocery store in Kelowna, B. C It is under the management of Geo. S. McKenzie, who has been with Thos. Lawson, Ltd. In fact, the new firm is taking over the grocery business of Thos. Lawson, who will devote his time entirely to dry goods lines.

Campbell, Wilson & Horne, Ltd., of Calgary and Lethbridge, Alta., have taken over the business of Foley Brothers & Larson, whoesale grocers at Edmonton, Alta., the deal involving about $250,000. W. B. Pitfield, formerly of the selling firm's store at Winnipeg, has been appointed general manager of the Edmonton house.

New Men in the Trade

A short time ago Glasier and Raymond M. Currie, of Fredericton, N.B., took over the business of D. F. Knight & Co. Both men have had experience.

GLASIER CURRIE

Glasier Currie was formerly with J. W. Tabor, who conducted a business in Fredericton, and Raymond was heretofore accountant and buyer for Murray Bros., wholesale and retail grocers of

RAYMOND M. CURRIE

Bangor, Me., U.S.A. Their mottoes are "Good service, pure foods, small profits and quick sales." They were born at Macinquac, Parish of Bright, York Co., N.B. The firm goes under the name of Currie Bros.

Opening Prices on 1911 Canned Goods

Salmon as Predicted Opens at Record Figure—Early Fruits and Vegetables Compare Favorably With Last Year—Blueberries are Extremely High—Prices on Peas Not Out Yet.

QUEBEC MARKETS.

POINTERS—

French Vegetables—Up $1 per case.

Sockeye Salmon—Another 5c advance

Dried Fruits—Interest in new crops.

Montreal, Aug. 9.—Wholesalers report that collections could not be better and there seems to be a good amount of cash on hand throughout the trade. Some of the larger houses are showing a substantial increase monthly over business done during corresponding periods last year, and as 1911 was by no means a poor one, it can be readily seen how healthy things are to-day.

Chief interest is centred around the soaring movement of canned goods, but news of an increase in prices does not come as a surprise to-day so general is the trend upwards of foodstuffs.

Clover Leaf salmon has scored a further 5-cent advance for 1-lb. talls, while ½ lb. flats are up 2½ cents.

French vegetables have been marked up to $1 per case. This is not surprising as it is generally known that the weather has been thoroughly unfavorable to growing crops.

Lobsters, though, are a little easier, 1 lb. flats being down 5c, though no change is registered for the ½ lb. flats.

Corn and tomatoes are also up 2½ and 10 cents respectively.

SUGAR.—Market has become quieter both in primary centres and locally and there is a fair volume of business passing with prices seemingly steady.

European reports go to show that the weather for growing crop is still favorable and that no damage has been done by drought as the bears would have had us believe about three weeks ago.

There is nothing unusual to report this week.

Granulated, bags	5 05
Granulated, 20-lb. bags	5 15
Granulated, 5-lb. cartons	5 35
Granulated, 2 lb. carton, per cwt.	5 35
Granulated, Imperial	4 90
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 80
Paris lump, boxes 50 lbs.	5 90
Paris lump, boxes 25 lbs.	6 10
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 70
Crystal diamonds, 100-lb. boxes	5 80
Crystal diamonds, 50-lb. boxes	5 90
Crystal diamonds, 25-lb. boxes	6 10
Crystal diamonds, 5-lb. cartons	6 60
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 50-lb. boxes	5 45
Powdered, 25-lb. boxes	5 65
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 yellow	4 80
No. 1 yellow	4 65

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.— Syrup trade is good at prices mentioned, demand growing from week to week, which may in one sense be attributed to advance in price of maple products.

Molasses market is not bright though a fair jobbing trade is passing. Prices for all grocery lines are steady.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—A better business in California fruits is reported, but there was no pronounced demand for any particular line the call for each line on the average being fairly clearly defined.

As far as prunes are concerned it looks as if the bulk of the business being done is for export and there does not seem to be much call from wholesalers. Raisins are coming into the limelight more of late, the demand thus showing an improvement. But there is still some anxiety shown by packers as there are further reports to hand about a drop in previous estimate of coming crop and better prices are looked for in the future than are offered at present.

Currants are being brought in small quantities only, particular attention being paid to prospects of coming Greece crop. While no report is to hand of any break in weather which would seriously impair the fruit, still the slightest change would change market standing and create more activity.

Dates should be here from Muscat in about two months, as the crop is far ahead and there should be a ready sale for full supplies as the demand for dates in cartons is growing every week.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¾
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS.—Market in general is active Japans being in limelight. Considerable speculation is going on as to probable effect of the tumult in Shanghai, importers as a rule experiencing great difficulty in satisfactorily transacting money matters and getting shipments.

Black teas are firm owing to strong feeling prevailing in primary markets, but greens are simply changing hands under a normal demand. In fact markets in East are all firm.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Roasters report a growing trade, and retail demand is by no means cut down by high prices prevailing.

The new Brazil crop it is believed, will not, as a whole, come up to last year's standard, as the roasting quality has been hurt by the mixing of unripe beans with the ripe. The large dealers in U.S.A. centres have been holding off expecting lower prices but the Canadian trade seems to look for no decline, which probably accounts for the fair business passing.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—While market is quiet still there is a firm undertone to it and it looks as if the lull is only temporary. There are only moderate stocks of Singapore white pepper on hand and prices may go up. Demand has as a rule been particularly good. Nutmegs and cloves are also shaping strongly.

Allspice	0 13	0 15
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32

Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.— Demand is becoming more lively and a better state of affairs should prevail in this market from now on.

The business done in new crop Sicily almonds is not so heavy as last year and it looks as if dealers are in a waiting attitude. It is generally expected, though, that there will not be an active busisess done in almonds this year as a large number of orchards have not been irrigated and the quality of the almond is not up to standard. Brazils have been asked for more freely of late both by manufacturers and wholesalers.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb...	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb..	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb. ..	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop..	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 [illegible]

RICE.—The market for all lines is firm, there being no clear indication of any fall in prices as situation in East is still strained. Reports still talk of distress amongst poor in Japanese centres but it is hoped that lifting of import duties, if ratified, will have a good effect, and that supplies of cheaper rice will come in good quantities.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags, 100 lbs.	3 90	4 00
Rice, grade B, bags, 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs....	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65..
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 40	7 50
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS—

Early Fruits and Vegetables—Opening prices out.

Salmon—Opens at high level.

Blueberries—Higher than last year.

Toronto, Aug. 8.—Probably most interesting feature of week has been naming of opening prices on several lines of canned goods. In early fruits and vegetables, prices compare quite favorably with those of last year, with exception of blueberries which are higher than last year. As predicted prices on new pack salmon are high, best grades being 45 cents over last year's opening prices.

Travellers from wholesale grocery houses are back on the road again after a two-week holiday and volume of orders that has been coming along has been quite appreciable for season.

There is a good demand for sugar for preserving. Last week's famine of supplies has been relieved at least in part. Sealers are selling well with retail trade, while wholesalers are already receiving some sorting orders. Sealer rings are in demand.

SUGAR. — Outstanding feature in sugar last week was marked scarcity of supplies which, however, is being gradually relieved. With small stocks held in second and third hands, when preserving rush came, flood of orders could not be cared for on time.

There is at moment a fairly steady front to market with a good demand which with late fruits now coming on and promising well is expected to be maintained.

Reports of growing beet crop in Europe still continue good. In regard to beet crop in Canada, rains have fallen in the beet growing sections of Canada during past few weeks and have greatly improved crop prospects, which are now reported as better than for several years at this time.

Extra granulated, bags	5 15
Extra granulated, 20-lb. bags	5 25
Extra granulated, 5-lb. cartons	5 45
Extra granulated, 2 lb. cartons	5 45
Imperial granulated	5 00
Beaver granulated	5 00
Yellow, bags	4 75
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 55
Extra ground, 50-lb. boxes	5 75
Extra ground, 25-lb. boxes	5 95
Powdered, bbls.	5 35
Powdered, 25-lb. boxes	5 75
Powdered, 50-lb. boxes	5 55
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 90
Paris lumps, in 50-lb. boxes	6 00
Paris lumps, in 25-lb. boxes	6 30

SYRUPS AND MOLASSES.—This is quiet season in syrups and molasses, if these lines can be said to have a really quiet season. Even now there is a fair volume of trade, although not on liberal scale of other seasons. New crop honey is on the market.

	Per case.
Syrups—	
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30 0 32
New Orleans, barrels	0 28 0 30
Barbados, extra fancy	.... 0 50
Porto Rico	0 45 0 52
Muscovado	.... 0 30

DRIED FRUITS.—There is little interest in spot fruits but as pointed out last week, some firms are still offering concessions to clear certain lines of prunes. Figs and dates are well to an end.

Attention to futures is apparently lagging somewhat, dealers have in many cases arranged for early supplies. Advices from Greece note currants as firm and progress of weather there is being followed. Few or no prices are being quoted on raisins from Spain. Last year packers quoted speculative prices early and a turn in affairs caused them to lose money. This year they are waiting. Crop is reported further advanced than in other years.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 [illegible]
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is little change to note in market conditions during past week or so. There is a fair seasonable demand locally with a steady tone maintained.

COFFEE.—There can at least be no concessions expected in coffee prices here unless something unexpected happens. This is shown by assertion of coffee men that they are making no money on coffee now, profits having been shaded to the vanishing point. New York continues to waver day by day on reports from Europe and Brazil.

Anticipated rush of buyers for new crop coffee has not as yet been discovered. Roasters in both Europe and America have been sparing in giving orders.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—With annual pickling operations drowing closer, there is a healthy movement of general spices with pickling spice a prominent line. Top prices for the year were paid last week in New York for spot as well as future cloves but still the N.Y. market is below Zanzibar and London. There

has been a slightly softer tone to white pepper following reports of large shipments. "Our prices on pepper have not been keeping pace with primary advances," remarked one dealer this week.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

NUTS.—There are no new features in nuts. Interest should shortly show a revival. Attention is being given to new crop by wholesalers.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

RICE AND TAPIOCA.—A firm tone is still maintained in rice and reports from East are by no means rosy. There is fair demand considering prices. Tapioca shows no change.

		Per lb.
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—There are some rather conflicting reports coming from Ontario's bean producing sections regarding prospects. Much, however, depends on weather during balance of this month. There is no change in spot situation.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

CANNED GOODS.

TORONTO. — Opening prices have been given out this week on a couple of lines of vegetables as well as a number of lines of early fruits. Peas have not been included. Prices on this line were out long before this last year, but this year season is late and some packing is still being done.

Spinach has opened at $1.30 per doz., the same figure as last year. Asparagus tips are cheaper, quoted at 2.27½ for 2.s as compared with $2.55 last year. We speak of grade A.

Black and red pitted cherries in heavy syrup are both 2½ cents per dozen below last year's opening price. Red and black currant are the same as last year, while gooseberries are lower, 2.s in heavy syrup being worth $2 as against $2.27½ last year. Pineapples are on a higher range and 2.s in sliced and heavy syrup selling at $2.05. Rhubarb is the same as last year.

Prices on blueberries to the wholesale trade have been also given out and show about a 20 per cent advance over last year. Greater percentage of these are canned in Maritime Provinces and crop was badly damaged by heavy frost in spring and for a while prospects were quite black. Wholesalers will ask about $1.35 for 2.s on basis of opening prices and $5.50 for gallons, which is indeed high compared with prices of a few years ago. However, as pointed out by one broker, quality has been greatly improved by packers in recent years, accounting for increased demand. Nothing is known regarding perecentage of delivery. Last year delivery was small and it will also probably be this year. "We are not sure of getting any at all, said one wholesaler.

As indicated previously in The Grocer, prices on salmon will be high this year. Wholesalers have received their prices although figures to retail trade have not yet been issued. However, prices are above last year and by quite a considerable amount, sockeyes in talls being $1.50 per case above last year, flats $1 per case higher, North River $1.50 per case higher and cohoes $1.25 per case higher. There is no change in pinks as pointed out would be the case While prices to retailer have not been issued, The Grocer understands that 1 lb. talls will cost $2.87½ per dozen; 1 lb. flats, 2.92½; ½ lb. 1.70; red springs about $2.50; cohoes, $2.30 and pinks $1.35. In five case lots they will be 2½ cents per dozen less. Nothing definite regarding volume of pack is known but as indicated by figures, it has been generally poor as was expected.

Vegetables.	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
Group B are 2½c per doz. less than above.	
Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 [illegible]
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½
Group B are 2½c per doz. less than above.	

MANITOBA MARKETS.

POINTERS—

Sugar—Scarce.

Winnipeg, Aug. 7. — The business situation is viewed favorably by all men of experience in western affairs. Crop prospects are now No. 1, and the consensus of opinion is that the fall and winter business of present year will greatly exceed in volume that of 1912. Experts place increase in wheat yield for year at 20,000,000 bushels.

Collections are fair for time of year and volume of cash trade is satisfactory. There are no idle men in the towns and there is a general call for labor.

There has as yet been no sign of falling off in local grocery trade but when harvest begins, as it is hoped in two weeks' time, a lull may be expected.

Prices are steady in all staple lines and with exception of a really extraordinary demand for sugar there are no special features to report.

SUGAR.—Preserving season is now in full swing and crop of wild fruits in many sections of country is so large that demand for sugar has exceeded all expectations and there have been complaints of supplies not coming along fast enough. Market is firm and if present demand keeps up prices can hardly help but rise.

Montreal and B.C. granulated, in bbls.	5 60
Montreal and B.C., in sacks	5 55
Montreal and B.C. yellow, in bbls.	5 20
Montreal yellow and B.C. yellow, in sacks	5 15
Icing sugar, in bbls.	5 05
Icing sugar, in boxes (25 lbs.)	6 30
Powdered sugar, in bbls.	5 80
Powdered sugar, in boxes	5 80
Powdered sugar, in small quantities	5 60
Lump, hard, in bbls.	6 [illegible]
Lump, hard, in half-bbls.	6 55
Lump, hard, in 100-lb. cases	6 60

SYRUPS.—Market is steady with a somewhat improved demand.

Syrups—		
24 2-lb. tins, per case	....	2 33
12 5-lb. tins, per case	....	2 75
6 10-lb. tins, per case	....	2 61
3 20-lb. tins, per case	....	2 62
Half-barrels, per cwt.	....	3 [illegible]
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case		6 20
½ gals., 1 doz. case		5 85
Gals., ½ doz. case		5 40

DRIED FRUITS.—The recently announced revision of freight tariffs on the Southern Pacific and Santa Fe roads has caused some uneasiness here as to ultimate effect on California fruit prices, but it is too soon to form conclusions. Apricot crop is reported light. Currants, raisins and prunes are firm. An advance in canned strawberries is probable. Trade in dried fruits is somewhat dull and will be so as long as the market is so well supplied with green stuff.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 07
99-100s, 10s, s.p.	....	0 06½
80-90s, 25s, s.p.	....	0 07½
80-90s, 10s, s.p.	....	0 08

70-80s, 25s, s.p.	....	0 08
70-80s, 10s, s.p.	....	0 08¼
60-70s, 25s, s.p.	....	0 08½
50-60s, 25s, s.p.	....	0 09
40-50s, 25s, s.p.	....	0 10
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEA AND COFFEE.Demand is normal and no new features to report. Prices are steady.

Roasted Rio, per lb.	....	0 22
Green Rio, 5's, lb.	....	0 17½
Green Rio, 7's, per lb.	....	0 16¾
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

BEANS.—Prices firm and unchanged but enquiry is looking up in anticipation of a good fall and winter trade.

Beans, 3-lb. picker, per bushel	....	3 00
Hand picked, per bushel	....	3 10
Peas, split, 100 lbs.	....	4 00

NUTS.—Things are back to normal in nuts now. Cooler weather of past two weeks having cut down trade at parks and summer resorts. Prices are steady.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Chestnuts, per lb.	0 20
Cocoanuts, per doz.	0 90
Cocoanuts, sacks	5 00
Peanuts, roasted, choice	0 11
Peanuts, roasted, extra fancy	0 12½
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 18
Pecans, large	0 20½
Brazils 0 18	0 19
Nutmegs	0 20
Filberts	0 11½
Walnuts, Marbots	0 13½
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 31
Walnuts, shelled, in less quantities	0 32
Walnuts, California soft shelled, per lb.	0 20

NEW BRUNSWICK MARKETS.

St. John, August 7.—The period of quiet which has prevailed on local market for last month or so, still continues. There is little action in most lines, although demand for average stock of household provisions, and particularly of summer goods, is brisk.

Local dealers are keenly interested at present in matter of supply of canned goods. They have been looking for a sixty per cent. delivery, but fear that in some lines there will be quite a falling off, if reports prove correct. It is expected that the first deliveries of new pack of green peas will be received in a fortnight at latest, but no prices have been listed as yet. In view of the reported encouraging crop said to be most pleasing, it is thought that there may be a reduction in price. Canned strawberries are going to be higher than last year. Weather according to local advices, interfered materially with the yield in many districts and shortened the supply. No prices have been given on beans, peaches, apples, pears, etc., and it is difficult to foretell just how quotations will stand.

There has been good local demand for sugar, due to extra consumption for preserving purposes. The market is unsettled.

NOVA SCOTIA MARKETS.

Halifax, Aug. 7.—Wholesale grocery dealers report business in excellent condition. Travelers now on the road are sending in good orders, and local trade is fully up to average for season. Collections taken as a whole are fairly satisfactory. Firm prices prevail for most lines. Rice market is particularly strong. Rangoon is quoted at 4¼ to 4½ and Patna at 5¼ to 5½ cents.

Canned salmon is higher. Price has been marked up from 50 to 75 cents per case, owing to unfavorable outlook for season's catch.

Raw sugar market is reported to be easier, but local prices remain unchanged. The steamer Vinland that arrived here yesterday from San Domingo, brought nearly 11,000 bags of raw sugar.

Molasses market is firm. Fancy Barbadoes in barrels is quoted at 40 cents, in tierces, 38 cents, and in puncheons, 35 cents.

The Bean Situation in County of Kent

Fair Crop Anticipated. Provid-ing August Weather Remains Favorable—Dry Warm Weather Wanted— Farmers' Ideas Tend to Minimize Extent of Yield—An Estimate of the Crop.

Chatham, Ont., Aug. 8—(Special)—Reports from various parts of the bean-growing district of Kent indicate that the success or failure of the bean crop this year will depend to a large extent upon the weather conditions in the latter part of August and the first of September. With favorable weather the yield will be fair; if frosts occur or weather conditions are otherwise unfavorable, the result will be a decidedly short crop.

Under the most favorable conditions the crop may total 800,000 bushels, the lower average crop per acre being to some extent counteracted by the larger acreage sown. The 800,000 bushel estimate is that of N. H. Stevens of Chatham, who is closely in touch with the bean situation and whose outlook is usually of the optimistic nature.

Better Crops on High Lands.

In general, farmers who were fortunate enough to plant their beans on high, sandy lands will have a good crop. On the low, cold lands, beans have not done so well, the crop is decidedly backward, and unless the fall is late there are strong chances that the crop in many quarters will be a total failure.

It is stated that in the bean growing sections many low lying fields were not as far advanced in the last week of July as they usually are on July 1. The dry weather earlier in the month, together with the cold nights, has hampered growth.

A Backward Growth.

In regard to conditions in Orford township, where beans are extensively grown, Reeve Daniel Ferguson states:

"Beans are not growing like they generally do. In other years we have been forced to cultivate them about haying time, but this year a cultivator can be run through most of the fieldts even at the present time. The beans have been a great deal larger by July 1 in other years than they are right now (last week in July). Some of the fields are practically just up, and will not amount to anything unless we have a very late fall."

More Optimistic View.

The foregoing information comes largely from bean growers. N. H. Stevens, president of the Canada Flour Mills Co., of Chatham, is decidedly more optimistic. He says:

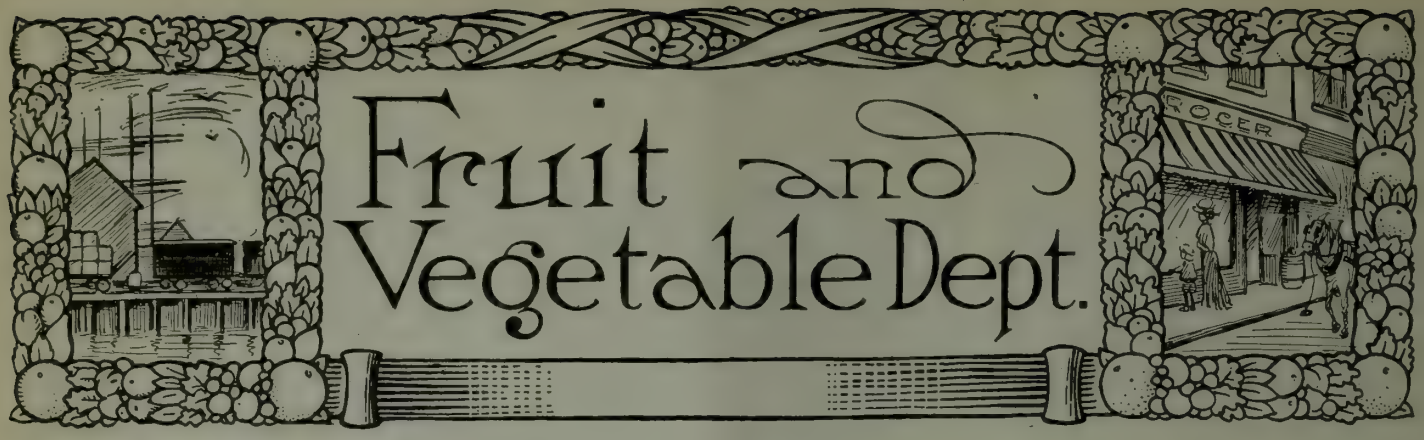
"Unless something happens in the near future to destroy them, we will have a good average crop per acre and a larger acreage than last year. I think we should have a crop of 800,000 bushels in Ontario. The range of the crop for the past 20 years has been from 500,000 to a million bushels.

"There are many fields of beans all over the bean section that can be pronounced extra good, while there are other fields that were planted a little late and didn't come up well owing to the dry weather. These will not amount to much. but the bean crop on the whole will be satisfactory if the weather is fine to harvest them.

Prices May Be High.

"Owing to the fact that there are practically no old beans in the country, the chances are that the price will be very satisfactory to the farmer. I don't think there are 10,000 bushels of beans in the country in the farmers' hands. The price has been so good that the farmers have sold all they possess. As high as $2.65 a bushel has been paid. The fields needed the recent rains very badly, and now they are coming along nicely.

The late beans will also be a fair yield if the frosts hold back. Some of the fields have been affected by the cold, wet ground, but with warm weather now they will grow rapidly.



Home Grown Supplies on the Increase

In Both Fruits and Vegetables—Supplanting Imported Goods —Lawton Berries to the Fore—Canadian Peaches and Plums on Market—Lemons Steady in Face of Unseasonable Weather.

Home grown goods have been increasing in supply and gradually overshadowing competing lines of imported goods. This is true both in vegetables and fruits, and season has by no means reached its height, but will continue to show greater strides in this direction in the near future.

As the seasons come and go so must the lines of fruit which the grocer sells. We have already seen the end of strawberries while raspberries are decidedly on the wane and will be followed shortly by cherries, although there are still some late varieties of this fruit. Lawton berries are now to the fore while currants, gooseberries and blueberries are now running their course. Canadian peaches and plums have made their appearance but fancy varities of these as well as pears and grapes are being imported from across the line.

Canadian potatoes are on the increase and as old stock are overshadowed by U.S. new, so must they in turn be supplanted by the home grown article. This will not be at a far distant date although New Jersey is still sending along some stock.

Tomatoes and cucumbers have followed the lead of potatoes, or perhaps they themselves may be said to be leading, for supplies have increased materially at certain centres with a corresponding easing off in prices.

Recent weather in many portions of province has not been conducive to lemon demand. In face of this fact markets are fairly steady and with a return to seasonable weather, we would be fairly well assured of a continuance of steadiness in this line.

MONTREAL.

GREEN FRUITS.—The fruit market is generally active and high prices prevail. Mostly California fruits are being offered. Pears and peaches sold freely but the market for oranges was decidedly bad owing to an excessive amount of common fruit forced upon it. Strawberries are now exhausted and nothing good can be said about the quality of much of the fruit this year. It is hoped that the raspberries will show up better. Two cars of Texas peaches were disposed of, one selling at one dollar per crate flats, the other reaching $1.50 for 6-basket crates.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	9 00
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	3 50	4 00
Mexican	....	2 75
Sorento	2 50	3 00
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.— "High prices but good demand," sums up the situation, and wholesalers report that there is a good strong movement of all stocks. Quite a large amount of tomatoes were sold during the week and fetched good prices. Cucumbers, as is customary at this time of the year are selling freely but some offered are on the small side and are over-ripe. Carrots are still scarce while potatoes are in better supply.

Beans, green, bags	....	1 80
Wax beans	....	1 80
Carrots, dozen	....	1 00
Cabbage, crate	....	1 80
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, basket	....	1 50
Peppers, green, crate of 6 baskets	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 00
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinach, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Domestic fruits continue to swing into greater prominence under increasing supplies and varieties. The Montmorency red sour cherries are done. Another kind now coming on is the Murillo, a very dark sour variety and fine for preserving, the juice being wine colored.

There were some belated shipments of raspberries this week but season can now be said to be over. Thimble or Lawton berries are now ready, crop is said to be good and prices next week should be fairly reasonable. This week 13 to 15 cents is being asked.

Imported fancy fruits are still coming in for considerable attention. Canadian peaches are coming forward but prices will vary according to arrival of supplies.

Recent cool weather has been by no means beneficial to demand for lemons but market maintains quite a steady tone.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Grapes, per box	2 75	3 50
Huckleberries, basket, 11 qt.	1 00	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	1 25	1 50
Lawtonberries, per qt. box	0 13	0 15
Oranges—		
California, late Valencias, case	4 00	4 50
Raspberries, per box	0 13	0 15
Watermelons, each	0 30	0 50
Canadian cherries, red, sour, 11-qt. bkt..	0 85	1 10
Gooseberries, 11-qt. basket, large	....	1 00
Red currants, box	0 08	0 09
Black currants, 11-qt. basket	....	1 75
California Fruits—		
Peaches, box	2 00	2 50
Pears, per half box	....	2 00
Pears, Bartlett, full box	2 50	2 75
Plums, box	2 00	2 25
Peaches, Canadian—		
11 qt. basket	....	1 00
6 qt. basket	....	0 55

VEGETABLES.—With supplies of Canadian vegetables increasing, prices are on the downward path, some lines showing substantial reductions. Tomatoes have followed last week's prediction and eased down to 75 to 80 cents, and will probably reach the 65-cent mark by end of week. There have been further concessions in cucumbers which are selling around 30 to 35 cents per basket.

Canadian supplies of new potatoes are fast increasing, and will shortly supplant those from across the line, although some are still being brought from New Jersey..

Beans, green, Canadian, basket, 11 qts...	0 40	0 45
Beets, new, Canadian, basket	0 25	0 30
Carrots, new, basket	0 25	0 30
Cabbage, new, per crate	....	2 00
Cabbage, new, hamper	0 80	1 00
Cucumbers, Can., basket	0 30	0 35
Onions, hamper	....	1 25
Peas, Can., 11-qt. basket	0 50	0 55
Potatoes, new, bbl.	3 25	3 50
Peppers, green, basket	....	0 50
Tomatoes, Canadian, basket	0 75	0 80.

Dealers Have Adopted Waiting Policy

Until Something Definite Regarding Canadian Wheat Yield is Known—See Nothing to be Gained by Loading Up on Flour Now—Prospects in West are Good—First Wheat Harvested in Manitoba.

As usual at this season, a waiting attitude has been adopted by the trade. In fact this has been the case for some time and now with a new crop fast developing it could hardly be expected to become less prominent, especially with the rosy reports that are being sent forward from Western Canada regarding progress of crops there.

Fact of matter is that retail dealers find nothing to be gained by pursuing any other than a waiting policy. At this season demand for flour through the channels of the grocer is rather inclined to dullness, although with moderate weather which has ruled during greater portion of summer, falling off should be less noticeable than in other years. At any rate, they regard it as best not to carry heavy stocks during summer unless there is something to be gained by an advancing market. This is not evident this year and retailers are quietly waiting until something definite can be gleaned regarding this year's yield in Canada.

Prospects in Canadian West are at present particularly bright for a record yield but there is always that uncertainty lurking in the background that something may turn up to mar the rosy situation. The first wheat of 1912 harvest in Manitoba was cut near Souris on Monday, but harvesting will not be general for several days.

MONTREAL.

FLOUR.—Business has begun to pick up and there is a good active trade being done both for local and country account. Export business is also better and cables have been more in line lately.

Winter wheat, fancy patents, in bags	4 75	5 00
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

ROLLED OATS.—There is no change to note this week, but it should be remembered that prices are well maintained owing to shortage of good milling oats. It will be three or four weeks yet until the new oats are on hand and while a downward movement should be noticed then, still we can pretty positively state that no immediate decline can be expected.

Fine oatmeal, single bag lots	2 64
Standard oatmeal, single bag lots	2 64
Granulated oatmeal, single bag lots.....	2 64
Bolted Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 40
Rolled oats, cotton bags, 90-lb., single bag lots	2 45
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75

TORONTO.

FLOUR.—There is a general good trade in small lots for immediate requirements reported but as natural at this season car lot business is slack. General market is rather listless, there being a waiting attitude on all sides until something definite evolves out of approaching crop.

Future of winter wheat flour appears rather uncertain. On one hand there are those who point out that we are far above the level of other countries and must therefore come down with new crop, while others maintain that as winter wheat has not had a good year that prices must rule steady.

One thing is certain and that is that at present prices, export business is not possible. A local flour man on a trip to England writes that there is no chance of Canada getting trade unless prices come down to a par with Australia and other competing countries. Ontario wheat is lower this week again and down to 95 cents.

Manitoba Wheat.

1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption ..	5 10	5 40
Patents, 90 p.c., domestic consumption..	4 80	5 10
Straight roller, domestic consumption ..	4 60	4 80
Blended, domestic consumption	5 10	5 30

CEREALS.—There is no change in cereal prices. Summer business is in evidence, but retailers continue to pursue a hand-to-mouth policy.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk.	2 64
Rolled wheat, small lots, 100-lb. bbls....	2 80
Rolled wheat, 5 barrel to car lots	2 70
Cornmeal, 98 lb. bags, 25 bag lots	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—There are no changes in prices. Export demand has been keeping prices steady.

WINNIPEG.

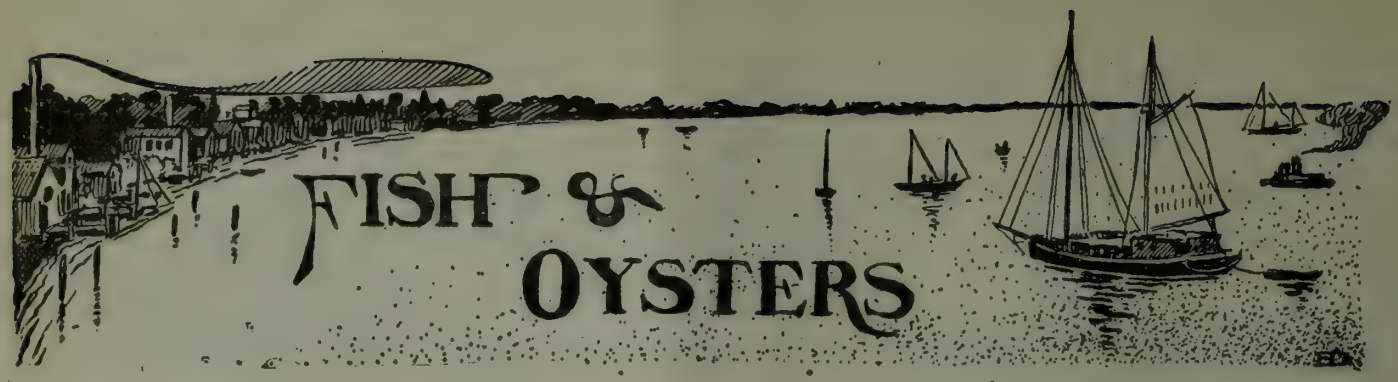
FLOUR AND CEREALS.—Domestic demand for flour is reported as a little quieter during past week. Prices are unchanged but should the harvest prove up to anticipation reduction in wheat and oats is probable. Market for both is weakening daily, but the export demand is good.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 65
40 lb. sack		1 25
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

MARITIME BOARD OF TRADE.

Truro, N.S., Aug. 8.—Business men of the Maritime provinces are looking forward to the 18th annual meeting of the Maritime Board of Trade to be held here on August 21 and 22.

The work to be conducted as set forth in the official programme indicates that from a business standpoint the convention will be an important one. The subjects include suggested improvements in transportation, bonusing cattle raisers, better telegraphic service, the Workmen's Compensation Act, immigration, Board of Trade co-operation, etc.



Usual Summer Quietness in Fish Trade

Maintains an Even Tenor—Conditions Against a Big Trade at This Season—Mackerel Have Struck in Along Nova Scotia Coast Again—Halibut is Firmer.

The usual listnessness that prevails in fish markets during summer months is now present. A certain trade is being done but both supply and climatic conditions are adverse to any large volume being done.

Cod and haddock are plentiful. Nova Scotia reports that mackerel have again struck in along the coast. American markets are taking large portion of fresh supplies.

Certain Canadian markets report short supply of halibut with prices firmer. Some supplies are being brought from the United States side of Pacific coast and cost from this direction is naturally more.

Tone of dry cod market is still easy, extremely large catch in Norway this year being big bearish feature.

QUEBEC.

MONTREAL. — The most interesting feature is the scarcity of halibut and advance in price. Supplies are being secured from the American side of the Pacific coast, the cost of course being higher and the customs duty also a considerable item. The season for Gaspe salmon is practically at an end but supplies of fresh B.C. salmon are good. Very little brook trout are obtainable at present and fresh dore and pike are also on the scarce list.

FRESH AND FROZEN.		
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.	
Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 11

SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		6 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half barrel	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.	
Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO. — Halibut, as for some time now, continues one of the prominent lines on local market, sharing honors with lake trout and whitefish. There has been no change in prices while business is of a summer character.

Some interest is being displayed in future business, as another season is fast approaching but this interest is mostly confined to the wholesaler who finds it necessary to plan ahead.

FRESH CAUGHT FISH.		
White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 01
Pike	....	0 07
Perch	....	0 07

PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NEW BRUNSWICK.

ST. JOHN.—This has been a good fish week on the St. John market. The supply was good and demand encouraging. There was an abundance of salmon bringing from 19 to 29 cents a pound. The season is rapidly drawing to a close ending on August 15. At present the only source of supply is from St. John harbor and along Bay of Fundy, run on the North Shore of the Province and about Newfoundland having become exhausted. A large number of fiddlers were caught this week.

First run of fall shad was on the market offering at 30 and 35 cents. Tinker mackerel in fair quantities sold at 50 cents a dozen. Halibut remains decidedly scarce and what little is being received is being brought in from about Brier Island, Nova Scotia. Cod and haddock are coming in slightly better quantities but remain about the same in price bringing 5 cents a pound.

NOVA SCOTIA.

HALIFAX. — There was some activity in local fishing markets this week due to fact that mackerel struck in again along the coast. At some places along western shore as high as two thousand fish were taken in one day. Majority of catches, however, are comparatively small. The fish are large and of fine quality. They are in good demand, and sold at 20 cents each. A large portion of the fish were shipped fresh to the American market.

Herring have also struck in, but demand is light. Sales of fresh herring are not heavy at any period, on local market, and fishermen were retailing them at the wharves for one cent each.

Cod and haddock continue plentiful, and halibut is fair. Fresh salmon is amout done, but new smoked stock of excellent quality is offered to the trade.

MANITOBA.

WINNIPEG.—There is a normal demand for fish. Prices on this commodity are steady, changes being of rare occurrence. Pickerel are quoted ½ cent per lb. cheaper. Market is well supplied in all lines.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak cod	0 07
Trout	0 11
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

Produce & Provisions

Trade in Cooked Meats Well Established

Not Dependent on Hot Weather—Now Sold by Grocers the Year Round—Steady Trade Reported in Smoked Meats—No Concessions Being Made in Butter—Premium on Good Eggs on Increase.

There is no denying the fact that trade in cooked meats this year has not maintained the record of last year. The reason for this is quite evident, the weather man last year lending a helping hand in swelling sales to an appreciable figure.

Notwithstanding the fact, there has been quite a fair trade in cooked meats this year. As pointed out by one wholesaler this week, the cooked meat trade has now become an established one and not only is there a demand for this line during warm summer months but all the year round. Of course the warm weather helps considerably but dealers do not depend on it as was case a few years back.

There is also a considerable trade at present in evidence for smoked meats. This business has been pursuing an even but appreciable level and stocks have been kept pretty well evened up at most centres. In fact in some directions we hear of a firm feeling prevailing in this line.

If present quotations are any indication of what is to be, the poor man will not butter his bread very heavily this winter. Prices are now above normal for season and there is still strong front to most markets. Canada is exporting no butter because prices are on too high a level to make that possible.

"We are just about going the limit in butter now," said one dealer this week," considering that prices in Chicago are lower than ours, ranging around 26½ cents." Another dealer referred to New Zealand as factor towards easiness but in face of all this, there are apparently no concessions being made.

MONTREAL.

PROVISIONS.—The usual quietness at this time of year prevails in provision market, there being no great activity presented. Still business has not been too bad, some fairly large orders having been filled by local packers. Lard is keeping up, there being a falling off in the accumulation of stocks.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 19
Spiced roll bacon, boneless, short, per lb.		0 15
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.		0 14⅛
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14⅝
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs. net, per lb.		0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		26 00
Bean pork		17 50
Canada short cut back pork, bbl., 45-55 pieces.		25 50
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Plate beef, 100 lb. bbls.		8 75
Plate beef, 200 lb. bbls.		17 00
Plate beef, 300 lb. bbls.		25 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 11

BUTTER.—An easier tendency marked closure of butter markets last week but it was only temporary and prices are stiffening up again. Indeed few sales were made by holders at the lower price at some of the county boards. It is hardly likely that any marked drop will take place in the near future as we are right into a season of high prices which in every quarter will be maintained.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	0 22	0 24

EGGS.—As must be expected during hot weather, prices for new laids are creeping up and it is safe to say that the high level will be maintained as supplies are none too large. There is a good demand though, and the call for selects is also heavy. Cooking eggs are also in good demand and price is not too high.

New laid eggs, per doz.		0 32
Selects		0 28
No. 1's		0 25

POULTRY.—Heavy demand from the West has put wholesalers scurrying round for supplies and we would not be surprised to see an increase in prices soon. Turkeys are selling well and the same applies to the whole list.

Turkeys, No. 1, per lb.		0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

HONEY.— When the cool weather sets in there will be a much better demand for honey but it is hardly likely that things will brighten up to any appreciable extent until the fall, when dealers will be in a position to display it and use proper methods for selling. The demand is just moderate at following prices:

White clover, strained		0 10½
Buckwheat, strained		0 08½

TORONTO.

PROVISIONS.—There is a generally firm tone to all varieties of smoked meats which may probably reflect itself in local quotations. Trade in spite of rather unseasonable weather has been quite fair. Cooked meats are not so brisk as at this time last year. However, as was pointed out by one wholesaler, cooked meat trade has become established and is not ruled so much by weather as years ago.

Hogs show no change from last week and are steady. This is not the brisk season for lard and tendency as pointed out before is rather easy, in tierces ruling at 13 cents flat.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13¼	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.		0 13
Lard, tubs, per lb.		0 13¼
Lard, pails, per lb.		0 13½
Lard, compounds, per lb., tierces		0 10
Live hogs, at country points		8 15
Live hogs, local		8 45
Dressed hogs	11 00	11 50

BUTTER.—If there were a tinge of easiness in butter last week as some dealers declared, it did not make itself

apparent in local quotations. Prices this week are ruling much the same, although certain dealers would ask firmer figures for some grades of dairy butter, choice prints ruling at 22 to 23 cents.

"There are no concessions being made in creamery," said one dealer, "but I would say that supplies are fairly liberal. I feel more like being bullish in dairy than creamery." Considerable storing has been in evidence.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Dairy solids	0 21	0 22

EGGS. — Guaranteed new laid. eggs are a scarce commodity and this variety command a considerable premium. It is a difficult problem to get a line on egg values because they vary widely according to quality of stock. For the kind classified as new laids around 27 to 28 cents is being asked. Fresh are quoted at 23 to 24 cents. Fair retail demand is reported.

New laid eggs, per doz.	0 27	0 28
Fresh eggs, per doz.	0 23	0 24

CHEESE.—Last week we said some dealers would quote a little firmer on cheese. This week majority are asking ¼ cent more, reflecting steady tone which has prevailed at country boards.

Old Cheese—		
Large	0 17¾	0 19
Twin	0 18	0 19½
New Cheese—		
Large	0 14¼	0 14½
Twin	0 14½	0 14¾
½ Twin	0 14¾	0 15

POULTRY.—Increased offerings of spring chickens and ducks has brought greater activity to poultry market. For live spring chickens local dealers are paying 16 to 18 cents delivered here, ducks are worth 11 to 13, old fowl bring 10 to 12 and roosters 7 to 8 cents.

Spring chickens, dressed, lb.	....	0 30
Spring ducks, dressed, lb.	....	0 23
Fowl, dressed	....	0 15

HONEY. — This year's white clover honey has made its debut on local market, limited quantity coming along during past week. Prospects this year are not rosy and dealers expect last year's high figures to be maintained. For, new seasons in 1 lb. combs, $3 per dozen is being obtained, while some strained in 60 lb. tins, sold for 12 cents per pound.

Honey—strained—		
Amber honey, 60-lb. tins, per lb.	0 07	0 08
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

WINNIPEG.

Prices are firm and demand steady for cured meats and lard. Butter is stronger, creamery having advanced one cent and good quality dairy 2 cents. Lower prices need not be expected this season and as there is no reserve stock fall and winter prices will probably run high. Cheese is unchanged. Eggs are up 2 cents.

Lard—		
Tierces	....	0 13½
50 lb. tubs	....	6 90
20 lb. tubs	....	2 80
10 lb. cases	....	8 55
5 lb. cases	....	8 65
3 lb. cases	....	8 70
Cured Meats—		
Hams	0 17¾	0 18¾
Bacon	0 18½	0 20½
Smoked shoulders	....	0 14½
Long clear	....	0 13¾
Mess pork	....	26 00
Pigs feet, kits	....	1 10
Butter—		
Creamery butter	0 28	0 26
Dairy butter, tubs	0 23	0 20
Eggs—		
Strictly fresh	0 20	0 21
Cheese—		
Ontario, large, new		0 15¾
Twins, new		0 16
Manitoba large		0 15
Manitoba, twins		0 15½
Old, twins		0 19¾

New Zealand as Factor in Butter Market

Shipments from That Country to Canada Growing in Importance—Will They This Year Tend to Keep Down Prices?—Canada Losing Ground in Shipments to Mother Country—All is Needed at Home.

New Zealand is beginning to loom up to no little extent as a factor in the Canadian butter market. It promises to play quite an important part in the situation this year, and to increase its importance as time advances.

Last year, it will be remembered that Canada had to use a considerable amount of New Zealand butter, not only importing direct, but during spring, when supplies here neared the zero mark and prices moved up to record heights, Canada, the renowned dairy country, had to run home to England to get supplies of butter that had in turn been received from one of her colonies on the other side of the globe, namely, New Zealand. It was indeed a rather unusual and round about way that Canada had to resort to in order to have her bread buttered last spring.

Butter Exports Falling.

What is the reason for this order of things? Canada, a few years ago, was a big shipper of butter to the motherland. Now she has to go out and buy butter. It seems almost as strange as a dairy farmer purchasing butter instead of selling it to the grocer.

This year Canada has done no export business, and it simply means that we have only enough to supply our own needs in spite of the fact that this country has for some time been one of the largest exporters to the English market. Shipping from 400,000 to 500,000 packages a year in other years.

Prices forbid this at present, and this order of things appears to be a result of increasing population, while on the other hand production has been decreasing.

Found its Way Back Again.

Conditions now would seem to indicate that Canada will require nearly all her own production in the future. It is true that she exported some 136,272 packages last season, but a large portion of that amount had to be imported again to fill our home requirements.

It was New Zealand that assisted us to some extent in regard to supplies. Indeed as a source of supply, it looks as if she might take an important place. Imports to Canada from that direction increased from 9,197 boxes in 1190-11 to 44,431 boxes in 1911-12 and shippers from the antipodes expect to greatly increase this amount in the future. They are so much interested that they have begun interviewing the steamship lines in regard to securing better direct service with this country.

New Zealand Shippers Prepared.

A New Zealand paper, in speaking of the trade says: "The future of the trade with Canada is big with possibilities. Exporters in this country are fully alive to the fact. Apart from the steamship service, New Zealand has the advantage of a tariff with Canada, which gives her a preference over Australia of 1 cent per pound on butter."

Chances of New Zealand trade with us seem brighter this year from the feeling now quite general that values this year are likely to follow course of last season. This feeling is shown by good demand for butter at present prices above normal. However it is just a question whether storage men and speculators have taken New Zealand into account in summing up the market. The West has been a big buyer of Eastern butter. Now, New Zealand is said to be offering butter for December delivery laid down in Vancouver at 28 to 29 cents per pound. It is also stated that Toronto and Montreal dealers could not lay the same class of butter down in Vancouver in December for less than 31 cents—that is figuring on present basis. If this be true the West will take the imported rather than Eastern product, but on the other hand New Zealand would not in such a case be able to compete on Eastern markets.

There are, however, many complications in trying to size up such a situation in advance. For instance says one dealer, "We are sending no butter to England, and she will want more from New Zealand," while in answer to this another wholesaler said, "Yes, but if our prices are above England's values, New Zealand will ship to us."

Time will tell, what is to be what," but in the meantime it appears evident that New Zealand butter is going to be a factor in establishing prices.

YOU CAN INCREASE YOUR TRADE BY HANDLING

PON-HONOR
GUNNS
FOOD PRODUCTS

THEY ARE THE FINEST PROCURABLE

AND INCLUDE

FRESH BEEF, PORK, VEAL, LAMB, MUTTON, CURED MEATS, HAMS, BACON, Etc.

COOKED AND JELLIED MEATS. "MAPLE LEAF" PURE LARD.
"EASIFIRST" SHORTENING. "QUALITY" COOKING AND SALAD OIL.
PORK SAUSAGE, BOLOGNA, ETC. POULTRY.
EGGS, BUTTER, CHEESE.

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT. **Montreal, St. John, N.B.**

Travellers and Agents everywhere.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.

Made under Government Inspection.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.	Per Case
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.	
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net

Large size .....$2.85 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 60
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	10 00
32 oz. (all flavors) doz.	18 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	20 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 80
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz.	2 50
Vanilla contains 2 dozen.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	$ 3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP	
2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35
LILY WHITE CORN SYRUP.	
2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10
(5, 10 and 20 lb. tins have wire handles.)	

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...$3.50
5-lb. tins, 1 doz. in case .. 4.00
10-lb. tins, ½ doz. in case... 3.95
20-lb. tins, ¼ doz. in case... 3.90
(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.
Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45
Winnipeg.	
2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz. .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75
H. P.	
H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	60
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.
MINTO BROS.
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.
T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	
YEAST.	
White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

SALMON

The Salmon situation is certainly very interesting. Prices have been named by the big packers, and as expected, are much higher than last year. We will as usual have our well-known brands, Monarch and Victor, which now command a very large sale. Our prices on these lines are as low as possible for us to make them, consistently with the market, and we quote

Monarch Fancy Red Salmon, at $2.65
Victor Choice " " " $2.40

We have some of last year's pack of pink to offer which we think should appeal to most buyers. It is now on the way and expected to arrive here in about two weeks.

Pink Salmon Halves,

50c

per dozen.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

Every Box

St. Nicholas Lemons is "Selected" and with ordinary care will reach you in perfect condition.

It will pay you to handle the "Selected" Lemons.

J. J. McCABE

Agent

Toronto

OLIVE OIL

(Invictus Brand)

OLIVE OIL

(Bertolli Brand)

Two leaders absolutely. Quality superfine. Have you ever had a sample?

BLACK OLIVES
GREEN OLIVES

can be featured now and with success. Don't you realize the business to be done in these lines?

N. B.—We can offer a live agent a good proposition.

H. E. VIPOND

197 St. Paul St.

MONTREAL

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

PICKFORD & BLACK, LIMITED

HALIFAX, N.S. Agents

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists

HAMILTON, - - - ONTARIO

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

Fine California Crawfords and Elberta Peaches

arriving daily in car load lots.

Special prices in 25 to 50 lots.

COMPLETE STOCK OF ALL VARIETIES OF LOCAL AND CALIFORNIA FRUITS.

WHITE & CO., LTD.

TORONTO and HAMILTON

HEADQUARTERS

for all varieties of

Peaches Plums Pears
Musk Melons Water Melons
Oranges, Lemons, Bananas
Green Vegetables and Small Fruits

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited

Manufacturers
MONTREAL

These Goods Will Bring New Customers

The best advertising that is known cannot accomplish in direct results the word of a satisfied user to another. That is why

QUEEN QUALITY PICKLES

will bring new customers to your store. They are a good buy just now—serve to put a relish to cold meats that would otherwise be of little consequence.

Your trade will make it worth your while —if you stock Queen Quality Pickles.

Taylor & Pringle Co.
Limited
Owen Sound Canada

Century Salt

IS QUALITY SALT—IT IS THE ONLY SALT YOU SHOULD SELL. IT PAYS TO HANDLE THE BEST.

THE DOMINION SALT CO., LIMITED
SARNIA, ONT.

ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOTTOMS** of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS, accept no other,** but send orders to the Distributors.

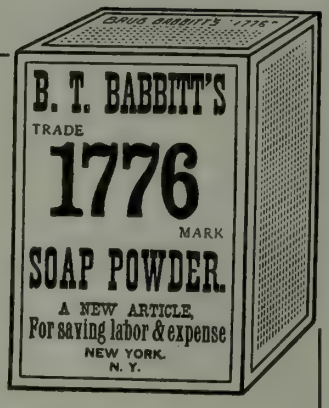
ONTARIO: Victoria Paper & Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co., Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag & Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited
SOLE MANUFACTURERS
OTTAWA, CANADA

Our Premium Store
No. 396 ST. PAUL ST.,
MONTREAL, CANADA



Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK

SATISFACTION

There is not only satisfaction, but pleasure in selling a product that it well known to the public. W. W. Co. brooms invariably give the acme of satisfaction and pleasure to the buyer and the dealer has the satisfaction of knowing personally that the quality of the brooms is everything that the makers claim.

Our "Bamboo" handle brooms are popular—you should keep them.

Walter Woods & Co.
HAMILTON - - WINNIPEG

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN
Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros. Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Look at both sides of the question

Fels-Naptha soap sells so well because it satisfies so many women. Any soap that doesn't satisfy as many cannot sell as well. Are you going to succeed with Fels-Naptha or fail with the other?

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey
MONTREAL

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

YOU, Mr. Dealer,

to be right with your customers must give them the best value for their money. In doing this you are making a lasting name for yourself and giving your business a sure foundation. Mooney's Perfection Cream Sodas will bring trade and keep it, besides allowing you a good profit. The first qualities of perfect biscuit baking together with the purest ingredients make the Mooney line the most delectable of all soda biscuits.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. **Winnipeg, Man.**

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WN.

A want ad. in this paper will bring results from all over Canada.

A Huge Distribution of Samples of ANTI-DUST

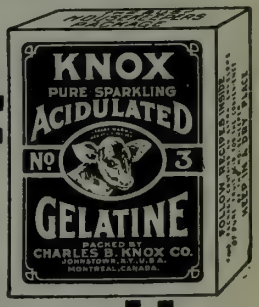
The Sweeping Compound Which Has Made Good!

will shortly be made in Toronto and elsewhere. Don't you realize what this means? Customers will ask you about it. Don't talk to them about the "just as good." There's none "just as good" as **Anti-Dust**, so please get a supply from our agents.
Our **Co-operation is worth while.**

Ask THE MACLAREN IMPERIAL CHEESE CO., LTD.
Agents for Ontario

The Sapho Mfg. Co. Ltd., - - Montreal

=KNOX=



It Will Pay You To Help Us Tell Your Customers About This

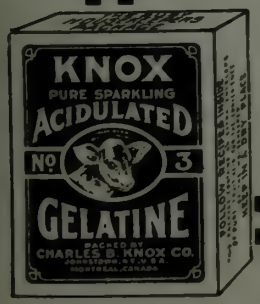
Both packages of KNOX GELATINE are fast sellers and both pay you good profit out of the retail price of 15 cents, but, we are using our advertising now to make it especially easy for you to sell KNOX ACIDULATED GELATINE. This package contains, in addition to the regular two envelopes of gelatine, an extra envelope of concentrated lemon juice. This saves time, expense and work for the housewife, which will interest her at once if you'll tell her. Once you start a customer she'll become a steady user of the gelatine that pleases her and pays you.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX CO.

JOHNSTOWN, N.Y.

BRANCH FACTORY: MONTREAL, CANADA



Why Don't You do Like Him?

H. J. Buckley of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520 or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Quality is the Main Consideration in the Manufacture of Foodstuffs

Macaroni and Vermicelli

are made from hard wheat, no maize or rice flour mixed with them—in fact only the purest ingredients are used in their manufacture.

Manufactured in a modern, scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

D. SPINELLI & CO.,
Registered
MONTREAL.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN ILL., U.S.A.

OUR TRAVELLERS ARE ON HOLIDAY, BUT

Mail Order Prices are the Same

Our travellers have right prices and we don't cut them.

Phone Rush Orders

Long Distance Phone Main 3685 Free

We are agents **QUAKER BAKED BEANS.** Have you tried them? **THE BEST YET.**

Mathewson's Sons

The Wholesale Grocers - MONTREAL

Sterling BRAND

Vanilla Gives Best Results

It is one of the leaders of the famous "Sterling" line, and is composed of the choicest selected vanilla beans.
Its splendid qualities may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc. Every bottle is packed with the neatness and exacting process that characterize all "Sterling" goods.

Send for prices, etc.

THE T. A. LYTLE CO.
Limited
Sterling Road, - TORONTO

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario

McLean's White Moss

has stood the test of years. Has maintained a high standard of quality. Has no equal. Always ask for McLean's.

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

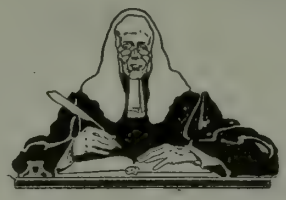
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Judged on Merit!



The merit of Meadow Cream Sodas has won for them a regular place on the shelves of the successful grocer. People who have the faculty of knowing good things are loud in praise for the particular flavor of good quality as found in Meadow Cream Sodas. You can hold a big and profitable trade with such meritorious stock. It will pay you well, too.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

ALWAYS SELLS WELL
SHOWS A NICE PROFIT
GIVES SATISFACTION

Paterson's Worcestershire Sauce

has that snap and good flavor to make an ordinary lunch into a delicious delight for the appetite.

Made in Scotland, under the best factory conditions.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

COFFEE
High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is developed, thereby producing SWEETER, LIGHTER BREAD than by any other process.
PREPARED ON CORRECT SCIENTIFIC PRINCIPLES.
Never dip a wet spoon in the can. Keep in a dry place.

In the course of the past fifty years three generations of dealers have sold COOK'S FRIEND, "The Baking Powder With a Pedigree"—and three generations of users have bought it. The sale is increasing every year. Get after your share of the sales made by the quality and advertising of COOK'S FRIEND.

Purer than the Law Demands.
Contains No Alum.

W. D. McLaren, Limited, Montreal

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES

FOR SALE—GOOD STORE PROPERTY, with control of post office, in fine farming district, six miles from Barrie, on Kempenfeldt Bay. Excellent summer resort. Good reasons for selling. Amount required $3,500. Apply Box 442, Canadian Grocer.

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

SITUATION WANTED

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post Office Box 482, Toronto, Ontario.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

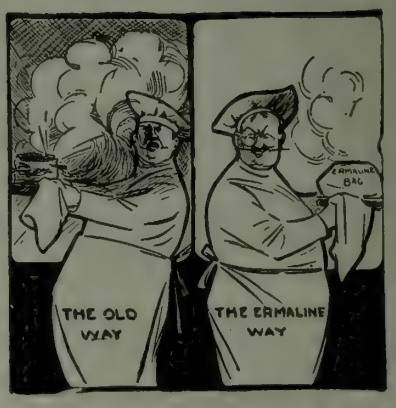
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

There's A Steady Profit In Ermaline Cooking Bags

Don't say that cooking bags are "no good." You cannot judge them until you have given them a show. Hundreds of dealers are handling them, and **they have made good.**



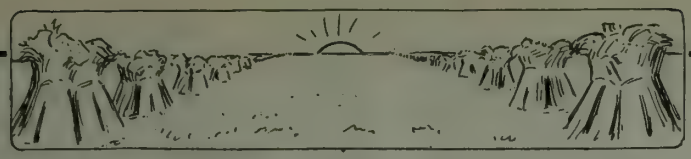
One man says "We sell quite a quantity weekly. The housewife likes them."

Another writes, "Hurry shipment of Ermaline Bags. Customers are asking daily."

Join the Band, Mr. Grocer. We have an interesting proposition for you.

EDWARD LLOYD Limited

MONTREAL



WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

White Dove Cocoanut

100% PURE

NOTHING TO EQUAL IT

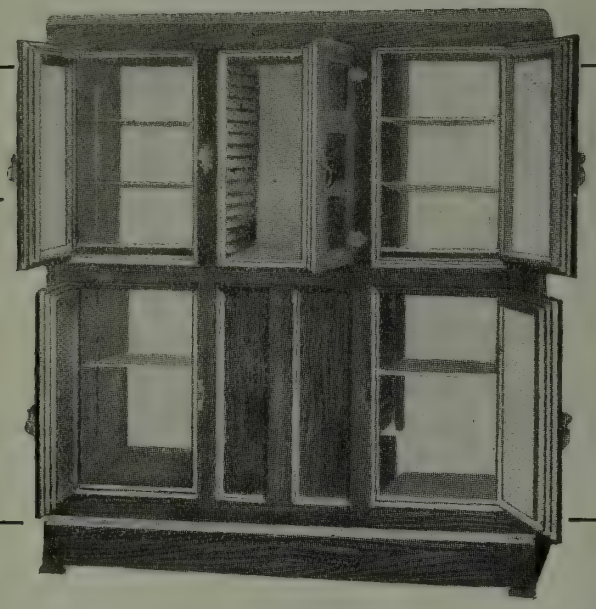
NOTHING TO BEAT IT

The dove has long been regarded as an emblem of purity. That is why the mark "White Dove" is so appropriate for our product.

See that the "White Dove" is on every package.

W. P. DOWNEY, MONTREAL.

THE PROBLEM SOLVED



YOU are losing profits every day by spoilt stock—due to improper refrigeration. Proper refrigeration represents so much dollars and cents to the grocer—Why not get it if you would attain success?

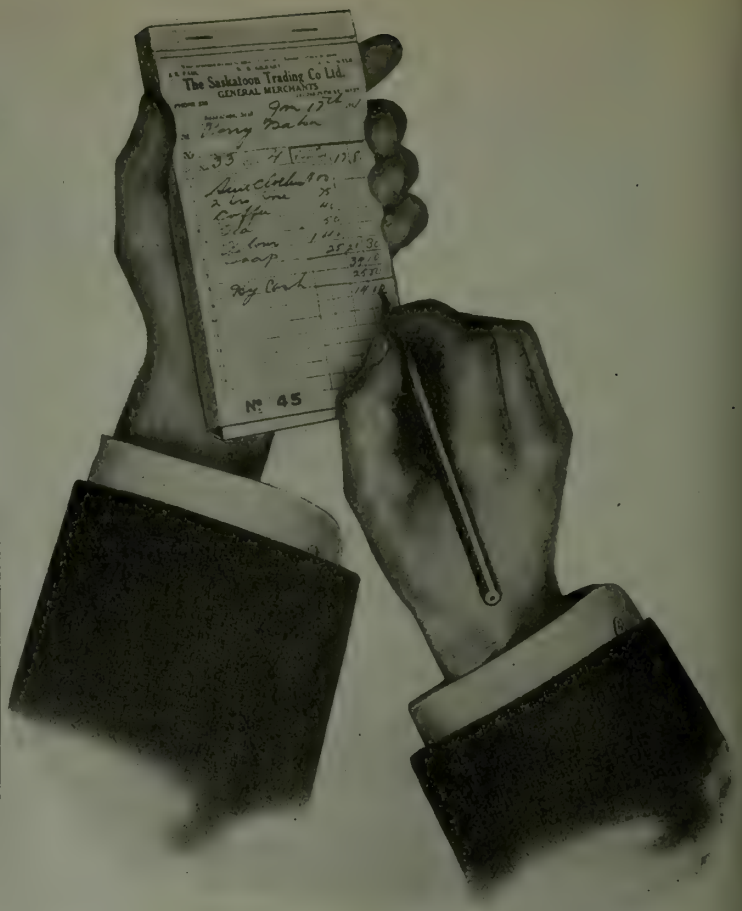
The NORTH STAR REFRIGERATOR

has perfect ventilation with absolute dryness, so that a match can be lighted on the interior walls of the ice chamber. Different odors of produce cannot mingle. It is the one sure means of stopping the drain of profits through spoilage.

Send for illustrated catalogue or write us your refrigeration wants, we will be pleased to quote you.

ESTATE JAMES DAVIDSON

Ottawa, - . - Ontario



AT THIS SEASON OF THE YEAR

It is advisable to look up your supply of Counter Check-books. With a little timely thought before the rush begins, the exasperating inconvenience of running short and having to undergo all the worry and disadvantages of waiting for them will not occur this year.

Investigation and comparison will convince you of the superiority of the

"SURETY"

The only perfect duplicating salesbook.

When buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, cleanliness and moisture-proof qualities. These are all strong points in favor of the "Surety."

The "Surety" salesbook is made in styles and sizes suitable for every business. The back of the original sheet, and the original and duplicate sheets in triplicate book is coated with a carbon **that does not smut with ordinary use, gives a perfect copy every time and will not deteriorate with age.**

Write for our quotations. We guarantee satisfaction.

We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We also make every style and size of single Carbon Pad.

Manufacturers of the McCaskey Account System

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

DIAMOND DIAMOND

A HINT ON MAPLE SUPPLIES

The crop of maple this year was by no means good, so that there is quite a shortage. This has necessarily meant an advance in prices. Don't you think, therefore, that you will serve your own best interests by at once ordering supplies of the brand on which you can rely.

That Brand is DIAMOND

You can always count on goods bearing the DIAMOND mark as being as near perfection as it is possible to get them, and by stocking them in preference to all others, you will safeguard yourself against those poor and unsatisfactory concoctions which will surely be offered as a result of the scarcity of the pure maple.

CONFECTIONERY

The summer season has, to all intent, been a short one, and you have splendid opportunities of making a big thing out of confectionery. So don't fail to correspond.

MAPLE HEARTS

18 lb. Pails,
Costs you **$2.40.**
Sells at 25c. per lb.
Profits 88 per cent.

Pail Goods.

NUTTY CREAMS

17 lb. Pails.
Costs you **$2.40.**
Sells at 25c. per lb.
Profit 77 per cent.

Gross Goods.

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MONTREAL

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NEW PACK

STRAWBERRIES,
RASPBERRIES,
CURRANTS.

Get your orders in now for either or all of the above packs.
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Are a Healthy Food

By Special royal permission

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS:

J.W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

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Then

Order Right Away!

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"La Capitale"	cs. de 50 btles	$5.00 cs.
"Neptune"	" " "	6.00 "
"St. Nicholas"	" " "	7.00 "
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Caisses de	50½ btles	Claret	$5.00 cs.
"	50 "	"	7.50 "
"	50½ "	Champ.	5.50 "
"	50 "	"	8.00 "
"	120¼ "	"	7.00 "

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Caisses de	50½ btles	Champ.	$5.50 cs.
"	50 "	"	7.50 "
"	100¼ "	"	6.00 "
"	100½ "	"	10.00 "

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IMPORTED GINGER ALE.

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500 cs. of 6 doz. each.

Cork Stoppers. Half btles $1.00 doz. Quarter btles 85c doz.
Crown Stoppers. Half btles 90c doz. Quarter btles 75c doz

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Apple Juice	$3.75	$4.50	$4.75
Grape Wine	4.75	5.00	4.75
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Montreal

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If so

QUINQUINOL STOCK FOOD

will net you a good sum this fall. It is unequalled as a tonic for all cattle. Listen!

QUINQUINOL

Has won diplomas at all large exhibitions.
Has the recommendation of the Minister of Agriculture.

Packed in tins, *not cartons,* so that there is no loss from vermin or moisture.

$14.00 per dozen gallon tins. Retails at $6.00. 50 per cent. profit.

Agents Write.

Quinquinol Stock Food Co.

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SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

saves much labor, lays dust, disinfects, kills moths, saves scrubbing and dusting, and a host of other things that are sure to appeal to the busy housewife.

Put up in 25c, 50c and $1.00 pails.

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AND FIRST CLASS DIPLOMAS

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PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

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(Canada and Newfoundland)

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The Quality That Tells

When offering the public CLARK'S PORK AND BEANS the merchant is always safe on the most important point, QUALITY.

L C Harkness (D H)
34 Royal Bank Bldg

The finest grade of beans and the purest and best of ingredients are used in their preparation with the result that

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CLARK'S PORK AND BEANS will ensure you a steady and ever increasing business. They are extensively advertised and their worth as a ready and highly nutritive food is thoroughly appreciated by the public.

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Sizes for All Sizes of Families

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Vol. XXVI PUBLICATION OFFICE: TORONTO, [illegible]IST 16, 1912 No. 33

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is the brand it pays you to handle. It needs no introduction to your customers.

You take no chance of dead stock, and BOVRIL WILL NEVER SPOIL.

BOVRIL

The "Bovril" Estates cover more than nine million acres in the Argentine and in Australia.

It Will Pay You

to handle Bovril. Have you worked out the Profit? If not, kindly send for copy of our price list.

BOVRIL, LIMITED
27 St. Peter Street
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BRINGS PROFIT TO THE TRADER

UPTON'S

New Season Pack, Finest Quality Jams, Marmalades, etc., now ready. Our preserves are made from superior materials and are "quality" goods in every essential.

When you deal in Upton's you gain the best class of trade, and your customers get the finest line of goods. They will prove the best for you.

Why not get in on these reliable lines of table delicacies that have made a name for themselves on almost every family table? Extensive consumer advertising makes selling easy.

Put up in Gold Lined tin pails and Glass Jars. Get quotations from your wholesaler or write direct.

THE T. UPTON COMPANY
LIMITED
Hamilton, Ontario.

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PILOT YOUR BUSINESS TO SUCCESS

BY HANDLING ONLY RELIABLE LINES

"Thistle" Brand of Canned Haddies

are canned right where they are caught—at the waterside. How better could you preserve the natural richness and delicate flavor of the fish? **Impossible.**

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Sardines from Norway

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Agents

Montreal *Toronto*

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A specialty of the Moir Brand of canned Scotch Fish are the most superior and perfectly cured fish packed. It is a satisfactory brand to buy because it is always the same. You can judge the quality of the entire season's output by a single can. Packed by Moir, Wilson & Co., Aberdeen.

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Fine Old English

Prepared in Copper Kettles boiled in Silver Pans

Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand Since 1857.

BORDEN

BRANDS

Eagle Brand Condensed Milk

St. Charles Brand Evaporated Milk

Reindeer Brand Condensed Coffee

All famous leaders in their respective lines.

Dealers stocking these Brands are catering to the demands of the general public and adding prestige to their business.

The name BORDEN'S is a strong guarantee in the sale of milk products.

Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

We Extend to **YOU** a Hearty Invitation to Our

"MELAGAMA"

Tea and Coffee Booth at the Toronto Exhibition.

Manufacturers' Building.

We want to meet you and your friends. We also extend you an invitation to visit our large warehouse and see for yourself the most complete facilities for handling your trade. We would be pleased to have you make your headquarters with us while in the City. Have your mail sent in our care.

MINTO BROS. 45 Front St. E. **Toronto**

Macaroni Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

JAM

Now is the time to stock up

JAM

King Brand (Compound) has no equal.

JAM

King Brand cannot be beaten. Defies all competition.

JAM

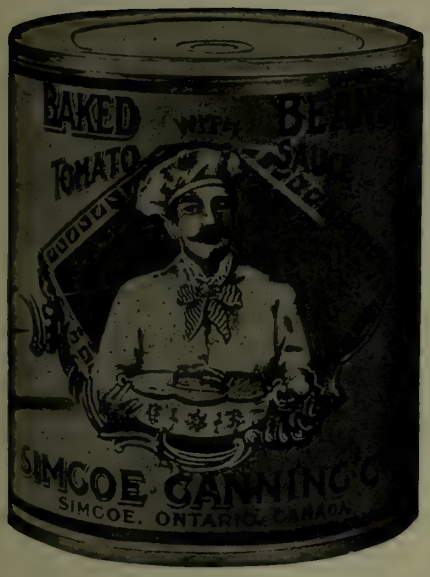
Agents in Ontario. Let us send you a sample. You'll be pleased. The price is right.

Labrecque & Pellerin
Montreal

AGENTS—Alberta, Manitoba and Saskatchewan, J. J. Gilmor & Co., Winnipeg; Maritime Provinces, J. Hunter White, St. John, N.B.

"JAMS AND CATSUPS THAT ARE GOOD"

JUST THE SAME!



Simcoe Baked Beans cost the dealer no more now than if he had bought his stock of Baked Beans when white beans sold at $1.80 per bushel. Our factory bought beans in advance when prices were low and now when raised to the high-water mark of $3.00 we are still in a position to quote you "Simcoe" Baked Beans at the old prices. Act quick if you want to get in on this.

Feature the family size, "A larger tin at a smaller price."

DOMINION CANNERS LIMITED

HAMILTON, CANADA

WHETHER the market be high or low the splendid combination of standard blends enumerated below maintain their uniformity under all conditions.

Those who buy once will buy always, for this reason alone, without even taking into consideration the greatly increased profits obtained.

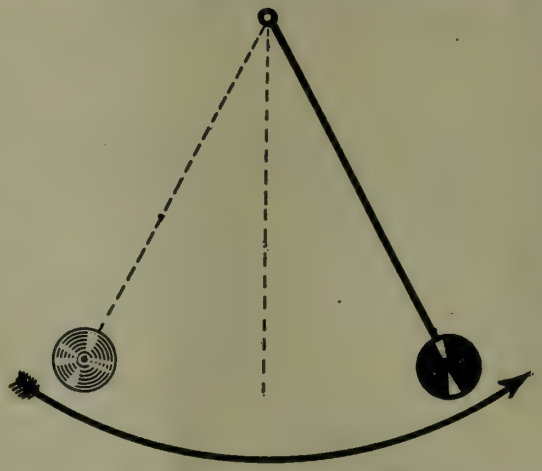
WHAT DOES THE PENDULUM SUGGEST?

THE SHADOW

Packets of all kinds.

The majority composed of thin flavory teas.

Lead and packing charges taken from the value of the tea.



THE SUBSTANCE

Reliable Standard Blends

Thick, rich, juicy teas with delicious flavor.

All the value given in the tea, no lead or packing charges to pay for.

		Price.
2 STAR	A really good combination of Indian and Ceylon Teas, with uniform leaf, black or mixed	19c
2 STAR GREEN	Excellent value in leaf and liquor	19c
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3 DIAMOND GREEN	Fine piquant liquor, nice regular Pekoe leaf	22c
4 STAR	Genuine English Breakfast Tea, a powerful blend of fine Indian and Ceylon Teas only, perfect orange Pekoe leaf	27c
6 STAR	A high-class blend of choice growths of Ceylon teas, very fine flavor and richness combined	35c

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TEA EXPERTS AND BLENDERS TO THE TRADE

J. F. EBY, President. **TORONTO** **HUGH BLAIN, Vice Pres.**

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Plain, Chili, Tomato Sauce

That TIME IS MONEY is an axiom thoroughly appreciated by every business man to-day and the wise dealer is quick to select goods the sale of which is effected with the least possible effort.

Clark's Pork and Beans

Are Valuable Time Savers

Your salesman is not under the necessity of losing time expatiating on their merits in order to make a sale, because:

They are KNOWN to the public and the customer ASKS for them.

The name CLARK has always been recognized as a guarantee of the QUALITY which is always maintained at the HIGHEST POSSIBLE STANDARD.

CLARK'S extensive ADVERTISING programme keeps the public well in touch with the goods and helps to SAVE YOUR TIME.

WM. CLARK, - Montreal

DO YOU WANT

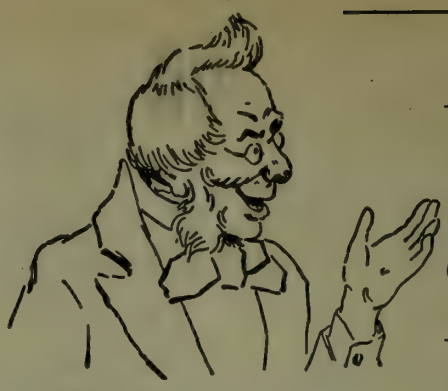
to buy and sell pure, honest, reliable goods and get the great profit—that is so difficult to measure in money—of a reputation for selling food that is 100 per cent. pure and about which there is no doubt as to the quality? Then you should push the sale of our products which by Government analysis have been declared the **purest** sold in Canada — The E. D. S. Brand Jams and Jellies.

Made only by

E. D. SMITH

WINONA :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.: J. GIBBS, Hamilton.



Doesn't This Strike You as a Good Soap Proposition

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

David Morton & Sons, Limited

Victor Soap Works, Hamilton, Ont.

Every grocer knows that COWAN'S PERFECTION COCOA is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate, Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is Unsurpassed.

THE COWAN CO.
LIMITED

TORONTO, - ONTARIO

The more your customers know about your goods, the easier it is for you to make sales
and the more sales, the more money you make.
Millions of people in Canada already know the superiority of

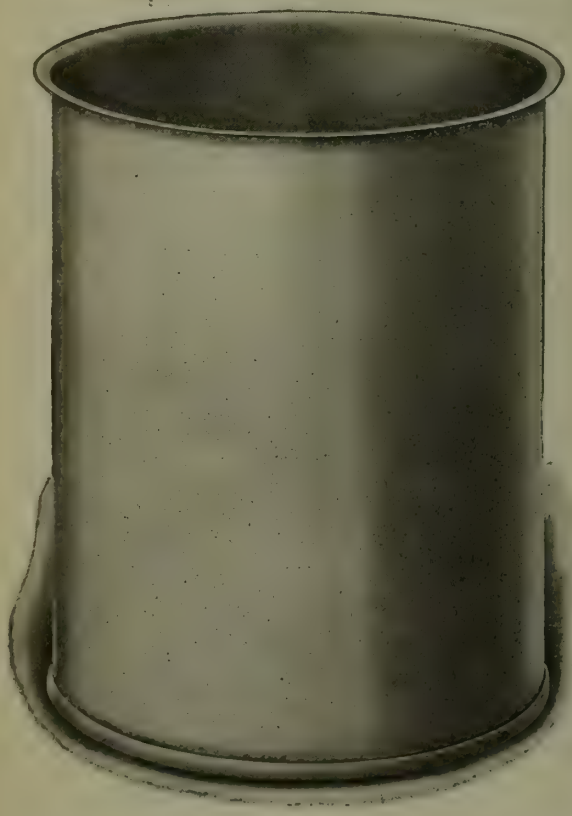
TETLEY'S

TEAS

partly through our extensive advertising and partly through hearsay of some delighted user.
The quality has established for itself a topic of conversation among every user —thereby causing a steady demand through the best of all advertising, satisfied customers.
Need we suggest how you may share in the benefits of this publicity
Put up to sell at $1.00, 75c, 60c, 50c and 40c per lb.

Look for the elephant on every package—the guarantee of quality and excellence.
Beware of imitations.

JOSEPH TETLEY & CO., LIMITED
110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

ONKEN
INTERCHANGEABLE
WOOD WINDOW FIXTURE
YOUNITS

Patented 1911 in Canada, United States and Foreign Countries

Made For Your Show Windows

—if I can show you as a Grocery Man how I made these 5 beautiful window trims, and each one made with **ONLY A PART OF MY** set of **YOUNIT FIXTURES** for Grocery windows.

—if I can show you, Mr. Grocery Man, in my beautiful book of designs how I made **25** beautiful window trims with **ONLY A PART** of my set of **YOUNIT FIXTURES** for Grocery windows.

—if I can show you, Mr. Grocery Man, how **YOU** can make over **500 BEAUTIFUL WINDOW TRIMS AND HUNDREDS AND HUNDREDS** of odd and standard window fixtures with my set of **YOUNIT FIXTURES.**

—if I can show you, Mr. Grocery Man, how by spending **$36.00** for this set of **ONKEN** Wood Window Fixture **YOUNITS,** you can make your **WINDOWS PAY YOUR RENT BILL.**

—if I can show you this and also **CONVINCE YOU** that thousands of wide-awake merchants are using my **YOUNIT WINDOW FIXTURE SYSTEM** in their windows.

Then in justice to yourself as a good merchandise man, do you not **OWE IT** to yourself to investigate—to learn of something that will increase your sales through your show windows, something that will **HELP YOU** sell the goods you buy—something that will enlarge the daily totals on your **CASH REGISTER?**

JUST interest yourself in what I am making and I will in turn be sure to interest you. I **KNOW** what I am talking about, and when you are ready to buy, you can order the set through your jobber or direct if you prefer.

Special Sets I Make

Set No. 14. 125 YOUNITS. For two large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$36.00**

Set No. 14½. 65 YOUNITS. For one large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$21.00**

Set No. 4. 110 YOUNITS. This set is made for the General Store trade. This set can be used for displaying Groceries, Furnishings, Clothing, Shoes, Dry Goods and Hardware. A good all around set. **$28.00**

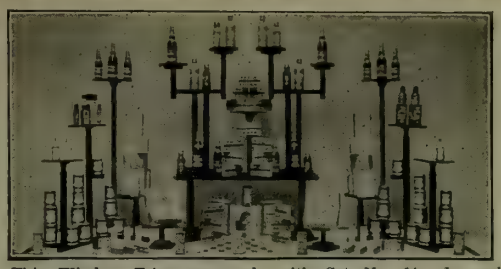
Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

Every set absolutely guaranteed. Shipments made at once.

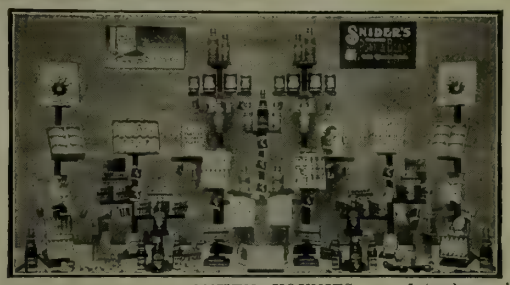
FINISH—Made of Select Oak in one stock finish, viz.: Weathered Oak, and all in a soft mellow waxed blend.

STORAGE CHEST—Each set is put up in a HARDWOOD HINGED-LID STORAGE CHEST (Oiled Finish). A place to keep the unused YOUNITS.

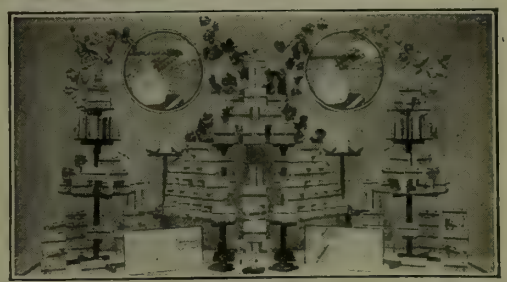
BOOK OF DESIGNS—A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.



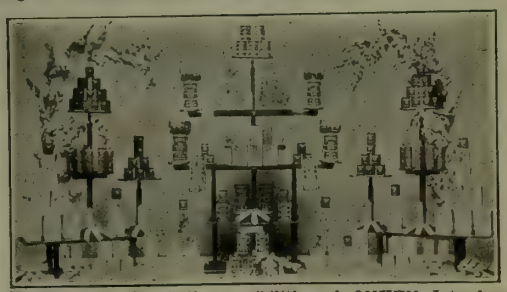
This Window Trim was made with Set No. 14. In making this trim 69 YOUNITS were used of the 125 in the set, leaving 56 YOUNITS that can be used in making other trims and individual fixtures for inside store use.



The very fact that ONKEN YOUNITS are Interchangeable will permit of many odd and pleasing fixtures being made, which will overcome sameness in the displays.



Well trimmed windows are as essential to modern merchandising as courteous salesmen and good goods.



You cannot exhaust the possibilities of ONKEN Interchangeable Wood Window Fixture YOUNITS.

Your show windows are the eyes and index to your business. ONKEN Interchangeable YOUNITS can make this index a lively one.

THE OSCAR ONKEN CO.

Established 32 years

No. 788 Fourth Ave.,
Cincinnati, Ohio,
U.S.A.

Order through your JOBBER or DIRECT.

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.

Send me your Window Fixture Booklet.

Firm.....

City.....

Business.....

15

English Brewed Ale and Stout

The most healthful drink of old England is KOPS ALE, brewed from finest Kentish hops. It is in enormous demand in all parts of the world, and our several breweries, situated in London, Birmingham and elsewhere, are kept busy all the year round.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine, bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report with other information.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

Good Soap Value

You should sell the kind of soap that makes your housekeeping customers think yours is the only store for good values.
A pure, hard, long-lasting soap —this means economy—something that everybody is looking for.

It Takes Well Everywhere

Guelph Soap Co., Guelph

WARNING!

Crescent BM&Co TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

SWEETHEART BRAND BAKING POWDER

OUR SPECIALTY

Trade Mark of Quality

The experience of years in making, choice materials and perfect cleanliness in packing, ensure our Baking Powder a success.

OUR MOTTO—QUALITY

IXL. Spice and Coffee Mills,
Limited
LONDON - - ONTARIO

CALL ON US

AT THE

Canadian National Exhibition

Stand No. 2, Manufacturers' Annex Building,

and you will spend a profitable five minutes. We have a message to give, and some specially tempting offers to make in connection with

Ocean Blue
Gipsy Stove Gloss
and
Linoleo
Floor Polish

There are opportunities you can't afford to miss; this is one of them, and we want to explain why.

Hargreaves Bros. & Co., Ltd., Hull, Eng.
Agents for Ontario:
F. E. Robson & Co., 25 Front Street E., Toronto.

EVERY DAY

and every hour of every day there is call for the use of

SNAP
HAND CLEANER

It removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited
MONTREAL, QUE.

Elgin Brand

Lard that Satisfies

must conform to a severe test by the housewife. Every known means of testing quality has been applied to the Elgin Brand, and it has made itself solid with hundreds of users—that you can have as satisfied customers if you stock it.

Put up in prints, tins, pails and tubs.

The St. Thomas Packing Co.,
LIMITED
Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese
ST. THOMAS, ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

One Factor in COLES' Success

The COLES Company has never striven for a record breaking output.

It has always been our aim to produce the finest machine that we could build, and let quantity take care of itself.

Individual attention to every machine that we produce is a big factor. It pays to produce a machine of quality.

Shall we send you catalogue?

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

Parker

The Broom

WE do not consider it sufficient to make ordinary **Brooms and Whisks.** We are trying to make the **Best Brooms and Whisks,** as evidenced in the

Parker Broom

which is the last word in

Good Brooms

Agents:

The Lind Brokerage Co., Toronto.

Nicholson & Bain, Winnipeg, Regina, Calgary, Edmonton.

Gordon M. Millar, Montreal.

Albert Dunn, Quebec.

For sale at any good Wholesale Grocer

The Parker Broom Co.

OTTAWA

Brand's A.1. Sauce

This sauce has been the table delight of thousands for over a century, and is still giving zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A 1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, you will be delighted.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.

GORMAN, ECKERT & CO. LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

YOU CANNOT DO BETTER than give your customers the best.

St. Lawrence Granulated

is the finest article that can be produced.

EVERY LITTLE HELPS

There is always a demand for stove polish. The best stove polish that has been giving complete satisfaction for over 60 years is

JAMES DOME BLACK LEAD

PAYS GOOD PROFIT, DOES GOOD WORK.

W. G. A. LAMBE & CO. **TORONTO**

CANADIAN AGENTS

CHINESE STARCH

On Both Points

Excelling in quality and exceeding in quantity any of its competitive brands now on the market.

Chinese Starch

is rapidly capturing the market. The quality had long since been established. The quantity —16 ounces in every package— is making inroads on other lines that give but 12.
Both points tell heavily in favor of the grocer in meeting the demand of his customers.

WRITE FOR PRICES.

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. **OCEAN MILLS** Montreal

"STRIKE ONE"

the flame is there (not with the head or one-half on the floor.)

THE DOMINION MATCH

is as silent and sure as the "Egyptian Pyramids." The heads stay on and the stems do not break.
This is a staple line that pays the dealer to feature.

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

FURUYA & NISHIMURA

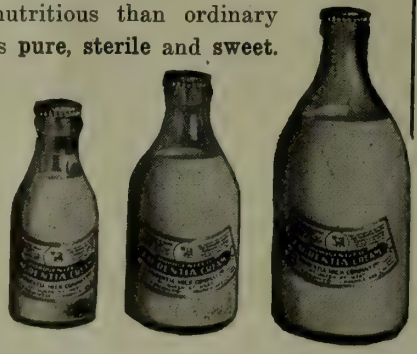
are receiving shipments of

JAPAN TEAS

every week. Ask their Brokers for samples.

The Merits of Laurentia Milk Are Fast Being Proclaimed

Laurentia Milk is the milk that keeps indefinitely in any temperature but frost. This is brought about by the mechanical process of homogenization. No ingredients are added whatsoever, and milk that has passed through this process is more wholesome and nutritious than ordinary milk. It is always **pure, sterile and sweet.**



Send for prices and descriptive literature.

Laurentia Milk Co., Limited

371 Queen St. West, Toronto, Ont.

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Always on Display!

Besides giving the grocery store the clean and attractive appearance that invites trade—you are sure that you are observing the cleanest, most modern and economical method of perishable stock refrigeration.

The Silent Salesman Arctic Refrigerator

Combines the best features of refrigerator construction. Years of conscientious study and experimenting to get the maximum amount of cold air from a minimum amount of ice have been crowned with success, and if you are looking for a refrigerator that has proven its worth.

Send for our 1912 Catalogue.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alta.

John Hillock & Co., Limited
TORONTO, ONT.

Make One Big Effort

to beat last summer's sales. The season has been short.

Push

Club Health Salts
Cold Springs Lemonade

and you'll net profit quickly.

There will be hundreds of thirsty throats before summer is out, so "make good."

S. H. Ewing & Sons
96-104 King St., MONTREAL 20½ Front St., TORONTO

Stop Hindering Your Customers From Paying Their Bills.

Stop Loading Your Books With Bad or Doubtful Accounts.

Save Money.

Save Book-keeping.

Save Customers.

Start NOW By Using The Coupon

If you are still doing business with the old Day Book, Journal, Ledger and Monthly-Rendering-of-Statements system, you are absolutely preventing your customers from paying their bills. Your customers are obliged to wait a month before they know what their bill is. Many of them unintentionally go beyond their financial ability to pay. You are constantly encountering mistakes in your system of bookkeeping; you are having disputes with customers, and losing their trade.

The Barr Account Register saves you all this. At the time of purchase, you simply make out a counter check and three vitally important things are accomplished: First, you give your customer a bill of his current purchase. Second, you give your customer a statement of his account to date (thus abolishing your old monthly rendering of accounts). Third, without another penstroke your bookeeping is done—and your customer's account is posted right down to the minute.

Now, this is not a matter of fine theory. Simple, cold-blooded, black and white figures will prove that such a system as this will save you hundreds of dollars. It is not a luxury, it is a necessity. You NEED it—TO-DAY—so send the coupon now.

BARR REGISTERS LIMITED
TRENTON, ONTARIO

BARR REGISTERS, LIMITED.
We would like to know more about the money-saving powers of the Barr Account Register. Please send full particulars, prices, terms, etc.

Name.....

Street and No.....

City..... Province..... G

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

STORAGE IN OTTAWA
Modern Fireproof Warehouses
Direct Connection All Railways
Write for Low Rates
Dominion Warehousing Co.
46-52 Nicholas St., - Ottawa

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Manufacturers' Agents and Brokers' Directory

(Continued.)

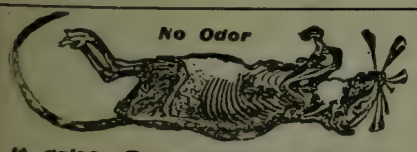
BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.



It aries them up **Common Sense**
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Crestos, Iowa, U.S.A.

Every merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

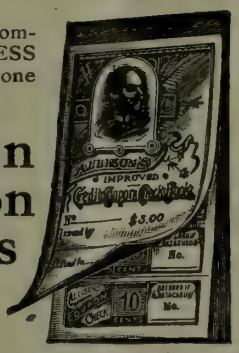
knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

CREDIT customers make LESS trouble than anyone else, where

Allison Coupon Books



are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Ind.

OLIVE OIL
(Invictus Brand)
OLIVE OIL
(Bertolli Brand)

Two leaders absolutely. Quality superfine. Have you ever had a sample?

BLACK OLIVES
GREEN OLIVES

can be featured now and with success. Don't you realize the business to be done in these lines?

N. B.—We can offer a live agent a good proposition.

H. E. VIPOND
197 St. Paul St.
MONTREAL

When writing advertisers kindly mention this paper.

Buyers' Guide

There's Money in Tobacco.

Why not put in a small supply of the best leaf? You'll find a sale for it.

Pure Canadian Leaf
Cigars of all kinds
Pipes a specialty.

J. A. FOREST, 189 Amherst - Montreal

VOL-PEEK

Tell the housewife not to throw away her pots and pans. Vol-Peek will mend them sure. She'll be highly pleased.

100% Clear Profit For You.

Can you think of any better proposition? Let's send you specimen of neat counter stand. Agents, write.

H. NAGLE & CO. - - - Montreal

Store Fixtures

Haven't you room for another showcase? By giving us your order you can save money. Just bear in mind that we do "better work at the lower figure."

Showcases Showcases Showcases.

S. MEUNIER & FILS,
Pie IX. Ave., Maisonneuve, P.Q.

Paper Bags
Wrapping Paper

If you want the best at the best price, then we have it. We pay special attention to these lines, and can surely satisfy you. Write

COUVRETTE & SAURIOL - Montreal

Our Confectionery Specialty

SULTANA (Brand) TURKISH DELIGHT

is surely a winner. Deliciously tasty. A big seller. Needs no introduction. Packed in wooden boxes. Write

ORIENTAL PRODUCE CO. - Montreal
Ontario Agents:
MacLaren Imperial Cheese Co. Ld, Toronto

RIGA WATER

has a settling power all its own. Positively relieves constipation and all stomach troubles, and yet is a pleasant, sparkling beverages. Your customers should have it.

THE RIGA WATER CO. - Montreal

GRAMOPHONE RECORDS, 10c.

Are you tired of yours? Then let me exchange them. Send 10 Records and $1.00 and I will forward 10 different ones of same value.

V. de la RONDE
14-16 McGill College Ave., - Montreal

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

WE DO

Yes, we do guarantee the quality of our goods. If you are not satisfied with the **BISCUITS AND CONFECTIONERY** you are now handling, try ours, and "you'll see a difference." That's why we succeed.

THE AETNA BISCUIT CO., LTD., MONTREAL.

GET YOUR SHARE.

Auto-Roach Killer

has made good as a trade puller. We guarantee the goods, otherwise money back. Just drop us a line and we'll tell you more. Bugs cannot live when "Auto" is used.

The Auto-Roach Killer Co. - Montreal.

Pickles and Catsup

are now coming into the limelight. Don't you want a line which will be bound to please every one of your customers? Certainly you do, so you can't do better than give us a call.

H. BOURQUE & SON - - Montreal.

RATS IN THE WAREHOUSE,
RATS IN THE HOME.

Nothing more troublesome. But EXO will drive them out. No more bother after use. Kills instantly. No odor. No dogs will touch it.

GIVE "EXO" A TRIAL.

EXTERMINO CHEMICAL CO.,
P. O. Box 774 - - Montreal

Favorite Stove Polish

is the favorite in many homes. We are perfectly sure of its value, and it deserves a trial. Agents, write.

UNCLE SAM DRESSING CO.,
Montreal

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
Don't overlook these lines. Write to-day.

MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

Hand cleaner trade falling off?
Try Savol.
Want the larger tin at same price?
Try Savol.

Savol

Bound to please. Agents wanted.

SAVOL CO. - - Montreal.

McDOUGALL

Insist upon having them

D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

AGENTS

will find a good proposition awaiting them if they will only write us about

COOK'S PRIDE BAKING POWDER
CHINESE LIQUID BLUE
SISTER'S STARCH

H. F. PACAUD & CO. - - Montreal

A STEEL SECTIONAL BAKE OVEN

BLACK DIAMOND OVENS

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

COFFEE MUST BE GOOD

if you are to build up a satisfactory trade. We pride ourselves on the good name our goods have got among consumers.

COMTE'S COFFEES

are as good as the best, and that is putting it mildly.

Write 144 St. Urbain St., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.

WE TOLD OUR READERS

At the end of June that our increase in sales for the first six months of this year over the corresponding six months of 1911 amounted to

437,724 lbs.

The July returns are now made up and we find that our increase alone for that month over July of last year amounts to

142,045 lbs.

the largest increase in sales we ever had for one month in our business experience.

To any reasonable man this should bespeak the trend of trade. A moment's consideration of these facts will show you that if you want to please the public with Tea, you can do so with "SALADA"—the most delicious of all Teas.

"SALADA" TEA COMPANY

TORONTO - - - - MONTREAL

Hartley's

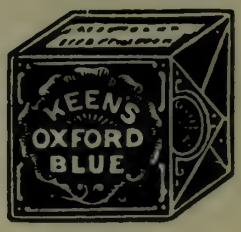
Pure English Jams

The first carload of new season's jams is arriving next week ---Prices are reasonable, send a trial order for these magnificent English goods. We guarantee that they will please your customers.

EBY-BLAIN, LIMITED

Wholesale Agents **Toronto, Can.**

A WORLD-WIDE WINNER



KEEN'S OXFORD BLUE

"KEEN'S" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

SEE TO YOUR STOCKS

For sale by all the Canadian Jobbing Trade.

Magor, Son & Co.,

403 ST. PAUL STREET, MONTREAL.
30 CHURCH STREET, TORONTO.

Agents for the Dominion of Canada.

Every Woman Who Cooks
Will Eagerly Purchase
Benson's Prepared Corn

¶ The Corn Starch that fills a hundred wants in the kitchen.
¶ Women want Benson's because it lightens the drudgery of Summer cooking—enabling them to quickly prepare delicious and nourishing dishes.

¶ Women want Benson's because of its unequalled purity and fineness. They want it for baking, pastry making, preparing custards, ice cream, blanc mange, etc.

The Demand is There—You Simply Have To Supply It.

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO. LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Front of a Hamilton grocery store, illustrating how inviting an appearance can be made if a little care is taken.

Store Exterior as a Silent Salesman

Power That an Inviting Front May Be Made in Increasing Business—Good Example in Hamilton Store—Why consumers Change Their Family Grocer and Where They Go—Prepare for Coming Season of Big Trade.

By their "fronts" ye shall know them.

This is very true in the case of the grocery store. It is not necessary to enter. The appearance of the front of the building and of the windows either attracts or repels customers—that is, customers who have money to spend over and above the actual bare necessities of life.

There is no better advertisement than a well pleased customer. And a particular customer has to be pleased on many points. They include prompt service, quality of goods, courteous treatment, attractive and clean interior, and a bright inviting exterior. It is of little use to attempt to hold a customer who is particular about her table and her own personal appearance, with a rough and tumble dirty looking store front.

A splendid example of good exterior appearance is reproduced above. This is front of the store of John O. Carpenter, 10 Market street, Hamilton, Ont. It illustrates the force in attracting trade that an up-to-date exterior can be made.

The season of large trade is before us. Farmers will soon be realizing on their crops and will have more money to spend. This means greater activity in all lines. The better the crops the greater the activity and this year the yield in Canada promises to eclipse anything in the past. Following on a good fall comes the Christmas season with all its possibilities. The grocer's harvest time is coming. The dealer who has the store, and the goods will make the most of it.

Every merchant should realize that there is a continuous strain of dissatisfied customers on the move. They have met with poor service, inferior quality in goods, or unclean stores and they are looking for a change. Where are they most likely to deal next? It should not be supposed they are cranks. They cannot be dubbed such if their grocer neglects to give them adequate service or clean goods. They have a perfect right to secede. Who is going to get them? The answer is, the merchant with the inviting store front. He has first call for their business, other things being equal.

Window Belongs to Store Front.

It must be remembered too that attractive windows are a prominent part of the store exterior. While it is possibly early to talk of the Christmas trade, yet we are in the middle of the eighth month with only four and a half to come. We are nearing the time of year when window displays count for most and every advantage should be taken of them.

John O. Carpenter's window—while the photograph was taken too far away to show up the details clearly—can be seen to be a good seller. And this is what is required. Make the window a silent salesman and it becomes a strong asset to the store. While goods are arranged high up in this window, it will be observed that the interior of the store can be seen through the side glass. This is a good feature providing the interior is arranged in attractive fashion.

Results Shown in Inventory.

Make the store front a strong trade attraction and see that the interior is brought up to the same standard. If this is accomplished the grocer has a combination of silent salesmen whose power to attract trade—while direct results may never be noticed—will be shown in the annual inventory at the end of the year.

Some Advice on Retail Investments

Inquirer Who Has Just Enough Money to Take His Discounts Wants to Know How to Save—Should Put Down $50 Every Month Until Bank Deposit Reaches $500 — What Saving Means to the Business—Buying in Small Quantities.

By Henry Johnson, Jr.

Here is a man who wants to know:

————, Ont., Aug. 1, 1912.

Henry Johnson, Jr.:

Dear Sir,—Cannot say that I have any money to invest in bonds but would like to know what benefit it would be to me if I had. I just about have enough of money to take my discount, carry about $16,000 worth of stock. Hoping to have a reply from you when at your leisure.

Yours truly,

G—W—W——.

Beginning September 1st, take $50 and with that open a savings account in your local bank. Put $50 into that account on the first day of each month. Let the savings pile up at 3 per cent., or whatever better savings interest your bank may pay. Usually it is well to fight shy of any bank that pays more than 3 per cent. on savings, although local conditions often operate to make 3½ per cent. or 4 per cent. safe. Be sure on this point, however; for a bank that is not a safe bank, run on conservative lines, is really not much better than a stocking.

Stick to the Rule.

When you have $500 saved up, write again and I'll tell you what to do with it; but never for one month allow yourself to let up on that habit of putting away the $50. In a year or two you will volutarily increase to $75 or $100—or more—per month, for you will have acquired the habit of wanting to have some MONEY to show for your daily work.

* * *

Now, as to the effect this will have.

1st. You will have a resource in ready money. This will make you stronger every day you live in your own eyes and in the opinion of your bankers and wholesale connections. The fact that money—actual MONEY—is there will be a wonderful stimulator to your ambition and energy. The fact that you will never allow yourself to touch it will be an added element of strength. The feeling that "you could if you would" draw a nice sum at any time will be worth much more than the amount you have set aside, purely as an investment in self-confidence. The man who has done things knows that he can do them.

2nd. You will soon be carrying much less stock. Unless you are remotely situated and doing a very big business you do not need a stock of $16,000, nor anywhere near that amount. Every dollar of excess is idle money. If you keep yourself somewhat poorer for ready change in your business, you will study to reduce your buying to your actual, bed-rock, daily and weekly requirements. You will let your jobber do his proper part in the commercial scheme of things by making him carry the stocks ready for you as you need the goods.

I buy my goods in carefully assorted lots, never more of anything than I can get rid of within the week or ten days ahead. If I should buy 25 boxes of starch to-day at, say, $1.40 per box, I should have $35 in that kind of starch. Say that I might sell it out on a margin totalling $37.50 in sixty days, I should a little better than double my capital investment, gross, in that time.

Turnover Greatly Increased.

But I use $3 for this starch and buy two boxes, stometimes twice a week. Say I only turn the same quantity in the same time, I have made a gross margin of $37.50 with $3 capital and have used the $32 other capital in other ways, turning it over and over many times. In the one case I turn my stock six times annually. In the other case I turn it about 100 times. But that is not all. My two boxes go right into the retail bin. I avoid storage and handle the goods just once, instead of several times as I should have to do with the 25-box lot. You cannot afford to "save" 5c per box on the kind of plan that involves the piling up of a lot of dead dollars on your shelves or in your cellar.

An Impetus to Collect Accounts.

3rd. You will hustle after your collections, because your rule to put away some money every month will make you really "need the money." Thus you will form the habit of drawing the lines more tightly all the time, realizing that your customers are holding your dollars in absolute idleness whenever they do not pay your bills promptly.

All of these things will make you a better merchant in every particular. Do they look good to you now?

* * *

Have you ever had the experience of having something really good offered to you which you could not take up for several very solid reasons? I think you have, and I shall guess at a few of the reasons.

1st. You did not have the money.

2nd. Never having had the money in tangible form, you have doubted your ability to accumulate it or draw it out of your business steadily to meet payments in case you should undertake to do the thing on a time basis.

3rd. Never being very much ahead of your daily needs, as you say, to "discount and carry $16,000 worth of goods," you have hesitated to go to your banker for backing, or having gone to him, he has sort of edged away from letting you have the funds.

Any of these things can happen to the man who has not established the reputation of being a producer of MONEY.

* * *

Be Prepared to Accept.

Such opportunities will come to you again—wonderful how they will crop up in the experience of the man who "has a little coin" on hand. Maybe it is a piece of property which promises to be very valuable, possibly of peculiar value to you because of its location or for some other reason. If you have $2,000 in good bonds lying in a vault drawing your little 4½ per cent. or 5 per cent., which you have accumulated during about three years or less of saving, you know—KNOW—just what you can do. You go to your banker, who also knows—trust him to know all about the man who makes money—and tell him your plans; show him what you have done and what you are doing. Then you can take advantage of the offering and may find yourself in the way of being the owner, free and clear within a few years, of the choicest corner in your town.

Again, there come hard times; and during those times the men who have laid away some money—not goods and chattles of depreciating value, but MONEY—always prosper. Having only one or two boxes of starch on hand, they can buy, maybe 10 boxes not at 2½c a pound, but at 1½c.; and then be ready for a further offering in a month or two of the same at 1¼c. or 1c flat. And the same thing runs through the entire line.

Buying Kept Him Stock Poor.

In 1893 I was deeply in debt; had to peg along as best I could, being put to it daily to meet my bills. Yet then I had not learned that one could buy small. I thought it was good business to take on quantities to "get the right price." I got the price often enough, but I was "stock poor" all the time, for I carried as much then, even more,

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

sometimes, as I do now; and I was doing less than half the business.

Meantime, a neighbor of mine was making money—said he knew nothing of "hard times" in fact, never made so much. Why? Because he had plenty of ready money with which to conservatively buy good things as they came along. So while I got only the benefit which later came through the general rise in values, he got that and his steady extra margins besides.

What the Financiers Do.

All the big money kings, with what to us seem like incomprehensible sums of capital at their command, keep a big fund salted away in securities of the most gilt-edge character on which they can realize without loss, at any time. Such securities yield not even 4 per cent., but pay only 3 per cent., and sometimes less than 3 per cent. Yet these men have all the opportunities at their beck and call, as it were. Then if that is good for them, it is good for us. I know it has been good for me. That is why I urge you to "go and do likewise."

Suggestions for Increasing Spice Sales

Season of Good Sales Close at Hand for Spices and Vinegar—Importance of Selling Best for Pickling Purposes—Good Crop of Vegetables Reported—Care of Spices in the Store — Lose Their Oil if Exposed to the Air.

The pickling season is now close upon us and it is time that every dealer was prepared to care for the trade in spices and vinegar that will soon be in evidence.

Prospects for a big pickling season are much brighter than a year ago. Last year, dry, hot weather, which prevailed for a large portion of the summer, as is remembered all too well, had no little effect on vegetables used for this purpose. But this year vegetable crops are progressing well and there appears every hope that prices will reach a level, reasonable enough to induce a good volume of home pickling in most districts.

This is at any rate the opinion of spice dealers who have been following the situation and there is a general optimistic feeling that there is going to be a big trade in spices and vinegar this year.

Stocks Should be Seen to.

The grocer must, however, first have the goods before he can sell them. Many have already anticipated their wants. Those who have not done so, should not delay. Too much emphasis cannot be given to the value of commencing to push a line early in the season. It is in this way that the cream of the trade is secured. The aggressive dealer starts to push spices just as soon as they become at all seasonable and reaps the early and most valuable harvest. The unaggressive merchant follows after and picks up what the tail-end of the season will allow.

In the purchasing of spices and vinegar, quality should reign supreme, if the dealer would safeguard his reputation and his trade. The merchant cannot afford to sacrifice his reputation for the sake of a few cents saving on the cost of his goods. In the end it proves false economy, for the housewife will not long continue to buy her supplies from the store that does not give her first-class goods. The housewife naturally takes a great deal of pride in her home-made products and the grocer who upsets the success of her pickle endeavors, upsets the success of his own business—at least as far as that particular customer is concerned.

Easy to Sell Quality Spices.

It will generally be found that the housewife is willing to pay a little more for the ingredients and be assured of receiving best quality goods. By purchasing the best, the grocer will have enough confidence in his goods to be able to sell them more easily to customers. Confidence in goods begets sales.

Having stocked spices of quality, the aggressive grocer will next sell them, and will sell the largest amount possible. Prominent display as with every seasonable article will do much to bring these lines to the attention of customers. While during most parts of the year, spices do not need to be given a stellar position, for next month or so considerable counter space should be given up to them while if at all possible a window should be used for the purpose as well. Package goods can of course be displayed in much the same manner as other package articles. With bulk goods, an excellent plan is the glass bottle with glass stopper. It affords an excellent means of display, preserves the quality of the spice while the name and price may be pasted on the outside.

Using the Newspaper.

Printer's ink can be used to good advantage in the local paper in pushing sale of spices and vinegar. There is no getting away from the fact that most housewives are interested in the subject of pickling and copy can be written that will not fail to attract attention. The desirability of having a supply of home-made pickles can be worked up to good advantage for it is truly something the housewife prides herself in—especially when they are good. It is in order to point out that they will be good, or at least the chance of failure will be minimized if good quality spices and vinegar are used.

The Drug Store a Competitor.

Druggists have in many towns been securing a good portion of the spice trade for the simple reason that they were accorded the reputation of handling better quality goods than the grocer. This reputation was acquired by advertising quality and the grocers must overcome the prejudice in customers' minds by the same method—advertising quality. Druggists have in many cases been demanding high prices and this may account in part also for belief that they handle better spices.

Sales Useless Without Profit.

There is another feature of the spice trade in which the grocer is directly interested — that of securing a fair percentage of profit. This is not to be secured by buying cheaply and sacrificing quality, for as we have pointed out before, that in the end means lost profit. Careful attention to weighing of bulk goods will do much to help in securing a good profit. Purchases being in small quantities and mostly in two and four-ounce packages, carefulness is all the more necessary. The most sensitive scales should be used and the need of giving correct weight—no more and no less—firmly impressed upon every clerk.

A good profit is possible in spices and vinegar but the elimination of all those leaks which tend to reduce profits is absolutely necessary.

Pointers.

Have spices close to scales. It will save many steps during the season.

It is well to have a scoop for each spice. A customer does not like turmeric and cloves mixed.

If spices are exposed to the air, the oil which constitutes their strength evaporates.

Don't allow vinegar profits to run away through a faulty tap.

If you send jars out to customers with vinegar, be sure to charge them. Credit them when returned.

When customers buy spices, suggest vinegar. When they buy vinegar suggest spices.

Get the trade while it is to be had.

The Toronto medical health officer declares emphatically in face of many protests that plums, peaches, grapes and berries in front of stores must be covered. Pears, apples, bananas and oranges need not be as the skin is or should be removed before eating.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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PUBLISHED EVERY FRIDAY.

TORONTO, AUGUST 16, 1912

MAKING MONEY ON SUGAR.

Here is one dealer who is making a profit on sugar, apparently above cost plus overhead expenses. In a letter to The Grocer he says:—

> "Please find enclosed $2.00 on my subscription account for your valuable journal.
>
> "I notice your leading article on 'Losing Money on Sugar', in issue of Aug. 2. I never weigh out sugar in small quatities at less than an advance of $1.50 per 100 lbs. Am at present selling at an advance of $1.70 per 100 lbs. Do you think this allows me more than a fair margin?"

This letter comes from Winnipeg where No. 1 sugar costs the retail dealer $5.55 per cwt. at present. An advance of $1.50 brings selling price up to $7.05 and the rate of margin to 21 per cent. and a fraction on selling price. If the advance is $1.70, as this dealer is getting at present, the selling price would be $7.25, or a gross margin of about 23½ per cent.

Whether this dealer is getting more than a fair margin or not depends on his cost of doing business, which of course includes service rendered. If cost of doing business is around 16 or 18 per cent. we should say he is justified in securing this margin.

There is so much sugar sold at a loss that it is refreshing to meet with a case such as the above. There is no reason why the retail dealer should not make a fair profit on everything he sells. He is justly entitled to it. He works hard enough and particularly in the instance of sugar where turnover in a year amounts to such a big proportion of the total sales, a profit above total cost should be secured.

It is to be hoped there are many others who are not so afraid of competition that they cannot sell sugar except at a loss.

BAKING POWDER ANALYSIS.

Recently the Laboratory of the Inland Revenue Department issued bulletin No. 240 dealing with baking powders and it forms some interesting reading.

A hundred and fifty samples of baking powder were collected by government inspectors and analyzed at the laboratory. This article warrants examination from two points of view; first, the amount of gas produced and, second, its wholesomeness so far as the various ingredients are concerned.

It will be remembered by readers of The Grocer that some months ago a standard was set on the gas strength of baking powder, which stated that all powders must produce at least 10 per cent. gas.

The analysis made by the department showed that out of the 150 samples 68 were alum phosphate powders, 46 cream of tartar, 31 acid phosphate and 5 alum powders.

The examination also produced the facts that the 68 alum phosphate powders produced on an average 10.78 per cent. gas; the 46 cream of tartar averaged 11.01; the 31 acid phospate 11.25 and the 5 alum 12.40.

Baking powders, as made, usually contain a slight excess of bi-carbonate of soda, so that the further addition of an acid gives a certain further amount of gas, called residual gas. This residual gas is not available in baking, except when sour milk, or other acid ingredient is added to the bread. For purposes of judging the value of a baking powder, the chief analyst maintains that the available gas should alone be considered.

From this point of view thirty-five samples were below standard strength, twenty-three of these being more than one per cent. below the standard, and several of them being much more than one per cent. below.

The report further states that no complaint upon the ground of wholesomeness, has been formulated against cream of tartar or acid phosphate powders, to the knowledge of the chief analyst. "The wholesomeness of such as contain alum, either as the sole acid component, or in combination with acid phosphate of lime, has frequently been questioned, and is, at present, an unsettled point," it continues. "The matter is now in the hands of a Referee Board at Washington, D.C., composed of men whose qualifications and character are such as to command the respect of the scientific world. I am, for this reason, unwilling to open the question of alum as a material in baking powder; preferring to await publication of the results obtained by the aforesaid Referee Board."

CO-OPERATIVE SOCIETIES IN ENGLAND.

So far the retail trade of Canada has been successful in preventing the passage of several Co-operative Bills that have been launched in the House of Commons. The prime movers in bringing forward these measures have persistently stuck to it that Co-operative Societies in the Old Country have been a blessing to the people.

Have they? To those who have looked at the question on the surface and seen that many societies have become wealthy, the conclusion is naturally arrived at that they are good for the country.

The Grocer had a talk this week with Frederick E. Robson, a Toronto grocery broker and a close student of trade questions, who has just returned from a seven weeks' trip to England. While there he inquired particularly into the workings of the Co-operative Societies and found that in addition to the fact that they enjoy special privileges from the government over the ordinary retail dealer, they are gradually imposing on the general public by giving them inferior goods.

The special privilege they have is exemption from a tax on revenue derived, (which is something along the lines of our income tax) by being considered in same class as fraternal societies. The retail dealer has to pay this tax and is therefore at a handicap right from the start.

There are so many shareholders in the societies that it would entail an endless amount of work to get at revenues of each. It is an unfair handicap and it should be seen to, that the Ottawa Government does not accord similar privileges in this country.

The other point—that of selling inferior goods to customers and members—is very serious too. When societies become wealthy they begin manufacturing themselves and in some cases absolutely refuse to supply goods of other manufacturers to customers in preference to their own. This, it is claimed, is having the effect of reducing the standard of quality of goods sold; it is promoting inferior, if not adulterated foods, which will eventually prove disadvantageous to the health of those who purchase from them.

The retail dealers suffer in still another way. Co-operative Societies sell for cash and while times are good, all the members purchase from them, as they expect to get part of their money back in dividends. But when laborers are laid off or industrial strikes occur, they are forced to go to the retail dealers who will allow credit. When they go back to work again they leave the men who had tided them over in their difficulty and buy from the societies.

There is so much unfairness about such methods that retail merchants in Canada should see that these societies do not get a foothold here through receipt of special privileges from our government.

HONEY MUST BE PURE.

Now that the honey season is again coming into view, dealers should take every precaution as to the quality and purity of supplies purchased.

Under the Canadian Adulteration Act no honey mixture is allowed to be sold even if the word "mixture" or "compound" be written in large type on the label. The act expressly states that the manufacture, sale, or offering for sale in Canada of any imitation of honey or sugar honey or other substitute for honey is strictly forbidden. The word "mixture" as permitted under certain regulations by the act does not apply to honey. Any production or sale of this article as a compound is absolutely against the law. The penalty for infraction of the law carries with it the liability of a term of one year in prison.

Retail dealers should make it a regulation to enquire carefully into the purity of honey they are intending to purchase. They cannot afford to take the chance.

THE ROLLED OAT MARKET.

It is more than probable that within a week or ten days' time rolled oats will take a decline. Retailers who are purchasing would do well to buy for immediate needs only and wait for a time to go into buying more deeply.

While the oat market is fairly strong and active there is evidently a feeling that more business would result if prices were lowered.

New crop oats, while delivery is some distance in the future, is being looked forward to, and if a decline does not come now, it undoubtedly will later on.

HIGH COST OF HORSE FEED.

Six weeks ago a Toronto dealer paid a farmer $27 for a ton of old hay. Oats have been costing him 55 cents. Everyone will remember that a few years ago hay could be bought for from $12 to $15 a ton, while oats averaged around a cent a pound or a little better.

These are two big items in the expense of operating a business where two or three delivery wagons are used. They mean that cost of horse feed has advanced from 70 to 100 per cent. and more.

Yet in face of these facts and others pointed out by The Grocer a couple of weeks ago, there are farm journals and daily newspapers "kicking" about farmers not getting enough for their products, and middlemen overcharging the consumer. Is there any paper with any fairness whatever in its makeup that will criticize anybody for getting a profit above invoice cost plus overhead expenses? How would an individual live if he did not? The merchant must sell to make a profit above his total cost if he wants to continue in business.

It is because merchants have to pay from 25 to 50 per cent. more to operate their business than a few years ago that helps to increase the cost. They have no control over these advances. If the farmer insists on $27 a ton for hay and 55 cents a bushel for oats, can the merchant let his horses starve because of these high prices?

We do not criticize the farmer in getting the best price possible. Farm-product prices are ruled by supply and demand as in everything else. But what we do object to, is that certain farm and daily papers should accuse the merchant of taking unto themselves an undue portion of the increase in farm products since prices have gone up.

EDITORIAL NOTES.

Turn the spotlight on the spice shelves. The pickling season is now on.

* * *

Can a grocer make a net profit on sugar? Certainly he can if he is not a charitable institution.

* * *

Investing the surplus cash must be carefully attended to. Henry Johnson, Jr. gives some good advice in this issue.

* * *

What a happy family the R. G. A. of Hamilton has made of its members! Competitors make presentations to one another.

* * *

Twenty-seven dollars a ton for hay has recently been paid by a Toronto merchant. And yet the farmer is not getting his share of advance in price of farm products.

* * *

The merchant who does not cater to the trade of children is losing a great chance of increasing his business. Get the children and their parents will follow.

* * *

"As pure as honey," is a statement that can be made with confidence. If every man has done his duty, there is no such a thing as a compound honey on the market.

* * *

Some philosopher has stated there is nothing permanent but change. Quite likely he was thinking of change in window displays as a factor in making temporary customers permanent.

* * *

An Ottawa doctor is worrying over dealers being allowed to purchase goods before a certain hour on the city market. There is, of course, a by-law governing this, and probably it should be lived up to. But isn't this kind of prohibition a restraint of trade?

Lesson 19--Course in Card Writing

Illustrating the Practical Use of Brush Outline Script, Introducing the Striped Effect in Making Fancy Cards.

By J. C. Edwards. Copyright Canada, 1911.

To be fair with the student in card-writing, we do not recommend the script lettering for ordinary cards. In the first place, it is too fine-lined to be easily read at a distance; in fact, a few feet away renders it almost unintelligible, only the wide strokes showing. Then, another point that favors the heavier type letter more than the fine scrip is the fact that the script does not lend itself to larger writing where a whole sentence or paragraph is required, as the more broken up it is the less readable it becomes, and it even becomes unsightly.

Script a Graceful Letter.

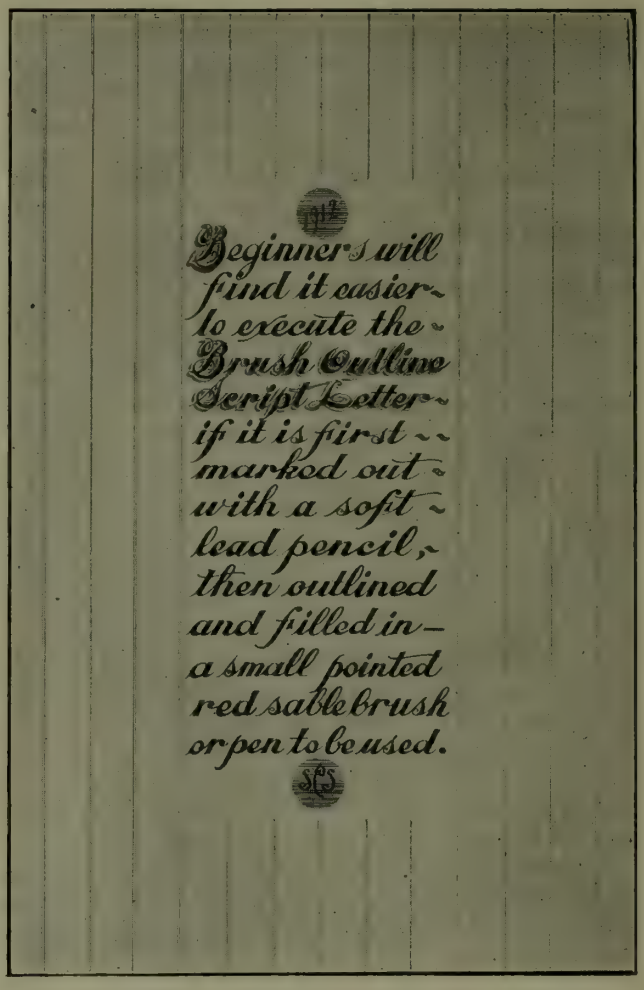
However, the script, when gracefully written, may be used to advantage in many cases, and is quite desirable for a change for special style and exclusive window cards. To execute the script well, it requires a great deal of practice to get a nice flowing effect. The proper slant, too, is very essential, and the more practice given the more graceful and easy will be the execution.

Heavier Stroke for Cardwriting.

The script usually taught and often used in card work is decidedly too light in the stroke, and should not be used, except for very fine window displays such as for jewelry, etc. We contend that any letter that cannot be read easily the width of a sidewalk is too light, and not at all in good form with merchandizing ideas of to-day. Of course, pretty much the same formation is used in all script letters, the difference being in the heavy or shaded strokes, and even the fine lines may vary to a degree.

Though in some cases the letters do no really join, yet they are given that appearance which is absolutely imperative, otherwise the words would be broken up, resulting disastrously to the reading of the inscription.

Practice the various strokes found throughout the lesson—strokes such as No. 1 of "A," No. 3 of "B," No. 1 of "E," and so on, until you become thoroughly acquainted with them. Then, learn to associate the various strokes and arrange them so as to give the proper slant to the completed letter; for instance, take the letters "F" and "T" (the strokes are practically the same in these two with an addition in the "F"). Try the various effects that changing the strokes on these letters have, and end up by making them right as shown in the plate.



The lined effect applied to the entire face of the card.

Practice Making Circles.

Take your fine pointed brush (a red sable rigger) and fill with ink, thinned so it flows readily, but not too easily, and practice making scrolls and circles, half moons, crescents, cymas, etc., until you get complete confidence in yourself, then join these together, forming letters, and end up with words. Follow the strokes indicated by the arrows and numbers, and watch your slant and spacing.

The Cards, and How to Make Them.

At first one would say that the work of ruling the fine double lines on the striped card was a waste of time. Yet the actual time spent in doing this was only a few minutes, and it gives such a decidedly different effect that we believe it is worth the trouble. It makes a fancy card (not fancy like the other, but a novelty) out of a plain one. A ruling pen and "T" square was used for this purpose, making the stripes 1 inch apart, leaving a white panel in the centre for the wording. To demonstrate the use of the script lettering in the cards belonging to this lesson, it was necessary to use the lower case, as will be taught in the next and last lesson of this series. Script capitals cannot be used together to make up a word.

The Lined Effect.

A number of very catchy effects may be obtained by using the fine lines. One way is to line the letter as was shown in a previous lesson; another idea is to line the card around the letter and decoration, and yet another style, which is very effective, is to line the decoration as is shown in the accompanying card.

The whole design and letering in this case was pencilled out, then outlined with a brush and ruled with a ruling pen, leaving the lettering open. The spray of roses and the ribbon was then given a tint—any desirable tint of very

Concluded on page 36.

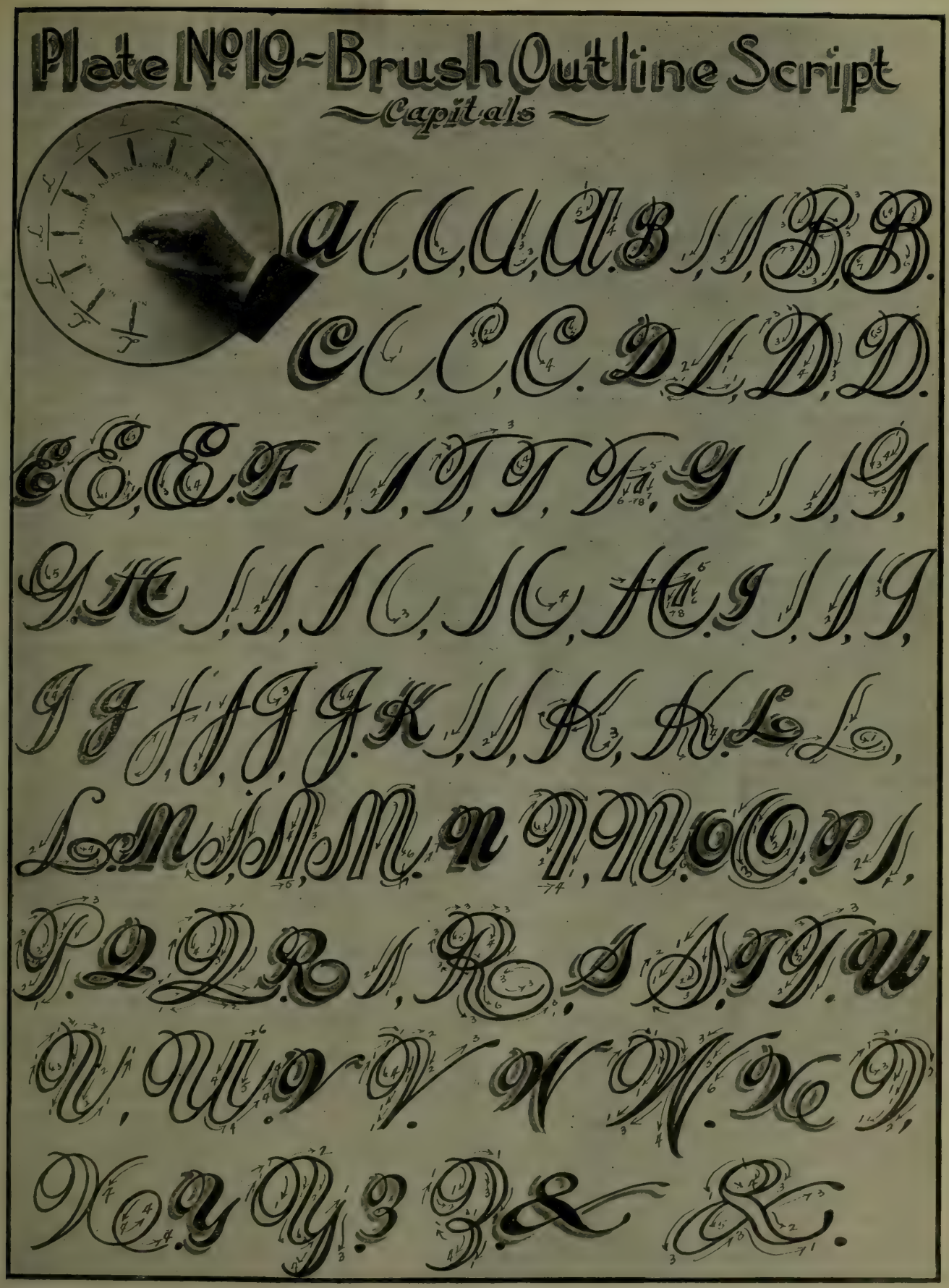


Plate showing the various strokes used in brush outline script.

Making Sales Above the Actual Demand

Actual Instances Described—Order of Meat Sauce Added to Sugar—How the Ruffled Feelings of Woman Customer Were Quieted Down—Trouble Over Bad Pineapple — Farmer Convinced That Dearer Seed Corn Was Best Buy.

The writer not long ago spent a day in a country store. The day's proceedings furnished excellent object lessons in retail salesmanship which go to prove strongly the possibilities in selling goods over and above actual demand when proper methods and sufficient efforts are brought into play.

This particular store is situated in a village with a population of about 1,500. It was quite early in the morning before the usual dusting had been completed, that the first telephone order of the day came in. It was from a local hotel. A dollar's worth of sugar was wanted. The young man at the phone was anxious for more business. He enquired if there was anything else wanted, to which the reply "No" came back.

But he did not give up here. "How about some meat sauce?" was the enquiry made. "You like the —— brand, don't you? We have some of that on hand now." The result was that an order for six bottles was secured to go along with the sugar.

Heat Affected His Appetite.

A little later a woman customer entered the store, She purchased a couple of staple articles.

"I don't know what to get to eat," she remarked. "My husband doesn't seem to like anything this weather."

"We have some nice lettuce and onions," the clerk suggested, and going over to the display he held up a couple of the best bunches. Their freshness seemed to appeal to the customer and she ordered two bunches of each.

A Woman Hard to Handle.

The next salesmanship record was made by the proprietor himeslf. He demonstrated himself not only a salesman but a diplomat as well. He turned what to many another grocer would have been sure defeat into real victory.

It was a woman who appeared on the scene just before noon. She was not in a buying mood either. In fact she was decidedly the contrary and also contrary with the accent on the second syllable. It might be stated that she was what the merchant described as a "ticklish" customer. Not that she was "tickled" very easily but that she was liable to fly into a fit at the least provocation and decide to deal at some other store.

The look in her eye when she appeared at the front door denoted plainly that fire dwelt within. She sailed into the store under a full head of steam and waltzed up to the proprietor.

"One of those old pineapples you sent me up yesterday was rotten," she broke forth. "I want you to understand that I'm not going to pay for any rotten old goods like that. When I cut it open there was a great big rotten streak down the centre. You needn't think you can pawn your old stuff on me."

Ruffled Feelings Smoothed Out.

"Why we don't want to, Mrs. Long," the merchant replied. "I am very sorry that one of the pines was bad. We will give you another in place of it."

She was rather non-plussed. She had expected to have the merchant refuse. She was ashamed of her temper.

"We are going up your way right away," the merchant continued, "and we will send a good one up." He selected one of the best.

The customer smiled. She had won her point. The merchant took advantage of her pleasant mood. He enquired if she did not want to purchase some more pines. It seemed rather nervy so soon after the fracas but he placed six on the counter and remarked, "Now you ought to put down at least a half a dozen more. These will do up fine. They are just right." She purchased the half dozen.

This time the merchant smiled. He had won his point and more than made up the loss on the bad one.

A Farmer to Deal With.

The grocer went to dinner. He returned in an hour. The clerk was waiting on a farmer. While he parcelled up some goods, the grocer enquired of the customer if he needed any seed corn.

"Yes, I do," replied the farmer, "but you are too dear on it. You want $1.40 a bushel. I can buy it cheaper at Jones."

"What can you buy it for at Jones?"

"I can get it there for $1.10 per bushel," was the reply.

"Yes, but what kind is it?" enquired the grocer. "This of mine is kept on the cob until I order it and then is freshly shelled, so that there is no danger of its heating and destroying the germination. The corn that Jones is selling is shipped in carloads—in fact it is about the same as I sell for feed."

"Well, I bought it last year and it turned out alright," came back the customer.

"Yes, that is possible and you might buy it again and have it come up alright. But then you are running chances. When you sow a field it doesn't pay to take chances on a poor yield for 30 cents a bushel."

The farmer saw the force of the argument and purchased.

It All Depends.

Thus goes the game of salesmanship in the retail store. In many stores the extra amount of business secured in this way totals up to an appreciable amount. In other stores the amount of new business created is quite small. It all depends upon the merchant and his clerks.

There are many opportunities presented in every store for the display of real salesmanship methods. On the ability to create sales over and above actual demand depends to a large extent the success of a business or the success of a clerk.

STEELTON MERCHANTS GET TOGETHER.

Are Interested in Ontario R. G. A—Have Formed Protective Association.

Toronto, Aug. 15.—Secretary Wm. C. Miller, of the Ontario Retail Grocers' Association has received a letter from D. O. Weldon, town treasurer of Steelton, Ont., which will be of interest to association workers. Mr. Weldon points out that Steelton merchants have formed a protective association, and are desirous of affiliating with the Ontario R. G. A. They want information as to the platform of the new association, annual fee, etc., all of which Mr. Miller has forwarded.

Steelton is located in Algoma district, near Sault Ste. Marie.

The Ontario R. G. A. has now received its papers of incorporation from the Provincial Legislature and is prepared to go ahead with business.

VALUE OF CINNAMON AND MUSTARD.

Cinnamon and mustard are exceedingly useful spices by reason of their preservative power. They prevent the growth of germs in food and thus preserve it. Ginger and black pepper do not prevent the growth of germs.

Current News of the Week

Quebec and Maritime Provinces.

J. Beland, grocer, Allen's Mills, Que., died recently.

Wm. Elliott, grocer, Montreal, has sold his business.

J. E. Roy, grocer, Montreal, has sold to Laberge & Frere.

The death occurred recently of Arthur Berthiaume, Ste. Foye, Que.

F. C. Fillmore, general merchant, Riverside, N.B., has sold to Jarvis S. Hayward.

R. Hendry, of Rose & Laflame, Ltd., Montreal, has returned from New York after a short holiday.

A. G. Snowdon, of Snowdon & Ebbitt, commission merchants, Montreal, is on his way to the Northwest.

Lieut.-Col. Frank Meighen, president of Lake-of-the-Woods Milling Co., has returned from a trip abroad.

J. J. Gilmor, of John J. Gilmor, & Co., Winnipeg, was in Montreal this week, calling on the principal manufacturers.

C. S. Gyftakis, manager of the Oriental Produce Co., Montreal, has gone to Toronto, where he will call on his agents.

H. Nagle, of H. Nagle & Co., has been spending the better part of the summer at Laprairie, P.Q., leaving Montreal for this quarter after business.

A. W. Hugman, of A. W. Hugman, Limited, has returned from a business trip to the coast having called on the trade in all the principal centres.

Ernest de Feo, of P. Pastene & Co., importers, Boston and Montreal, has left Montreal on business and will take in all the principal centres through to the coast.

L. A. Delorme, Laporte, Martin & Co., Limited, Montreal, has left for an automobile trip to New York, with his family. Chas. Martin, of same firm, also is on a vacation.

The North Atlantic Fisheries, Limited, will be the new name of firm which for the past number of years has done an extensive fish business, as the Halifax Cold Storage Co., Ltd. The latter company was established in 1906 for the purpose of supplying cold storage room at Halifax for the produce and provision trade, and bait for fishermen, as well as providing space and facilities for the company's own fresh fish and provision trade. Plants in addition to Halifax plant have been built and are operated at Canso and Port Hawkesbury. The directors of the new company are:—Arthur Boutilier, president and general manager; H. N. Wallace, O. E. Smith, R. A. Corbett, Dr. C. F. Fraser, Thos. Notting, F. B. McCurdy. W. R. Spooner is sales manager for Canada west of Montreal, having acted in a similar capacity with the old firm.

C. E. Creighton & Son, is the name of the Halifax brokerage firm succeeding C. E. Creighton, instead of Creighton & Son, as announced in last week's issue.

Ontario.

A. Wyles, grocer, Toronto, is succeeded by W. W. Hall.

W. A. Hunter, grocer, Galt, Ont., has sold to W. A. Dixon.

C. B. McLean & Co., Ottawa, have succeeded C. B. McLean, grocer.

W. M. Burrows has opened a general store in Riverview near Dundalk, Ont.

A. E. French & Co., general merchants, North Bay, Ont ., have sold out.

Wm. Davies, retail store at Galt, Ont., held their annual picnic on Thursday last.

Brown & Savage, general merchants, New Sarem, Ont., have disposed of their business.

Cole Bros., general merchants, West Lorne, Ont., have disposed of their business to Jos. Lemon.

The Ontario Retail Grocers' Association, have obtained their charter from the Provincial Government.

Robertson & Stonehouse, general merchants, Steelton, Ont., have dissolved partnership, Mr. Stonehouse continuing.

F. T. James, wholesale fish merchant, Toronto, who is in the Old Country, is expected home about the end of the month.

Chas. Hall & Sons, have disposed of their general store at Postville, Ont., to Benj. Chapman, formerly of Bronte. Mr. Hall and his sons have conducted this business for nearly twenty years.

H. W. Wright has purchased Mrs. Deacon's stock of groceries on Dundas street, London, and is running same off and closing up the store.

F. E. Robson, of F. E. Robson & Co., grocery brokers, Front street, east, Toronto ,returned last Friday from a trip to the Old Country. He was accompanied by Mrs. Robson and has been away since June 14. He reports conditions good in Great Britain, the chief unrest in industrial circles being due to Lloyd George's new insurance act.

Earnings of the Robert Simpson Co., Toronto, for the first six months of this year are considerably better than last year. Business during that period has been twenty-five per cent. ahead of any previous year, and profits are proportionately greater. Net earnings for 1911 were $586,149, and if business is as good for the next six months, indications are that the net for 1912 will reach nearly three-quarters of a million.

C. C. Hinds, retail grocer, Barrie, Ont., has been on a two weeks' holiday trip, accompanied by Mrs. Hinds, to the Thousand Islands, Niagara Falls and other places. Mr. Hinds was in Toronto during the week and expects to return to Barrie on Saturday or beginning of next week.

A confectioner in Toronto, has been ordered to pay a $10 tax for inspection of an overhead illuminated sign. The inspector's charge was 25 cents per foot and the company objected, but the objection was overruled by the magistrate. Secretary E. M. Trowern, of the R.M.A., states that the association will take steps to have the by-law repealed as no tax is paid by owners of non-illuminated signs.

Western Canada.

H. A. Fisher, grocer, Halbrite, Sask., has succeeded B. W. Gerow.

C. H. Flett, grocer, Little Britain, Man., has sold to H. B. Johnston.

H. H. Harder, general merchant, Herbert, Sask., has sold to Zacharias Bros.

D. W. Macmillan, general merchant, Perdue, Sask., has moved into a new store.

P. J. Monaghan, general merchant, Riviere, Qui Barre, Alta., has sold to T. A. Brereton.

J. E. Robinson has purchased the general store business of the Liberty Trading Co., Craik, Sask.

F. C. Brown & Co., have succeeded Donnelly, Watson & Brown Co., manufacturers' agents, in Vancouver, B.C.

The general store business formerly carried on by Stringer & Pfeifer, Cochrane, Alta., has been taken over by Hall & Werner.

—⚙—

EXPLAINING MATTERS.

Young wife—"But that's very expensive, especially as it's in season, isn't it?

Greengrocer—"Well, madam, it is and it isn't, as you might say. What with the French gardening and what not, the vegetables that used to be out of season are in, and them that is in is out, owing to the demand for the others.—Punch.

Sugar Down--Prices on Peas and Berries

In Spite of Good Demand and Temporary Short Stocks Sugar Takes Slump—New Prices on Canned Peas and Raspberries Show Advances Over Year Ago—Pea Crop Injured by Hot Dry Weather in Mid Summer—Delivery Only About 52 Per Cent—Canned Bean Prices Same as Year Ago—Valencia Raisins to be High.

QUEBEC MARKETS.

POINTERS—

Sugar—Down 10 cents cwt.

Currants—Firm.

Imported Mushrooms—Up.

Candles—Up ½ cent.

Cotton Twine—Up ½ cent.

Montreal, Aug. 15.—In all centres here trade has been better than during corresponding period of last year. This being particularly encouraging when one considers the high level reached for practically all lines.

Imported mushrooms cannot be secured now in very large quantities, the shortage bringing about an increase of 2½ cents putting the price of the extra quality up to 25-26c.

The ruling prices now for red raspberry are the opening prices, i.e., 2.12½-2.15, while opening prices for Golden wax and Refugee green beans are one dollar for group A, and 97½c for group B, but present selling prices are $1 in each case. New prices are to hand for extra fine sifted peas, namely for groups A and B, 1.75 and 1.72½ respectively. We quote as follows on other varieties:—Groups A and B of English garden, $1.25 and $1.22, respectively; early June, $1.30 and $1.27½ respectively; sweet wrinkle, $1.35 and $1.32½. These are also the prices now ruling.

Stearine candles, which come from England are marked up a ½ cent, while cotton twine is also up to same extent. In the latter case, however, everything points to a further increase as even though prices have been declining rapidly in the cotton market, after recent flurry, cotton twine manufacturers are six months behind in orders, and the raw material purchased lately has been secured at the higher level. Dealers would do well therefore to keep an eye on the cotton market.

Reports are to hand of failure of olive crop, so that prices are moving up.

SUGAR.—The general good reports to hand of the prospects of new crop all over combined with the removal of that bullish feeling which prevailed quite lately, have tended to ease situation and prices declined 10 cents on Tuesday.

The change in weather may bring about a decrease in the phenomenally strong demand, because it looks as if the hot weather which naturally stimulates the manufacture of ice cream and soft drinks has run its course.

Granulated, bags	4 95
Granulated, 20-lb., bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 85
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUP. — With cooler weather coming along buyers are beginning to pay more attention to molasses, but we cannot say that the situation as it stands to-day, as far as demand is concerned is any too good. There is, however, a replenishment of supplies going on amongst bakers and fairly good prices are paid but grocery grade are better maintained owing to possibilities of short crop in Louisiana.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 41
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

TEA.—The demand for teas is still good, but large sales have not been as frequent this week, still the jobbers have handed over some substantial business. Prices are firm in sympathy with far east and general activity is reported from those districts.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee market has turned weaker during past week, a number of points downward having been registered in primary markets. But as it takes 100 points to make a cent either upwards or downwards it can easily be seen just how little effect a ten or fifteen point decline would have on the prices now quoted by Canadian roasters. The local trade has picked up on the other hand and some substantial business has been transacted at full prices. The mild grades are not much called for the demand being unusually slow.

It is reported that there have been a number of failures among exporters of Santos, and a number of big jobbers through lack of confidence in situation are cutting down their credit limit. It looks, therefore, as if the smaller men must soon throw up the sponge if no relief comes forward, a state of affairs which will leave the coffee trade of all countries entirely in the hands of the more influential houses.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 26	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—The general demand for spices is somewhat limited just now, though up to a week ago there was good call for all lines. It seems as if grinders and jobbers are living in hope of set back arguing that market cannot continue upward all the time. There was a marked reaction in Lampong peppers of late and this in one way has tended to create a waiting attitude on part of big buyers.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 18
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

DRIED FRUITS.—There is stronger feeling in market just now, and while rush season is not yet at hand, nevertheless things are brightening up some. Muscatel raisins are stronger owing to fact that stocks of 1911 crop carried over are reported to have been either bought up or at any rate held under option. The reports concerning Valencia new crop are thoroughly favorable and it looks as if there will be an easing off in market pretty soon.

The primary situation is thoroughly interesting for in spite of the fact that this is a dull season a number of offers have been made for stocks but holders have refused to part with them evidently looking for higher prices as result of certain reports floating round relative to new crop prospects. It is likely that crop of Greek currants will fall short

of last year by good margin and firm feeling prevails. The quality of the new crop depends entirely on the weather, as drying is now in full swing, so that the weather clerk will receive more than ordinary attention during the next few weeks.

ONTARIO MARKETS.

POINTERS:—

Sugar—Down 10 cents.

Canned Peas and Beans—New prices.

Canned Raspberry—New prices.

Valencia Raisins—Firm market.

Toronto, Aug. 15.—Sugar declined on Tuesday morning 10 cents per cwt. This is one of the interesting features of the market. By many it was thought unlikely in view of the strong retail demand and dearth of stocks.

Prices in advance of the regular bulletin quotation have been given out by canners on beans, peas and raspberries. Opening prices on beans are similar to last year, but the new prices on both peas and raspberries are considerably in advance of a year ago. These will be noted in our canned goods column.

Official prices are out on canned salmon and are same as the advance quotations given in our last week's issue.

Business is fair for season with collections a shade on the quiet side. With opening of Exhibition two weeks hence local trade will be given a big impetus.

Sugar.—A decline of 10 cents occurred in sugar on Tuesday of this week following decline on the New York market. Just at present sugar stocks are small and refineries are behind in delivery. In view of this and the big demand some sugar men were not anticipating drop just now, although it was generally supposed it would come soon. One reason for short supplies is given that three or four weeks ago speculators put up raws several points and market was oversold. It is expected, however, that conditions will come to normal in a couple of weeks' time. It is common property that raw markets in Europe and Cuba have been easy and cause of decline in New York is attributable to this. If refiners get caught up in orders it is possible further weakness may develop here.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

Dried Fruits.—Much interest is centred in dried fruits because of the apparent general easiness of the California market and the strength shown in Valencia raisins in Spain. California seedless and seeded raisins are quite easy, but Valencias may possibly run as high as 9 cents. In such a case Californias may strengthen.

Some wholesalers are offering fine Patras currants to arrive about the end of October at 7¾ cents and Voztizzas at 9½ cents.

There is a general quietness felt in prunes. Last year many retailers were loaded up with prunes and they are now being more careful.

It might be added that while present California market is easy, dried fruits to arrive are selling freely.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 06	0 06½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

Spices.—Splendid business is passing in pickling and mixed spices in view of pickling season. Spices are generally firm but more so in case of white pepper, mace, cloves, nutmegs, and cream of tartar. Cloves are expected to soon go over the 25 cent mark for minimum quotation while in another week or ten days 30 cents may mark low figure in white pepper. Cream of tartar is firm at last month's ¾c advance in primary market in France.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb., in bulk		0 10	0 12
Celery seed, per lb., in bulk		0 40	0 45
Shredded cocoanut, in pails		0 16¾	0 17¾

CANNED GOODS.

TORONTO. — Prices on peas which have been awaited for some time are not yet announced in official bulletin from canners. But advance sheets have been sent out with these new prices and they indicate that peas will be high this year. Standards No. 4 are $1.25 against $1 a year ago for grade A. It looks as if weather had again prevented good pea crop. The hot dry weather late in June and early in July was responsible. The entire pack is only about 52 per cent. of orders booked prior to May 1. This means that the canners who guaranteed 60 per cent. have to go into the market to purchase the balance. In the United States similar conditions exist. Some canners there can only deliver 50 per cent. of orders.

Wholesalers' orders for extra fine sifted will probably be filled in full, but there will only be about 35 per cent. of standards, 15 of early June and 10 of sweet wrinkled.

Prospects are for good pack of beans, although percentage of delivery is not yet known. Opening prices in golden wax and refugee green beans are $1—same as last year. In fact opening prices on all beans will be similar to year ago.

Canned raspberries are higher than 1911. Two's in heavy syrup, black and red, are $2.15 as compared with $2.02½ last year. Of course it will be remembered that year ago raspberries advanced quickly from wholesaler to retailer after prices were announced. Pack of red raspberries will probably allow 65 to 70 per cent. delivery or more.

Official salmon prices are also out and will be seen below. These we named in The Grocer a week ago, in advance of official announcement.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Extra fine sifted, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
Group B are 2½c per doz. less than above.	
Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½
Group B are 2½c per doz. less than above.	

SALMON PRICES.

Sockeye—	
1 lb. falls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. fall	2 50
Red, ½ lb. flats	1 50
Coboe, 1 lb. falls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. falls	1 25

MANITOBA MARKETS.

POINTERS—

Prunes and Loose Raisins—Weaker.

Syrups—Advanced.

Beans—Advanced.

Canned Salmon—Advanced.

Winnipeg, Aug. 14.—Local wholesalers report business satisfactory, and shipments to country points are very heavy.

Both canned salmon and canned haddock have advanced in price, and there is little hope of any lowering when the new pack comes on the market about October 1st, as catch is not up to average.

Beans are a little dearer and Patna rice has also advanced.

Collections are fair and cash trade in city above average.

SUGAR.—A decline of 10 cents occurred on Tuesday in face of strong demand. Dealers have difficulty in obtaining sufficient stocks.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUP—Steadily advancing butter prices are causing a better demand for syrups. There is a general advance to record of 5 cents per case on crown and beehive syrups and barbadoes molasses are stiffer.

Syrups—		
24 2-lb. tins, per case		2 38
12 5-lb. tins, per case		2 78
6 10-lb. tins, per case		2 66
3 20-lb. tins, per case		2 67
Half-barrels, per cwt.		4 04
Barbados molasses, in half bbls., per gal		**0 45**
New Orleans molasses, half bbls., per gal	**0 30**	**0 31**
Maple syrup—		
Imperial quarts, 2 doz. case		**6 70**
½ gals., 1 doz. case		**5 85**
Gals., ½ doz. case		**5 40**

DRIED FRUITS—There is a decline in loose muscatel raisins and other lines are likely to follow. Prunes have taken a drop in the local market. Business is fair, but will not be active until supplies of green fruits become shorter.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07⅞
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅜
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05½
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

NEW BRUNSWICK MARKETS.

St. John, Aug. 15.—The outstanding feature of the market locally this week was the reduction in Ontario flour which declined 25 cents. No change is looked for at present in Manitoba patents, but by time the spring wheat crop is assured lower prices may possibly be expected. The reason given locally for the lowering in Ontario patents is that the crop is already harvested and there have been many speculations causing weakness. Feed still keeps high and reports here are that millers are unable to furnish large quantities because of the West demanding same through increased consumption.

Following items have been taken from The Canadian Grocer of Aug. 19, 1892:

"The employes of D. S. Perrin & Co., London, Ont., held their annual picnic at Port Stanley on Saturday of last week."

Editor's Note.—This firm is still doing business in London and holds a picnic for employes annually. In a recent issue of The Grocer an account was given of this year's event.

* * *

"The Morse Soap Works at Front and Beach streets, Toronto, owned and operated by Jno. Taylor & Co., were discovered by the watchman to be on fire at 11 o'clock on the night of the 11th inst., and for a time it seemed that the entire plant was doomed to destruction. As it is the loss will exceed $20,000.

Editor's Note.—John Taylor & Co., are still located on Front street and are therefore among present day firms in business twenty years ago.

CHILLIWACK MERCHANTS' PICNIC.

First Annual Proves Big Attraction—Free Refreshment.

Chilliwack, B.C., Aug. 12.—The first annual picnic of Chilliwack Retail Merchants' Association was a success. It included races of various discriptions, firemen's contests, tug of war, nail driving contest, etc., and a big parade. The latter was made up of automobiles handsomely decorated. On their arrival at the grounds W. Lyle Macken, president of the R.M.A., spoke for a few minutes giving a hearty welcome to all and emphasizing the pleasure it gave the merchants to entertain the people of the town and surrounding country. The merchants realized that everything which tended to develop the rural district developed the city as well and assured those present of the desire of the merchants to assist all such work in both city and country. He then introduced Mayor Waddington who also spoke a few words of welcome and congratulation on the success and management of the first merchants' picnic.

Luncheon was then partaken of, the ice cream, lemonade and fruit being distributed free.

PRESENTATIONS TO HAMILTON GROCERS.

Hamilton, Ont., Aug. 15—(Special).—Some of the officers who handled the 1912 picnic of the Retail Grocers' Association were honored at the last regular meeting of that body.

J. A. McIntosh, chairman of the Picnic Committee, was presented with a leather covered Morris chair, the presentation being made by President Ed. Hazell. Mr. McIntosh had a great deal to do with engineering the successful outing to Grimsby Beach and the president had some warm words of praise for him.

James Main, treasurer of the same committee, was given a davenport and M. R. (Bay) Hill, the secretary of the association, was the recipient of a purse of gold. Charles Peebles made the presentation to Mr. Main, and John Knox to Mr. Hill.

SHOW CARD WRITING.

(Concluded from page 30.)

light wash colors so that the lines will show through what may be used. In this case, for reproduction, two shades of grey were employed. The lettering was then filled in with an opaque grey. Grey, of course, is rather a dead shade for window cards in practical use, and we would suggest brighter tints, which would blend with the goods being shown in the displays.

For the small script lettering a pen may be used to outline.

Further particulars regarding pens, brushes, outfits, etc., may be had by writing to the editor of this paper, 143 University Avenue, Toronto.

Large Quantities of Canadian Peaches

Market Receiving Many This Week—Good Supply St. Johns Expected for Next Week—Declines in Lawtonberries, Tomatoes, Beans, Etc.—Canadian New Potatoes Replacing Imported——Corn on Cob Selling Well.

Canadian peaches are plentiful now on fruit markets. This refers particularly to the cling store varieties, but St. Johns made their debut in small quantities and in another week will be fairly plentiful. In view of the receipt of such large quantities peach prices have dropped, both Canadian and Californian. Fruit growers in the Niagara Peninsula estimate a fairly good peach crop. A "fair average" is what they term it, with splendid crops in some orchards and poor in another.

This week will practically see the end of raspberries, gooseberries and red currants, but Lawtonberries are having their innings. So much so that prices have eased off 3 or 4 cents per box.

Lemons are not at all plentiful and not likely to decline any. Verdellis are wearing few and although some are on the way there will not be many. Brokers are taking orders for Fresh Cuts which will not arrive till October. No prices are being quoted until information re supply is known.

In vegetables, tomatoes, cucumbers, beans and Canadian potatoes are plentiful. Tomatoes have declined considerably in face of heavy supplies.

MONTREAL.

FRUITS.—The sale of California fruit locally has been on quite a large scale, the prices being well within reason.

A despatch from Sacramento, states that reports from the districts of Northern California where table grapes are grown indicate that the crop will be slightly smaller than last year and growers are looking forward to higher prices. The major part of the shortage will be in Tokaye. The crop will amount perhaps to about 7,500 cars.

Apples—		
Spies	4 50	7 00
Bananas, crated	2 50	2 75
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	9 00
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	3 50	4 00
Mexican	....	2 75
Sorento	2 50	3 00
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.—The vegetable market presents unusual activity, all wholesalers reporting a satisfactory movement of all lines. Cucumbers are becoming scarce while Egyptian onions may soon be marked off list. Radishes also are not very plentiful. Potatoes have not been of as good a quality as usual, but price is same.

Beans, green, bags	....	1 80
Wax beans	....	1 80
Carrots, dozen	....	1 00
Cabbage, crate	....	1 80
Cauliflower, dozen	....	1 75
Celery, Bermuda, dozen	....	1 50
Cucumbers, basket	....	1 50
Peppers, green, crate of 6 baskets	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Onions—		
New Egyptian, per lb.	0 04	0 05
Radishes, dozen	....	0 10
Sweet potatoes, per basket	....	3 00
Potatoes, Green Mountains, bag	....	1 75
New potatoes, per bbl.	4 00	....
Spinach, per bbl.	....	1 50
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

FRUITS.—The local fruit market this week saw an abundant arrival of peaches both foreign and domestic. There were peaches, peaches everywhere and prices from a week ago are much reduced. The reduction so far as Niagara peninsula was concerned ran from 20 to 40 cents per basket. The Canadians arriving are chiefly the clingstone variety. These have not the flavor of the St. Johns which will be fairly plentiful next week. In fact, the latter began to arrive on Tuesday of this week, but only small quantities were secured.

Considerable business is being done in California plums, peaches and pears. Lawtonberries arrived freely during week and prices sagged about 3 cents per box. Raspberries to all accounts and purposes are off the market and gone for another year, and gooseberries are passing quickly. Only some firms could supply the latter this week. Red currants have also disappeared.

Lemons are scarce and with continued warm weather will firm up further. There are some Verdellis on the way, but quantity is reported small. Fresh cuts will not arrive until October.

Bananas, per bunch	1 50	2 00
Red bananas, per bunch	3 75	4 00
Grapes, per box	2 75	3 50
Huckleberries, basket, 11 qt.	1 00	1 50
Lemons, Verdelli	5 00	5 25
Limes, per 100	1 25	1 50
Lawtonberries, per qt. box	0 10	0 12
Oranges—		
California, late Valencias, case	4 00	4 50
Raspberries, per box	0 13	0 15
Watermelons, each	0 30	0 50
Canadian cherries, red, sour, 11-qt. bkt.	0 85	1 10
Gooseberries, 11-qt. basket, large	1 25	1 50
Red currants, box	0 08	0 09
Black currants, 11-qt. basket	....	1 75
California Fruits—		
Peaches, box	....	1 50
Pears, per half box	....	2 00
Pears, Bartlett, full box	2 50	2 75
Plums, box	1 50	2 00
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 25	0 35
St. Johns, 11 qt., Leno	1 00	1 25

VEGETABLES.—Among the chief vegetables on market this week were tomatoes, green beans, cucumbers, marrow and new Canadian potatoes. Corn on cob in bags, of 10 dozen each, was also offered freely and is selling well. With few exceptions, Canadian vegetables are replacing imported and are being taken up by retailers in enormous quantities. United States potatoes have practically gone off the market before increased domestic supplies. In view of increase in arrival of tomatoes prices have gone down considerably, practically half from week ago. From now on, business in all lines of home grown stuff will increase. All lines will soon be within reach of smallest purse.

Beans, green, Canadian, basket, 11 qts.	....	0 40
Beets, new, Canadian, basket	0 25	0 30
Carrots, new, basket	0 25	0 30
Cabbage, new, per crate	1 50	2 00
Cabbage, new, hamper	0 80	1 00
Corn, 10 doz. bags	1 40	1 50
Cucumbers, Can., basket	0 30	0 35
Marrow, bush. crate	....	0 50
Onions, hamper	....	1 25
Peas, Can., 11-qt. basket	0 50	0 55
Potatoes, new, bbl.	3 25	3 50
Peppers, green, basket	....	0 50
Tomatoes, Canadian, basket	0 35	0 40

Decline Registered in Winter Wheat Flour

When Deliveries of New Crops Are Made General, Declines in Flour and Rolled Oats Are Probable—Millers Inactive at Present—Great Crops Looked for in West—Wet Weather Sprouting Some Ontario Wheat.

Since week ago winter wheat flour has declined 25 cents. This is chiefly due to the anticipation of new crop Ontario wheat, although in reality none has yet been put on the market. Manitoba flour remains same as week ago.

Millers are now looking into future to try to determine what new world's wheat crops will bring forth. That Western Canada will have a tremendous crop is practically assured. United States has also a bumper crop, and from all accounts Russia will be in the same boat, although Russia is usually a dark horse in this regard. When new crop Western Canadian wheat comes on market, there will in all probability be a decline so that at present retailers would not be far astray in purchasing for immediate wants.

In Ontario, wheat crops are not extra good. Much land was drowned out early in season, and recently continuous rains have caused wheat in the stock to sprout in some cases. Millers state that Ontario wheat will not run over 57 to 58 pounds to the bushel on an average. Barley has suffered similarly from wet weather, but no damage has been reported re oats.

Our wheat and flour prices are too high to compete in export markets with those of United States and this is another reason for easing in prices.

Rolled oats market has shown little change from week ago, business being good but not at all rushing. Until new oat crops mature further, market in rolled oats will likely remain same.

Nothing further has been learned of progress of new Western Ontario Milling merger. On the Toronto Grain Exchange during week, bets were offered that it would not materialize. But time will tell.

MONTREAL.

FLOUR—Business at moment is slow trade being inclined to wait until some definite news comes of new crop. The export demand has also slackened somewhat, not that any very large amount of business has been transacted over the cable of late, as quotations from the other side were very much out of line, and millers were not inclined to consider them. Again, higher freight rates are counting against any active export trade in wheat from Montreal.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

ROLLED OATS —The demand has been good this week in spite of the fact that new oats will soon be on the market. Prices have been well maintained, and no concessions are likely to be made. Cornmeal is somewhat quieter.

Fine oatmeal, single bag lots		2 64
Standard oatmeal, single bag lots		2 64
Granulated oatmeal, single bag lots		2 64
Bolted Cornmeal, 100 bags		2 25
Rolled oats, jute bags, 90-lb. single bag lots		2 40
Rolled oats, cotton bags, 90-lb., single bag lots		2 45
Rolled oats, barrels		5 25
Rolled wheat, bbl.		2 75

TORONTO.

FLOUR—Winter wheat flour declined 25 cents per sack during the week. New crop Ontario wheat is anticipated which is one of the causes for the decline. United States wheat and flour prices too are below ours and millers there were able to compete successfully in the Old Country market. Until new wheat is delivered there is not likely to be much further change, but we can reasonably expect lower prices then in view of heavy crop of wheat anticipated in Western Canada.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS—No change has occurred in rolled oats or rolled wheat and none may be expected till new crops are ready for delivery. Then lower prices should follow. Trade in rolled oats is fair, with sales limited to small lots to fill actual requirements.

Rolled oats, small lots, 90 lb. sacks		2 50
Rolled oats, 25 bags to car lots		2 45
Standard and granulated oatmeal, 98-lb. sk.		2 64
Rolled wheat, small lots, 100-lb. bbls.		3 00
Rolled wheat, 5 barrel to car lots		2 90
Cornmeal, 98 lb. bags, 25 bag lots		2 30
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS—Lower prices on these lines will likely come when mills begin operating again on larger scale in September and October.

Bran, ton, car lots		$22 00
Shorts, ton, car lots		26 00

WINNIPEG.

FLOUR AND CEREALS—Rolled oats have declined slightly since last review —other lines are steady with good average demand. Flour is steady, but crop prospects indicate weakness.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 60
40 lb. sack		1 15
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

At the last meeting of the Victoria, B. C., retail grocers, it was decided to hold the annual picnic on or about August 22. The following officers were elected:—President, J. D. Jay; vice-president, E. J. Wall; secretary, J. W. Dilworth; treasurer, J. M . Robertson; chairman transportation committee, J. D. Jay; chairman printing and advertising, J. W. Dilworth; chairman sports, V. K. Gray; chairman refreshment, Thos. Lee; chairman prizes, S. Kirkham. The following general committee was elected: Thos. Lee, W. Smith, J. Young, O. Copas, S. Heald, J. Renouf, W. B. Hall, H. Lester, V. K. Gray, W. Hillier, M. B. Pollock, S. Shanks, F. Fox, A. McNeil, P. G. Cudlip, S. Adams, H. Schroeder, S. Woods, T. A. Braerton, D. Decarteret, G. Purdy, E. B. Jones, J. Fenerty, S. Kirkham, A. Brockhurst, R. Dogg, W. Burridge, T. Williams, E. G. Bailey, W. Dinsmore.

Halibut Scarce on the Pacific Coast

Cause Attributed to Increasing Number of Fleets in Past Years When There Was Always a Surplus—Some Wholesalers Almost Out of Halibut Last Week—This Scarcity Increases Sales of White Fish and Trout—Oyster Season to Open Soon.

The feature of the fish market this week is the scarcity of halibut in British Columbia waters. The decrease is proving a source of uneasiness among fishermen and at the same time is giving Eastern wholesale dealers trouble in filling retail demand.

In every year prior to the present, all halibut-producing companies have been bothered with surplus catches during summer months. This year has proved a decided exception, although steamers plying from Vancouver have been making longer trips. The longer trips have resulted almost invariably in smaller cargoes of halibut.

Instead of having surplus stock to dispose of at prices less than cost of production, as in former years, the produce companies this year have been taxed to bring in enough halibut to supply the fresh fish demands. In former years the large halibut producing companies would freeze and store their surplus catches, but this year there has been but few times when there was sufficient to freeze. The outlook for Vancouver, Seattle and Tacoma is for the smallest pack of frozen halibut that has ever been put up.

The probable cause of this shortage is the continuous hard fishing the year round by ever increasing fleets. In such a case nothing but firmer markets are in sight.

QUEBEC.

MONTREAL—Haddock and cod remain plentiful, but halibut is still scarce with price firm at recent advance, the fish, however, being a good size. The season for Gaspe Salmon is practically at an end, though local wholesalers report that they will still have supplies coming along for the next few weeks. Brook trout are not quoted on market now, but they will figure on wholesaler's lists about end of August. Lake fish are in none too good supply. An advance in price of lobsters is expected in the near future, as supplies are short. Bulk oysters will begin to arrive next week.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 11
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO—Wholesale fish dealers report a big scarcity of halibut. Last week it could scarcely be secured with the result that this market has firmed up somewhat. Trout and white fish have also been on the short side, and the demand for them has been strengthened by reason of shortage in halibut.

While fresh fish sales have been fair during the summer in spite of hot season, yet they will really not begin in earnest until next month. Dealers are beginning to think about oysters, and with September 1st there will likely be considerable business in this line.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	....	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	....	0 07
Perch	....	0 07

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX—Fish markets are becoming a little more active, but prices are unchanged. It is reported that catch on north side of Newfoundland to date is best for years, and even in Placentia Bay on south side, where fish were reported scarce early in season, good catches are now being made.

Reports just received from Labrador state that good catches have been made on the southern part of that coast, but no news yet from floaters, who have gone to the far north.

As Newfoundland Banking fleet has had best summer voyage for years, it is expected our Lunenburg Bankers will also report with large catches. In view of fact that Norwegian fishery was nearly 75 per cent. above average, news that Atlantic fisheries will be good has caused an optimistic feeling that will undoubtedly tend towards lower prices, and a much better all round distributing trade, and more profitable business to all concerned.

MANITOBA.

WINNIPEG — Business in fresh and salt fish is quite up to average. Supplies are ample to meet all requirements. Canned salmon is firm, and the new pack is expected to rule high.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 08½
Steak cod	0 07
Trout	0 11
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

Produce & Provisions

Butter and Egg Markets are Puzzling

Difficult to Tell Which Way They are Heading — Evidence to Sustain Both Contentions—Production in United States Increasing—Spring Make of New Zealand Butter to Come—General Business Good.

The provision business in the large centres this year has been splendid and in majority of cases much better than during 1911. One wholesale provision house doing a local trade in a large city states that his business in July was $6,000 in excess of same month last year. During previous months the increase averaged $3,400 per month over a year ago. This is a good sign of sound business increase and it is to be hoped is also in evidence with other dealers.

Retailers are purchasing large quantities of cooked meats. Evidently they have been busy working up a good demand for these from their customers and as season advances wholesalers find sales increasing. There have been few price changes in these lines during week.

Butter presents a number of interesting features. At moment there is an easier feeling being experienced but whether it will develop into a decline is hard to say. Demand from the Canadian West has not been as good as formerly owing no doubt to the high prices. Butter is some three cents higher than a year ago.

Some interesting statistics have been arranged, based on the United States market. Returns from 40 cold storage warehouses show receipts of butter up to August 1 this year to be 55,075,000 packages as compared with 49,514,000 in 1911 up to same date. This is an increase of over 5,500,000 and indicates that an easier feeling is underway. At present, however, Chicago quotations with duty and freight of 5 or 6 cents per lb. added brings price too high for export to this country. Some New Zealand stock has arrived at Vancouver but this is not new season's make. The shipments included some 4,000 packages. Receipts of butter in Montreal between May 1 and Aug. 7 show a decrease of 25,351 packages as compared with same period a year ago. It is therefore, difficult at time of writing to tell what is going to happen in butter. It is apparently too high for storage and yet demand is good and supply little if anything in excess.

While this week eggs are a shade firmer than last yet there are many looking for an easier market. If we do see cheaper eggs it will likely be due to United States stock underselling us even when duty and freight are added. Reports from 40 U.S. cold storage houses show receipt of 3,250,000 doz., up to Aug. 1, as compared to 3,108,000 last year up to same period. One wholesale dealer has had a quotation from Chicago offering prime candled stock, duty and freight paid for 23¼ cents. He looks for a reaction in price. But demand is excellent and Canadian supply not large.

MONTREAL.

PROVISIONS.—With cooler weather prevailing the market has been more active and supplies have been better all round. The demand for all lines of cooked meats is good, while lard is also well looked after even if price is slightly on high side.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 15
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 19
Spiced roll bacon, boneless, short, per lb.		0 15
Boiled ham, small, skinned, boneless	0 26	0 28
Hogs, live, per cwt.	9 25	9 50
Hogs, dress, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs., per lb.		0 14⅛
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14⅝
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs. net, per lb.		0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		26 00
Bean pork		17 50
Canada short cut back pork, bbl., 45-55 pieces.		25 50
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Plate beef, 100 lb. bbls.		8 75
Plate beef, 200 lb. bbls.		17 00
Plate beef, 300 lb. bbls.		25 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 11

BUTTER.—While prices been maintained yet there is an easier feeling in the butter market but wholesalers do not expect that there will be any material drop in price and supplies are beginning to fall off at many points. Since May 21 there has been a falling off of 26,383 packages as compared with corresponding period of last year. But there are some who are confident that present prices cannot be maintained, as they claim that cold storage stocks in the U.S.A. are gathering up quickly and the make now going on is also showing a decided increase. These points taken for what they are worth, go to make an interesting situation.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	0 22	0 ■

EGGS.—Demand for all grades has been good at high prices. Local merchants state that they do not remember prices being as high as they are at present, and there is little outlook for lower quotations at present.

New laid eggs, per doz.	....	0 32
Selects	....	0 28
No. 1's	....	0 25

POULTRY.—Trade has not been so good this week, the big rush from west having fallen off and taken the sting out of things, so to speak. Still wholesalers know that quietness is only temporary and are not open to shade prices as supplies which are short do not warrant any concessions.

Turkeys, No. 1, per lb.	....	0 24
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 16	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

TORONTO.

PROVISIONS.—Retail demand for cooked meats if anything continues to

improve. Retailers evidently are going in more and more for these lines and needless to say are making extra money. Householders do not relish working over a hot stove in hot weather so that sales are made all the more easy on this account. Some retail grocers seem content to stick to one line, cooked ham, whereas they could without much trouble sell several other cooked lines as tongue, spiced beef, roast pork, jellied hock, etc.

Few changes have occurred in prices during the week. Dressed hogs have taken an advance from $11 and $11.50 to $11.75 and $12.25 due to the prevailing scarcity in the market.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16	0 17
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	....	0 12¾
Lard, tubs, per lb.	....	0 13
Lard, pails, per lb.	....	0 13¼
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	8 15
Live hogs, local	....	8 45
Dressed hogs	11 75	12 25

BUTTER.—The butter situation becomes a Chinese puzzle when one gets the opinions of several wholesale dealers. There are those who look for an easier situation and others who cannot see anything but strong prices. Butter is not coming along very fast; on the other hand as one wholesale provision man remarked buyers have "to go and fetch it." One reason why butter is going to ease off, according to advocates of that opinion, is that it is too high for storage purposes. Butter put away at present prices will be worth something next winter. It is further stated that some New Zealand butter is on the way to Canada via Vancouver but this will not likely amount to a great deal for some time yet as New Zealand heavy spring season has not yet arrived. So far as local trade is concerned there is little prospect of it becoming much cheaper until after the exhibition. Butter, however, is too high for export and while production is acknowledged to be good in the United States, the duty of 4 cents plus freight will prevent its being brought in unless our prices rise much higher. Summed up the market is a peculiar looking one with the future hard to determine.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Dairy solids	0 21	0 22

EGGS.—If opinions differ on butter they differ just as much on eggs. For the time being eggs present a fairly strong front and some wholesalers have been quoting higher prices than week ago. However, Chicago stock may have a bearing on future prices. One dealer has brought in two car loads from Chicago for which was paid 18¾ cents. Duty and freight would bring this up to 22¾ cents per dozen. Another dealer was offered prime candled good North Michigan stock for 23¼ cents, all of which suggests the possibility of a reaction in price. At present, nevertheless eggs are firm and local retail demand splendid.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 25	0 26

CHEESE.— There is little old cheese now on this market. One or two firms may have a few but they are gradually being reduced. No change has taken place in new stock from week ago.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14¼	0 14½
Twin	0 14½	0 14¾
½ Twin	0 14¾	0 15

POULTRY.—It is too early yet for much business to be done in dressed poultry from wholesaler to retailer. The hot weather prevents it but next month will see something better. Wholesalers are buying live stock from country merchants but are discouraging the dressed stock. The atmospheric conditions are not conducive to handling dressed with any degree of certainty and losses are likely through tainted flesh. Below is given both a list of prices paid by commission men and wholesalers to country merchants for live stock and those charged retail purchasers.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 17	0 19
Spring ducks	0 10	0 13
Old fowl	0 10	0 12
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	....	0 30
Spring ducks, dressed, lb.	....	0 23
Fowl, dressed	....	0 15

HONEY.—There is little doing yet in honey. As was previously mentioned new clover honey is on the market and prices promise to be higher than last year. The past winter was hard on the bees, killing many of them, but those that wintered well have had a fairly good season. Recent rains will insure good clover for some time yet.

Honey—strained—		
Clover honey, 60-lb. tins, per lb., old	0 10	0 12
Clover honey, 60 lb. tins, new, per lb	0 11	0 12
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

Facts About Butter Retailers Should Know

Excess of Water Removes Body—Too Much Salt in Some Butter—Losses Due to Mottle and Mould—Good Butter Can Be Easily Sold—Knowledge of its Goodness Helps the Sale.

Butter is a universal food in the household. Except in a few cases every family uses butter and when butter is used most people want it good. Retail dealers should see that so far as possible, therefore, butter for eating purposes should be as good as can be purchased.

Every dealer should know something about this important line. To know means that more of it will be sold. Customers deal with merchants who can give them information about what they eat and therefore knowledge of butter is required to sell it best.

16 Per Cent. Water the Limit.

The grocer should know that a matter of great importance in butter is "body" and "texture." Since the time when incorporation of water became a matter practised by many creameries, there has been more or less trouble with the body and texture of butter. The honest merchant will not knowingly buy butter containing 16 per cent. or more of water. He does not want the butter of a greasy nature, but is looking for that solid, boring butter that has a good stiff body, the kind butter makers call a "waxy" piece of butter.

Waves and mottles in butter, although innocent-looking spots and stripes, are costly to the merchant, manufacturer and consumer. Mottles in butter cause a loss of four to six cents, depending on the difference in price between firsts and specials. This defect can be easily overcome by the manufacturer.

Amount of Salt Required.

The salting of butter plays no unimportant part. It is said that some creameries try to incorporate as high as six per cent. of salt. This oversalting of butter has the same bad effect as butter that is very badly mottled. The market requires butter containing from one to two and a half per cent. of salt. In buying the dealer should give his attention to these matters and see that the butter purchased has been properly made.

Good Butter Easily Sold.

Merchants everywhere are finding ready sale for real good butter. They should co-operate with manufacturers and producers if possible to elevate the standard of this article, and should make it a point to handle, and deal in pure unadulterated butter. At present, the people will consume all the pure, fancy butter made, at a reasonably high price, if they are given the quality they desire.

Losses must eventually be distributed among the merchant, consumer, producer and manufacturer, when it should be all borne by the manufacturer if it is his fault. It is unreasonable that the merchant or consumer should be obliged to stand it.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

YOU CAN INCREASE YOUR TRADE BY HANDLING

PON-HONOR
GUNNS
FOOD PRODUCTS

THEY ARE THE FINEST PROCURABLE

AND INCLUDE

FRESH BEEF, PORK, VEAL, LAMB, MUTTON, CURED MEATS, HAMS, BACON, Etc.

COOKED AND JELLIED MEATS "MAPLE LEAF" PURE LARD.
"EASIFIRST" SHORTENING. "QUALITY" COOKING AND SALAD OIL.
PORK SAUSAGE, BOLOGNA, ETC. POULTRY.
EGGS, BUTTER, CHEESE.

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT. **Montreal, St. John, N.B.**

Travellers and Agents everywhere.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.
Made under Government Inspection.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

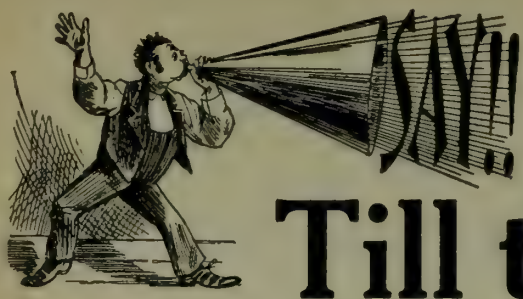
Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."



Don't Wait Till the 11th Hour

It is high time for you to plan for the coming Fall trade. We have been working ahead for the past few months and are right on time with supplies, and here's what we have to say about the year's goods:—

1. Are now in splendid shape to fill all orders for *Boneless and Skinless Fish.* We will please you, because:—

2. The price is lower than last year, but allows as big a profit, and quality is just as good, if not better.

3. Recent additions to plant, etc., have enabled us to add a few more appetizing varieties to list, which you will see below.

"Canada" Brand Pure Boneless Cod Fish

No greater care could be taken in their preparation, nor could the packing be entrusted to more experienced hands, so set your mind at ease on these points.

BONELESS FISH

Canada Tablet	20 1 lb. Tablets.
Canada Crate	12 2 lb. Boxes.
Canada Strip	30 lb. Boxes, Whole Strips.
Atlantic Special	20 lbs. 1 lb. and 2 lb. Blocks.
Mariner Brand	25 lbs. Bulk.
Cod Bits	25 lbs. Bulk.

SKINLESS FISH

Eastern Fifties	50 lb. Boxes.
Eastern Hundreds	100 lb. Boxes.

ALSO

Large Dried Cod Fish by the Quintal
Large Fat July Salt Herring By Car Load

Let Us Propose Something For That Fish
Department of Yours, Brother Retailer.

The North Atlantic Fisheries Limited

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch 47 William Street, - - - - MONTREAL

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net

Large size .....$2.85 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	10 00
32 oz. (all flavors) doz. ...	18 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 0s	20 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars, lb	0 08⅓
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross ....$	10 20
Floriola soap, per gross..	12 60
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
⅛-gall., doz.	6 00
¼-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry— Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz.-tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails, 5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints .. $3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.
Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

Per doz.
Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

Dozen.
Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	40
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	53
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Attractive Goods

If you are a buyer of Fancy French Delicacies, the following should appeal to you. The French Maiden Brand stands first for quality, and the prices we are quoting are away below what the goods should be sold at on to-day's market.

French Maiden Brand	Peas, Mi-Fine,	13c.	Tin.
" "	" Extra Fine,	16c.	"
" "	Mushroom, Hotel,	14c.	"
" "	" Choice,	18 1/2c.	"
" "	French Relish,	14 1/2c.	"
" "	Anchovies in Oil in Glass,	$2.40	Doz.
" "	Cherries in Maraschino, in Glass,	2.25	"
" "	Olive Oil, Gallon tins with Tap attached,	2.25	Tin.

JAM

You are no doubt aware that the price of nearly all Brands of new pack Pure Jam are higher than they have been for some years back. We are still booking orders for John Gray & Co.'s Pure Jam in 1 lb. stone jars for shipment on arrival in October.

RASPBERRY STRAWBERRY BLACK CURRANT

Cases, 4 dozen, at $1.90 dozen.

TEA

Let us help you increase your Tea Sales.

CAMP BLEND,	16c. per lb.
REGAL BLEND,	19c. "
No. 35 BLEND,	22c. "
MONARCH BLEND,	26c. "
IMPERIAL BLEND,	33c. "
GOLDEN TIP BLEND,	37c. "

The above blends are the kinds that will please your customers to the extent that they will tell their friends about them and in this way bring you new business.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

Every Box

St. Nicholas Lemons is "Selected" and with ordinary care will reach you in perfect condition.

It will pay you to handle the "Selected" Lemons.

J. J. McCABE
Agent

Toronto

HOUSEWIVES' FAVORITE

WHITE DOVE
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, - - - ONTARIO

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

Fine California Crawfords and Elberta Peaches

arriving daily in car load lots.

Special prices in 25 to 50 lots.

COMPLETE STOCK OF ALL VARIETIES OF LOCAL AND CALIFORNIA FRUITS.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fruit Assurance

If you let us look after your requirements in the Fruit Line, you may rest assured that you will get the very best quality that money can buy at all times.

We have Everything in Fruit in Season.

A Few Specials for this week:

Musk Melons
Elberta Peaches
Bartlett Pears

"The House of Quality"

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. **"Litster's" means purity** and **satisfaction for your customers** and **satisfactory profits to you.**

Half-Minute Puddings,
Jellies,
Custards, Salad Dressings
(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

CARTER'S

Big Wheel Lemonade Powder

Table Jellies Mustard Powder
etc., etc.

H. W. Carter & Co., Ltd.

BRISTOL - - ENGLAND

The Most Profitable Stock

for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN

COFFEES

MONTREAL

By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

HAMILTON, :: :: :: ONTARIO

QUALITY

There is a regular and certain way for grocers to obtain steady profits and give customers satisfaction.

It is by recommending and selling standard goods.

In *Brooms,* W. W. Co. Brooms are the reliable standby, and both buyer and dealer get the best satisfaction.

Our "Bamboo" handle brooms are popular —you should keep them.

WALTER WOODS & CO.

HAMILTON - - WINNIPEG

BROOMS

Western Canada Representation

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

"Come out of the Dark"

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times. We will be pleased to handle your account.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

THE NAME "FAIRBANK" MEANS SOAP SURETY

SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rubbing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

The CONDENSED AD. PAGE WILL INTEREST YOU

Buy Anchor Brand Flour and you will not want your money back; all delighted; all trade bringers, no complaints or quibbles about quality. Join the happy throng. 16

Anchor Brand Flour

Manfd. by
Leitch Brothers Flour Mills
Oak Lake, Man.

YOU, Mr. Dealer, to be right with your customers must give them the best value for their money. In doing this you are making a lasting name for yourself and giving your business a sure foundation. Mooney's Perfection Cream Sodas will bring trade and keep it, besides allowing you a good profit. The first qualities of perfect biscuit baking together with the purest ingredients make the Mooney line the most delectable of all soda biscuits.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WN.

A want ad. in this paper will bring results from all over Canada.

PICKLES

There is a certain amount of risk in buying bottled pickles. The moral is:—"Buy by the name."

Safeguard your stock by getting Rowat's Pickles. The name is widely and favorably known among the particular housewives of your trade.

ROWAT & CO.
Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

OUR FAMOUS LEADER

Brunswick Brand Sardines in oil have been our leader for many years, and are holding the foremost place among Canadian packed sardines.

Our years of experience and large modern factories enables us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
Kippered Herring
Herring in Tomato Sauce
Clams
(oval and round tins) Scallops

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

BISCUITS
from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of newcomers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL BROS. & HORNE, Ltd., CALGARY.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years, and Condensed Milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George **Ontario**

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Say This and Mean it

"Madam, this is the best table salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker and flavors food as it should be flavored.

WINDSOR TABLE SALT

is the only salt to use in cooking or baking—pastries are crisp and flaky with absolutely no trace of a bitter after taste."

The Salt will prove you to be right.

The Canadian Salt Company
LIMITED
WINDSOR - - ONTARIO

Sterling BRAND

FRUIT and VEGETABLE PRODUCTS at CANADIAN NATIONAL EXHIBITION

AUG. 24th. TORONTO Sept 9th.

To our customers and others:

Our exhibit of Sterling Brand products and a demonstration of Sweet Mixed Pickles will be a daily event during the Exhibition in the Manufacturers' Building, and here we will be pleased to greet all of our customers and friends who may attend the Big Fair.

THE T. A. LYTLE CO.
Limited
Sterling Road, - TORONTO

Flies Are Thickest Right Now

Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO

"McLean's 'White Moss' is A 1."

That's what Canada says. Want better recommendation?

Canadian Cocoanut Co., Montreal

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

British America Assurance Company

A. D. 1833

(FIRE)

Head Office, Toronto

BOARD OF DIRECTORS:

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
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James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager

ASSETS OVER .....$ 2,000,000.00
LOSSES PAID SINCE ORGANIZATION OVER.$35,000,000.00

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00

Losses Paid Since Organization of the Company, over - $55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

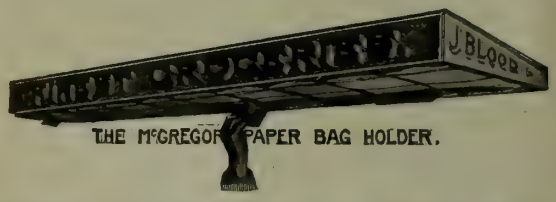
HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 25 Canada Life Building, Montreal.



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent dealers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

Dealers everywhere are having a wonderful run on

MEERSCHAUM

an absolutely pure

Smoking Tobacco

This rich blend of extra choice Virginia and North Carolina tobaccos is meeting with greater favor than ever before. It's the pure natural leaf—unflavored—and makes a most delightful smoke.
You'll find "Meerschaum" a trade-winner for your store.

How is your stock?

IMPERIAL TOBACCO CO. of Canada, Limited
Montreal, Can.

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

Master Mason
King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please.*

DROP A LINE

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES

FOR SALE—GROCERY, CONFECTIONERY and ice cream, in good country town, doing a good business. Established thirty years. Good reason for selling. Purchaser can have store with a dwelling above at moderate rent. Apply Box 437, Canadian Grocer.

SITUATION WANTED

SALESMAN—GROCERY, PROVISION BUSINESS, age 32, 19 years' practical experience, England; 12 years manager-buyer for trade, $75,000; successful coffee blender and roaster. Open start bottom where opportunity offered advancement. Pay own expenses, England anywhere Canada. Fuller details, Box 444, Canadian Grocer, Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

MISCELLANEOUS

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat. alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

SAY "YES" at Any Rate

Never say "No" until you have investigated thoroughly. You have heard of men who would not invest in a "good thing" offered them, but who were sorry when others investigated and "made good."

ERMALINE COOKING BAGS

merit investigation from you. Others, hundreds indeed, have found them O.K. Why hesitate? Show one housewife how they save. Satisfy her and you indirectly satisfy others.

A Card will bring Samples and Instructions

DO IT NOW

Edward Lloyd

LIMITED
MONTREAL

For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

WILSON'S FLY PADS

Last year's increase in sales was greater than the whole output of a few years ago.

And the demand is still growing.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

When a Customer Hesitates Because

Redpath

Extra Granulated **SUGAR**

In the New 5 and 10-Pound Sealed Cartons

is not the cheapest sugar she can buy, point out that, besides the greater cleanliness and convenience of the carton, there is a wide difference in quality between REDPATH and other sugars.

Get her to take home a sample of REDPATH Sugar and examine it alongside the cheaper sugar she has been using. The crystal whiteness of REDPATH Extra Granulated, in contrast with the other, is the clearest proof of its superiority.

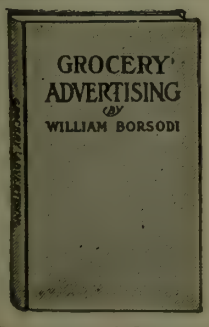
In these new Sealed Cartons you certainly have "Canada's Finest Sugar—at Its Best." Push it—it will make you friends.

The Canada Sugar Refining Co.

MONTREAL LIMITED

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

THINK—THEN ACT!

Just think what it means to you to handle a line that is becoming so popular with all the housewives.

SOCLEAN

THE DUSTLESS SWEEPING COMPOUND

saves much labor, lays dust, disinfects, kills moths, saves scrubbing and dusting, and a host of other things that are sure to appeal to the busy housewife.

Put up in 25c, 50c and $1.00 pails.

SOCLEAN LIMITED, Toronto,

ONTARIO

The originators of the Dustless Sweeping Compound of Canada

Every Step

in preparing the L. & B. Banner Brand Jams and Jellies is given special attention. The choicest fruits, fresh from the orchards, together with the most scientific methods of packing and absolute cleanliness, make L. & B. Banner Brand Jams stand in a class by themselves. The dealer makes good profit and the customer gets big value for the money. Order new pack now. Put up in 2, 5 and 7 lb. gold lacquered pails, and 30 lb. wooden pails.

LINDNER & BENNER, Toronto
Phone Park 2985 **291 Arthur St.**
WESTERN AGENTS:
Laing Bros., Wholesale Grocers, Winnipeg, Man.

OUR TRAVELLERS ARE ON HOLIDAY, BUT

Mail Order Prices are the Same

Our travellers have right prices and we don't cut them.

Phone Rush Orders

Long Distance Phone Main 3685 Free

We are agents **QUAKER BAKED BEANS.** Have you tried them? **THE BEST YET.**

Mathewson's Sons
The Wholesale Grocers - MONTREAL

You May Not Always Get Such Bargains, so Get In While They Last

Le Soleil (Brand) Castile Soap
(D. E. Milliau Fils, Marseille.)
The purest and yet the least expensive Castile soap imported.

500 ASSORTED CASES.

Cs. of 200 pieces, 7 oz. each, cs.	$ 7.50
Cs. of 200 pieces, 10 oz. each, cs. ...	12.00
Cs. of 50 pieces, 12 oz. each, cs.....	3.75
Cs. of 50 pieces, 16 oz. each, cs.	4.50
Cs. of 12 bars, 3 lb. each, lb.	.09
Cs. of 25 bars, 3 lb. each, lb.	.08

REMY'S RICE STARCH.
Lourain, Belgium
250 cases "Household"—

In 1/8 lb. pkgs.	.07½c lb.
In 1/4 lb. pkgs.	.07½c lb.
In 1/2 lb. pkgs.	.07½c lb.
In 1 lb. pkgs.	.07½c lb.
Loose	.07½c lb.

FOR THE LAUNDRY.

100 barrels of 240 lbs.	.07½

Imported Alimentary Pastes,
Blanc & Fils, Valence sur Rhone
Macaroni, Vermicelli, Spaghetti, Alphabet, Coquilles.

In cases 25 1-lb. pkgs. to case, lb.....	.07½
Loose, lb.	.07

CANNED VEGETABLES.
Le Soleil—The Best Known Brand—Le Soleil.

There is a phenomenal demand for this high-class line of French vegetables, so that in justice to all we can only fill orders in rotation as received.
New stock expected about September 1st.
ORDER NOW. ORDER NOW.

Write, 'Phone or Wire.

Laporte, Martin & Cie.
Limitee
Tel. M. 3766 568 St. Paul Street
Montreal

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WESTERN GROCERS

Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

"Everything For The Grocer"

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants,

WINNIPEG, - - CANADA

THE ROYAL HOUSEHOLD
AND
YOUR BEST CUSTOMERS

appreciate the highest quality in fruit products. Royalty has picked on **Cairns' High-Grade Products** —and it is to the advantage of every wide-awake dealer to sell his customers the Cairns' lines.

Cairns' jams, jellies and marmalades are "real Scotch" — the purest that can be made.

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.

Increase Your Salary

Do you wish to make from $10.00 to $50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

MacLean Publishing
COMPANY

143-149 University Ave., TORONTO, ONT.

THE NEW ENGLISH BISCUIT IS BEING SOLD IN MILLIONS!

CARR'S

"SHORTCAKE"

32
PIECES TO
THE POUND

HAS INCREASED THE BISCUIT SALES OF THE TRADE BY AT LEAST **50%**
WHY NOT LET IT INCREASE YOURS?

WIRE, PHONE OR WRITE THE AGENTS BELOW:

W. H. DUNN, Montreal and Toronto.
HAMLIN & BRERETON, Calgary, Winnipeg, Vancouver.
T. A. MACNAB & CO., St. John's, Nfld.

SIMPLY DELICIOUS!

BY ROYAL APPOINTMENT

CARR & CO., LTD. CARLISLE, ENG.

Follow us, Brother Grocer, every day into thousands of smiling stores throughout Canada—big stores, small stores, and middling. And *you* will learn—
That the flour that sells *best* is the flour that *suits* best. We have watched since 1888 the keen, alert, progressive dealers ride on to fortune. Always the foundation has been the *Satisfaction of the Buyer.*
Look through the stocks selected by the big leaders in the trade —no matter what other brand or brands they carry, you will find FIVE ROSES flour there—

Five Roses Flour

Not Bleached Not Blended

If *you* aspire after big flour sales some day, you must start at the bottom.
Build the *base* right.
Establish your business on such a firm foundation that it will be *impossible* for any competition the future may bring forth to steal away its prestige.
If the past does not prophesy falsely, Brother Grocer, FIVE ROSES flour and the LAKE O' THE WOODS connection will afford you a base as *solid as a rock.*
It must have many elements of success to have forced the sales expansion from 800 barrels in 1888 to 10,500 barrels a day with a still further increased capacity in sight.
Don't build on the shifting sands, Brother Grocer; don't YOU stock what progressive grocers are casting aside.
You can stock FIVE ROSES in any size or package to suit your trade.
At your jobber's—or our nearest office.

LAKE OF THE WOODS MILLING COMPANY, Limited

Toronto, Ottawa, London, Sudbury — *"The House of Character" Capacity, 10,500 bbls. daily* — *Montreal* — *St. John, Keewatin, Winnipeg, Vancouver*

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI | PUBLICATION OFFICE: TORONTO, AUGUST 23, 1912 | No. 34

No Hands Touch this Flour
in its manufacture. Owing to the facilities of this up-to-date mill, this feature of BODY BUILDER flour is made possible and is strictly adhered to.
Every kernel of wheat is washed, scoured and polished, which guarantees absolute purity. All natural constituents of the wheat grain necessary for a health regulating and body building food are contained in "Body Builder" flour.
Our prices—a little higher. Our quality—a litt'e better than the best.
Our Guarantee to housewives: "If not satisfied after using all the contents, return the empty sack and get your money back."
MANUFACTURED FROM MANITOBA HARD WHEAT
BODY BUILDER
SPECIAL HOUSEHOLD
FLOUR
MADE IN CANADA

Ontario & Manitoba Flour Mills Limited, Ottawa, Canada

Absolutely Unsolicited

Mr. Grocer:—The above is a strong assertion, but nevertheless perfectly TRUE. We have been talking to you for months about the merits of the "New Cut"

PAN YAN Pickles and Sauce

Read for yourself what we have received only this week, and remember, Absolutely Unsolicited:

"Our stock of 'Pan Yan' is entirely exhausted. Please send on a further supply immediately. We have never had such a demand for pickles before."

Another grocer asked us to send a sample of "Pan Yan" Pickle to a customer of his, and to let him know that he was keeping it in stock. Without request on our part, we have had the following letter from the consumer:

"I have to acknowledge receipt of sample bottle of 'Pan Yan' Pickle, for which I am obliged. It is rightly described as being the 'last word' in table condiments, and I shall be pleased to praise it to my epicurean friends."

Just think it over and write for a Sample Bottle, or better still, order a small quantity through your jobber. Remember, these goods are advertised in every street car, which is bound to create the demand.

See you have them to supply this demand.

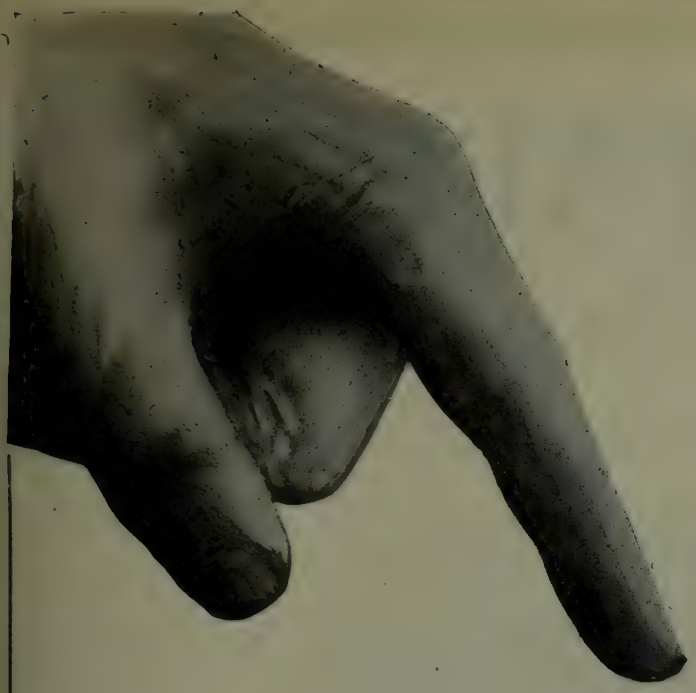
Maconochie Bros., Ltd.

LONDON, ENGLAND

Sole Agents for Canada and United States:

MacLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO MONTREAL CALGARY and DETROIT, MICH.



11 Gold Medals 11

A Soap for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity — the soap must be clean to wash clean.

"Le Calice" Castile Soap

is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it.

Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST *IT PAYS*

ARTHUR P. TIPPET & COMPANY

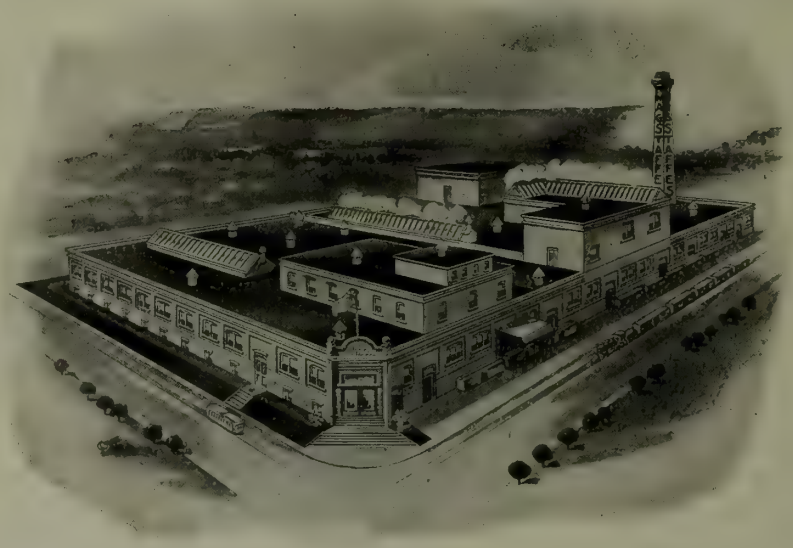
Agents

Montreal - - Toronto

WAGSTAFFE'S

Fine Old English

Prepared in Copper Kettles boiled in Silver Pans



Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

MADE IN CANADA

A LEADER FOR FIFTY-FIVE YEARS

Merit and integrity have sustained the high reputation of

Borden's Eagle Brand

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand Since 1857.

From when first put on the market scores of years ago it commanded respect.

With the prestige of being recognized year by year as the leader, that influence has grown, and to-day among the many other brands it is admitted to be in a class by itself. Your customers all know this, and will buy "Eagle Brand," even if the price is a little more than for other brands.

If you are not now stocking Borden's Leading Brand you are the loser.

Order from your wholesaler.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

Hold a Bottle in Your Hand

One top-notch retail salesman we know attracts the housewife's attention to Shirriff's True Vanilla by taking a bottle and holding it in his hand. Then, with his pencil, he points to the words:

Shirriff's True Vanilla

"Notice the words, **True Vanilla**, Madam," he says. He then goes on to explain to her their meaning, telling her that Shirriff's True Vanilla is the real extract of Mexican Vanilla beans, and not a chemical imitation. He asks her if she wouldn't like her cakes, puddings, and sauces to have the real Vanilla flavor, which is far more delicious than any imitation flavor. He winds up by telling her how Shirriff's True Vanilla excels in strength, and how many cakes one bottle will flavor. He rarely fails to make the sale.

Upon request we will send you a list of selling points that have proved successful in promoting the retail sale of Shirriff's True Vanilla.

Imperial Extract Co.
TORONTO, ONT.

Are YOU Up-to-date?

Every up-to-date grocer studies the quality of his stock and then handles only goods that he can honestly recommend to his patrons. He, thereby, gets their confidence and future suggestions will make direct sales.

If you do not already handle

Canada First Milk

get a trial order, take a can home and test the quality, the goodness of this rich and nutritious milk. We know it will then be one of your articles of recommendation.

The Aylmer Condensed Milk Co.,
Limited

Factory: AYLMER, ONT.
Business Offices: HAMILTON.

Why Not Boom Business With "Simcoe Baked Beans?"

Big money can be made just now by promoting the sale of "SIMCOE" BAKED BEANS. They can still be bought and sold at the same price when white beans cost only $1.80 per bushel, whereas the present market price is up to $3.00 per bushel.

Do you realize the opportunity we are offering, due to our optimism in the future popularity of Simcoe Baked Beans which prompted us to buy heavy in advance.

Feature the family size—a larger tin at a smaller price.

DOMINION CANNERS, LIMITED
HAMILTON, ONT.

GOOD ENOUGH FOR MONARCHS

There must be reasons for the special preference that exists for Cairns' High quality Jams, Jellies and Marmalades. Royalty, like your patrons, want only the purest to be had in the line of table delicacies.

Step clear of inferior Jams, Jellies and Marmalades, you will not only avoid dissatisfaction with your customers but will build up a substantial money-making trade.

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Que.

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from $25,00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
148-149 University Ave., TORONTO

CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce

Do you ever pause to consider, Mr. Merchant which is the more reliable MONEY MAKER, the unknown brands which you may sell ONCE IN A WHILE, or the brand which the people KNOW and WHICH SELLS ALL THE TIME?

DO YOU NOT FIND THAT

Clark's Pork and Beans

ARE IN EVER INCREASING DEMAND?

May we tell you some reasons why? CLARK'S aim is to give the public QUALITY. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to HELP YOU by keeping the public well informed at all times.

CLARK'S QUALITY RETAINS OLD FRIENDS
CLARK'S ADVERTISING MAKES NEW ONES
CLARK'S GOODS MAKE YOUR BUSINESS GROW

WM. CLARK, - Montreal

PURE ALWAYS NEVER OTHERWISE

that's the reason you should offer E. D. S. Jams, Jellies, Catsups, etc., to your customers.

The contents of every jar of table delicacies bearing the E. D. S. Brand mark will stand every test as to purity, including the Government's.

It is to your interest as well as ours to sell your patrons only honest, reliable goods. It builds a reputation for both of us. The E. D. S. line pays you excellent profit.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

E
D S

Pickling Pickling Pickling Spices Spices Spices

This is

The Brand

PRINCE OF WALES

Don't take any chances. Give your customers the best. That is **Our Pure Spice.**

S. H. Ewing & Sons

96-104 King St., MONTREAL 20½ Front St., TORONTO

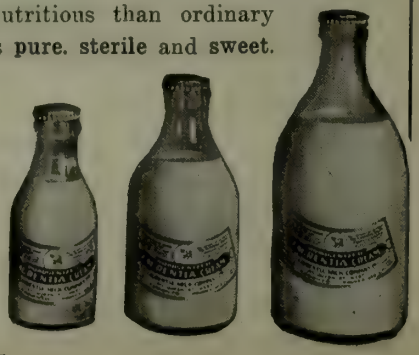
The Merits of Laurentia Milk Are Fast Being Proclaimed

Laurentia Milk is the milk that keeps indefinitely in any temperature but frost. This is brought about by the mechanical process of homogenization. No ingredients are added whatsoever, and milk that has passed through this process is more wholesome and nutritious than ordinary milk. It is always **pure, sterile and sweet.**

Send for prices and descriptive literature.

Laurentia Milk Co., Limited

371 Queen St. West, Toronto, Ont.



Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

Buy

TETLEY'S

TEAS

and be sure of quality

Look for the elephant on every package—the guarantee of quality and excellence.

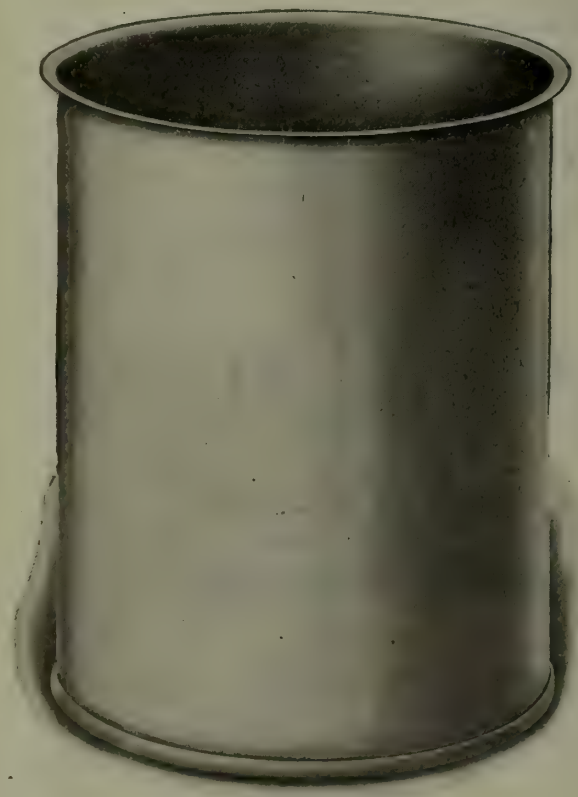
Life is too short for dealers to become expert judges of every line of goods they sell. How many are there who could select good tea if there were no labels on the packages? Not many, are there?

To eliminate all elements of risk — buy by the name, it is TETLEY'S TEA, you will come out right.

Put up to retail at $1.00, 75c, 60c, 50c, 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

The value of labels

Did you ever stop to consider the value of the labels on the goods you sell?

The value to you! It is tremendous!

Suppose that to-morrow morning you should find all the labels in your store changed; not a familiar color; not a familiar picture; not a familiar phrase. You would consider yourself almost ruined. You would know that no amount of talking would sell these strange looking goods.

Why? Because the public has been educated to recognize the goods by the package. It is the old story of building confidence. With this confidence gone your best asset is gone.

Where the goods have "made good" the wrapper or package is like the signature on a good check. It is the mark of identification.

The public has learned and thoroughly believes that the picture of the well-known Quaker on a package of cereal food is a certain guarantee that the contents of that package are pure, clean and wholesome; the best possible.

It requires no talking to sell Quaker Oats Quality goods. The talking has been done by years of persistent advertising and the goods have "made good." You know by experience that a buyer of Quaker Oats Quality goods is always a satisfied customer.

Be sure to show to your customers the great variety of **Quaker Oats Quality** products that they have to select from. Variety in everything except quality. This perfect, uniform quality is the best thing for you, as well as for the customers; they are being educated to it every day, by the widespread, convincing and persistent advertising that we are doing.

Display plenty of Quaker labels; pile packages of the various products in conspicuous places in your store. It will be a reminder to the public that will mean sales for you.

Don't forget the value of the Quaker label. Make it help you to sell goods.

Quaker Oats
Quaker Toasted Corn Flakes
Quaker Wheat Berries
Quaker (puffed) Rice
Quaker Cornmeal
Quaker Breakfast Biscuits
Quaker Wheat Flakes
Pettijohn
Quaker Cracked Wheat
F. S. Flour

and about fifty others

The Quaker Oats Company

Peterborough

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue, Winnipeg

L A. Gastonquay. 60 Bedford Row, Halifax, N.S.

Schofield & Beer, St. John, N.B.

Standard Brokerage Co., 1640 First Avenue, West, Vancouver, B.C.

W. L. Mackenzie & Co., 606a Centre St., Calgary

White MALT

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE

BISCUITS

So great is the demand for this new introduction that during the first 3 months the quantity sold amounted to over 83 million Biscuits.

See that "P.F." is on every Biscuit.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

How Would You Solve This Problem?

There are, say, half a dozen makes of electric coffee mills. They are of all types and sizes and of all prices. Your problem may be to select the one to suit **your** taste, and not what someone **thinks** your taste ought to be. How would you go about it?

Would you take somebody's recommendation and let it go at that, satisfied with your efforts?

Or would you find out for yourself which machine suited your taste, and then be satisfied to know th you were getting the best.

Wouldn't it be a good idea then to look into the COLES? It ranks with the best and meets your price.

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

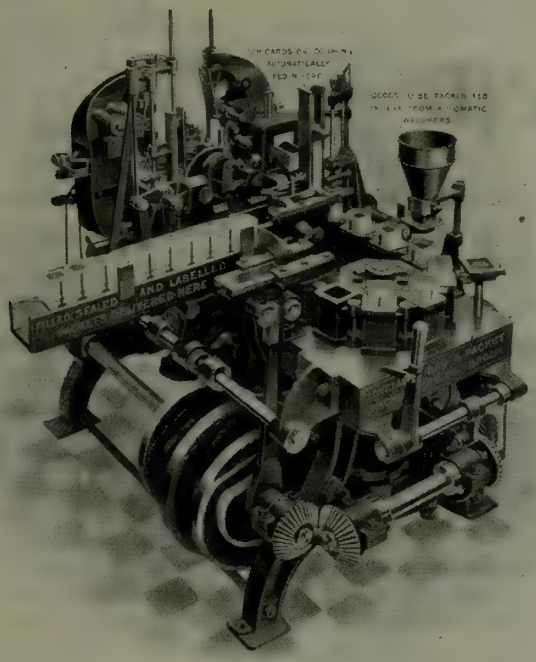
seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

BAG-MAKING & PACKETING

Machinery of Every Description



Labelling, Wrapping, etc., etc.

Bag Machines

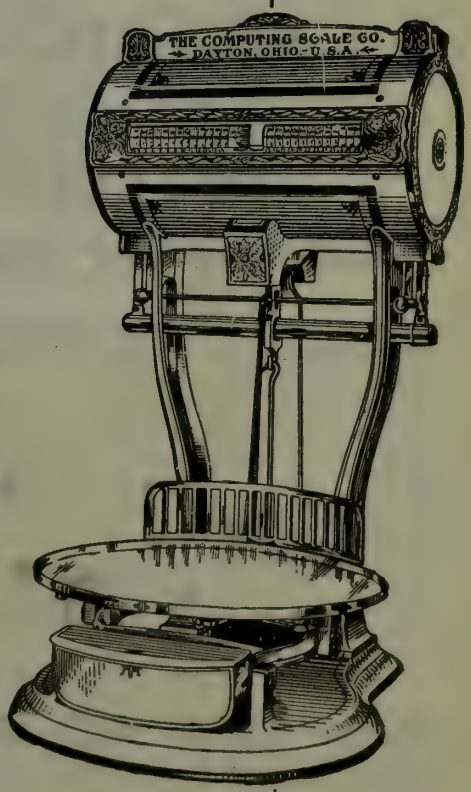
With folding in both these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

LOVELL'S BAG AND PACKET MACHINERY, Ltd., - - LONDON, ENG.

"Ask the man who uses one," what he thinks of the Dayton Computing Scale.



Then make it a point when at the Canadian National Exhibition at Toronto, to look up our immense display of

DAYTON COMPUTING SCALES
DAYTON COMPUTING CHEESE CUTTERS
DAYTON ELECTRIC FLASHOLITE SCALES
DAYTON HAM AND BACON SLICERS, ETC.

and have them demonstrated.

Our display will be located in the Process Building.

THE COMPUTING SCALE CO.
OF CANADA

164 KING ST. W. TORONTO

Tartan BRAND

THE SIGN OF PURITY

**TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.**

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, HAMILTON

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

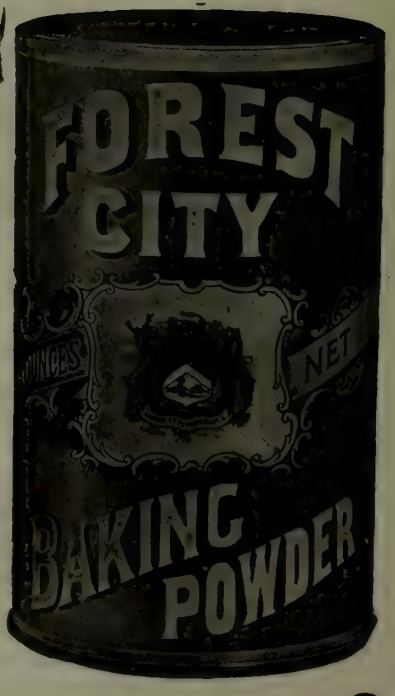
Walker Bin & Store Fixture Co. LIMITED

Berlin, Ontario

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.



GORMAN, ECKERT & CO. LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

Prompt Shipment

can be secured if you order

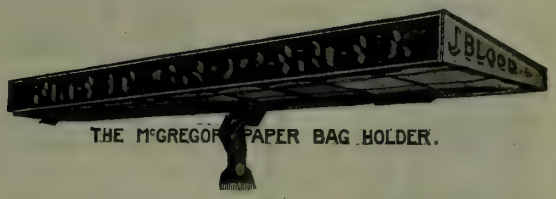
St. Lawrence Sugars

Refined from cane raws. The best sugars made in Canada.

Flies Are Thickest Right Now

Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

"STRIKE ONE"

the flame is there (not with the head or one-half on the floor.)

THE DOMINION MATCH

is as silent and sure as the "Egyptian Pyramids." The heads stay on and the stems do not break.
This is a staple line that pays the dealer to feature.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

RAT CORN

Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.20	$14.40	One dozen in box for counter Display.
25c Can	2.00	24.00	
50c Can	4.00	48.00	Half dozen in box for Counter Display.
1.00 Can	8.00	96.00	

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

FURUYA & NISHIMURA

are receiving shipments of

JAPAN TEAS

every week. Ask their Brokers for samples.

McLean's 'White Moss'

Still leading.
No chance of it going behind.

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

The Authority

on the street corner is the policeman. In the selection of foodstuffs it is the housewife—she studies the relative merits of foodstuffs, and invariably orders

MEADOW CREAM SODAS

Every visitor to your store, whether man or woman, would undoubtedly prefer Meadow Cream in preference to all other makes. So smooth, so rich in flavor and so crisp—making them a delightful treat.

It's good profit, too, Mr. Grocer. Order now.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

Put us on Your Calling List

The great annual event, the past success of which our whole country should be very proud—the Toronto Exhibition—will soon be on again.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

Please make a memo. now—put us on your calling list so you won't forget.

T. H. ESTABROOKS CO., LIMITED
7 Front Street, East
TORONTO.

About Refrigeration

Good refrigeration is a guarantee against loss of perishable stock, and gives your goods that appearance which commands the better prices.

The Arctic Refrigerator

is built upon the principle of cold, dry air constantly in circulation—therefore it is absolutely sanitary. Arctic refrigerators are well made and attractively finished.

Representatives in the West:
J. D. Brack & Company, Winnipeg, Manitoba.
Donnelly, Watson & Brown, Calgary, Alberta.

JOHN HILLOCK & CO, LIMITED
TORONTO, ONTARIO

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.
Glasgow

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

The TURNBULL Company
DIRECT IMPORTERS OF GROCER SPECIALTIES.
Open for additional first-class lines.
179 Bannatyne Ave. East. Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

CURRANTS
We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents,
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. , WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

The failure to stock some standard commodity may be the means of a merchant losing trade

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache.
If you are feverish.
If you do not sleep well.
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try **Mathieu's Nervine Powders** yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Every packet of

WILSON'S FLY PADS

will kill more flies than 300 sheets of any sticky fly catcher on the market.

Olive Oils
Black Olives
Green Olives
Spanish Onions
Etc.

H. E. VIPOND
197 St. Paul St.
MONTREAL

Macaroni
Roman Parmesan
and Gorgonzola
Cheese, Etc., Etc.

I have an interesting proposition for a live Agent.

Buyers' Guide

Canadian Leaf Tobacco

Pipes—Cigars

Give us a call.

J. A. FOREST, 189 Amherst St., Montreal.

VOL-PEEK

Any merchant desiring to handle this line will be given the **exclusive agency**, in other words, only one dealer will be sold in each town. Vol-Peek mends holes in all agateware in two minutes. Means 100% profit. Extra fine counter case.

H. NAGLE & CO. - - MONTREAL.

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in ned.

S. Meunier & Fils, - Maisonneuve, P.Q.

The Best is What You Want

Our travellers have a fine line of Wrapping Paper and

PAPER BAGS.

In justice to yourself you ought to examine them. Drop us a card.

COUVRETTE & SAURIOL - Montreal

SULTANA (Brand) TURKISH DELIGHT

Peculiarly delicious. The real thing. Quite a seller. How the girls like this line! Just give it a trial. Write our agents or ask us.

ORIENTAL PRODUCE CO., MONTREAL.

Ontario and Northwestern Agents,
MacLaren Imperial Cheese Co. Ld, Toronto

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

DO YOU WANT TO BUY A BUSINESS

SELL YOUR BUSINESS OR HAVE YOU ANY BUSINESS TO BE EXECUTED HERE? IF SO, WRITE ME.

V. de la Ronde, 14-16 McGill College Ave., Montreal.

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

QUALITY

is the keyword as far as our

Biscuits and Confectionery

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

BUGS, COCKROACHES

In fact no insect can live when **Auto Roach Killer** is used.

"Auto Roach" is the Thing.

Write

Auto Roach Killer Co. - Montreal.

BUY BOURQUE'S PICKLES

and Catsups and you will be sure of good goods.

H. BOURQUE & SON - MONTREAL.

RATS

"Exo" is the most deadly exterminator and has cleared warehouses, etc., where other poisons have failed. Dogs don't like it. No odor—that's the beauty of it.

EXTERMINO CHEMICAL CO.,
P. O. Box 774 - - Montreal

"COON" Shoe Polish

deserves a trial. We are enthusiastic about it. You'll be the same if you just get a sample and try it. If it shines your shoes well it'll shine others. So inquire.

Uncle Sam Dressing Co., Lanoraie, P.Q.

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.

Don't overlook these lines. Write to-day.

MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

SAVOL
SAVOL SAVOL
SAVOL

The purest handcleaner and the largest tin. Agents, write for territory.

SAVOL CO. - - - - MONTREAL

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.

FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Chinese Liquid Bluing
Lister's Starch
Cook's Pride Baking Powder

3 lines of approved merit. Agents write.

H. F. PACAUD & CO. (Reg.) MONTREAL

A STEEL SECTIONAL BAKE OVEN will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BLACK DIAMOND OVENS

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Comte's Coffee

have an established reputation. They are absolutely top-notch quality. What you require.

Put Us To The Test.

Write 144 St. Urbain St., - Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.

A Customer Leaving Your Store Must Have Done One of Five Things

1. Bought Goods for Cash

A National Cash Register insures the merchant that all cash will be accounted for and handled correctly.

2. Bought Goods on Credit

A National Cash Register benefits the merchant by preventing loss through failure to charge goods sold on credit or through lost charge slips.

3. Paid Money on Account

A National Cash Register enforces a correct record and this insures the merchant that he gets all money received on account.

4. Collected Money

A National Cash Register benefits the merchant, by preventing anyone paying out money without leaving a record of the amount. This enables him to balance the cash quickly and prevents bills being paid twice.

5. Changed a Coin or Bill

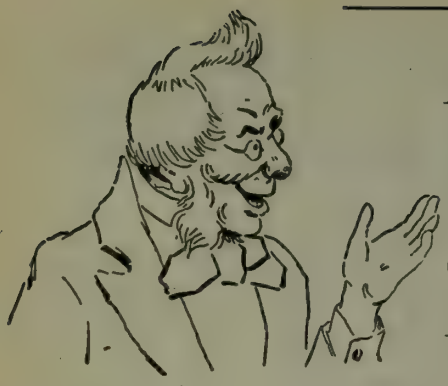
A National Cash Register protects the merchant against loss in making change and furnishes the means of advertising to those who ask to be accommodated.

A National Cash Register benefits merchant, customer and clerk on all of these transactions.

The National Cash Register Company

Headquarters for Canada: 285 Yonge St., Toronto

Canadian Factory: TORONTO



Doesn't This Strike You as a Good Soap Proposition

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

David Morton & Sons, Limited

Victor Soap Works, Hamilton, Ont.

Over 75,000 satisfied users

Time Saved is Money Gained

¶ You will be interested if we can show you how to keep accurate accounts of any transaction in your business with only one writing.

¶ That's just precisely what is accomplished by the McCaskey Account Register System. At the same time it reduces the possibility of error to a minimum and abolishes absolutely all liability of dispute with customers. It also eliminates all loss through forgotten charges; facilitates collection; checks over-crediting; takes care of C.O.D. sales; cash on account; produce and exchange sales; and shows you instantaneously the exact state of any of your accounts at a single glance.

The McCaskey Account Register System

IS SIMPLICITY ITSELF

¶ These are in brief a few of the points of advantage in the McCaskey system. We want to send you an illustrated catalogue showing the system from A to Z. You will be amazed at the ease and cheapness with which you can keep accounts with the McCaskey Account Register.

We also make every style and size of single Carbon Pad.

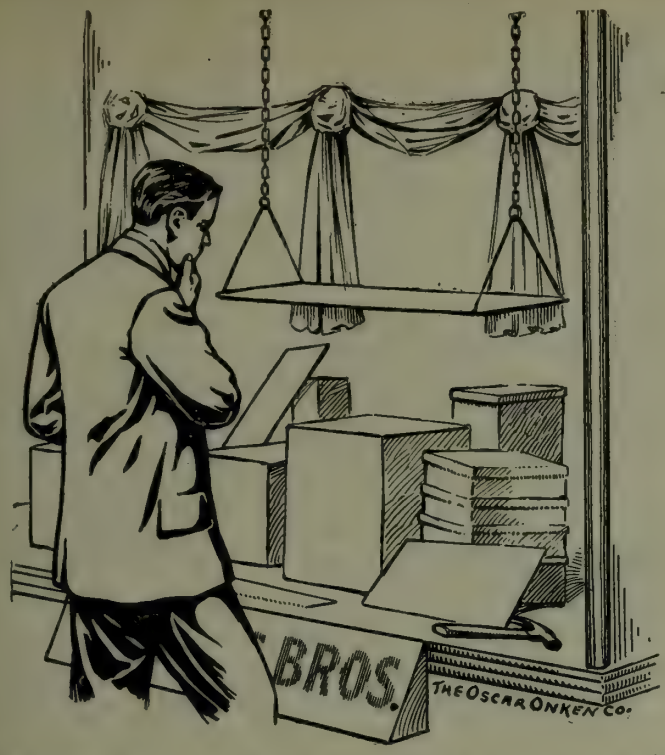
Manufacturers of the McCaskey Account System

The Dominion Register Co.

LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.



Are You Satisfied with your Windows?

If you are not, then you are

Groping in the Dark

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

(Patented 1911 in United States and Foreign Countries)

My Set of Interchangeable Wood Window Fixture YOUNITS for the Retail Grocery Trade Will Positively Revolutionize the Drawing Power of Your Show Windows.

READ THIS

A. R. JOHNSTON & CO.,
Dealers in Groceries and Provisions.

Nanaimo, B.C., April 12, 1912.

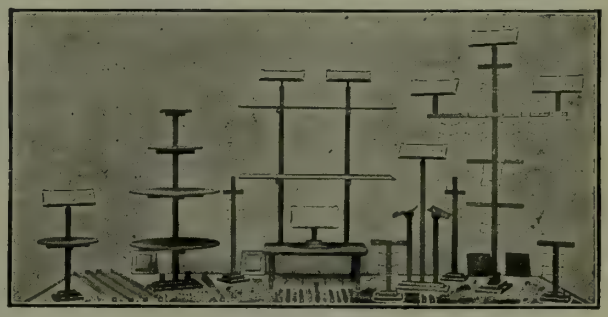
The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen:—

We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city, and are sure to mean a **success.**

Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly,
A. R. JOHNSTON & CO., Ltd.



My Three Sets

No. 14 Set, 125 YOUNITS. For two large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$36.00**

No. 14½ Set, 65 YOUNITS. For one large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$21.00**

No. 4 Set, 110 YOUNITS. This set is made for the general store, and can be used for displaying groceries, shoes, dry goods, clothing, furnishings and hardware. A good all round set. **$28.00**

Freight and Duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the southern Canadian border. Shipments made at Once. Every Set Absolutely Guaranteed.

Finish Made of select Oak in one stock finish, Weathered Oak, and in a soft, mellow, waxed blend.

Storage Chest Each set is put up in a hardwood hinged-lid storage chest (oiled finish), a place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

The Full Set

The above illustration shows entire set of **No. 14 GROCERY YOUNITS** comprising **125 YOUNITS** to the set. There are **17** display slabs made of well-seasoned oak lumber, **10** of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining **108 YOUNITS consist of BASE BLOCKS, UPRIGHTS,** CROSS ARMS, and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make **HUNDREDS** and **HUNDREDS** of Window Trims and as many odd and **standard fixtures.**

YOU NEVER NEED A TOOL.

THE OSCAR ONKEN CO.

Established 32 years

788 Fourth Avenue,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio, U.S.A.

Send me your Window Fixture Booklet.

Firm .....

City ..... Business .....

23

CABLE ADDRESS
BRITCANNER, HAMILTON
CODE, WESTERN UNION

TELEPHONE
BELL 3740

FACTORIES

BOWMANVILLE
COBOURG
HIGHGATE
MERLIN
PORT ROBINSON

BRITISH CANADIAN CANNERS LIMITED

GROWERS AND PACKERS OF
HIGH CLASS
FRUITS AND VEGETABLES

GENERAL OFFICES
LISTER CHAMBERS, JAMES ST. NORTH.
HAMILTON, ONT.

BRANDS

BRITISH CANADIAN
FLEUR DE LIS
PIONEER
BRITANNIA
MAISONNEUVE
PARLIAMENT

August 16, 1912

SPECIAL ANNOUNCEMENT RE DELIVERIES

TO THE TRADE.

Gentlemen:—

We are pleased to be able to advise you that notwithstanding the fact that the crops of strawberries, raspberries and peas were very poor, that we were successful in securing sufficient produce to enable us to make the following deliveries on all orders booked by us;

PEAS, ALL GRADES	100%
STRAWBERRIES	100%
RED RASPBERRIES	100%
BLACK RASPBERRIES	100%
RED CHERRIES	100%

We might say that in order to make the above deliveries it was necessary for us to ship large quantities of fresh fruit from the United States to our factories in Ontario, on account of the poor crop of small fruits in Canada, and this, of course, meant a high price for the fruit on account of the heavy duty on same.

Furthermore, when we found that on account of the extremely poor crop of peas that we would not be able to secure sufficient produce from the acreage under contract to take care of our orders for canned peas, we harvested a large portion of the peas which were sown to provide us with our seed peas for next year. This means a little more extra expense for us in purchasing our requirements of pea seed for 1913 at prevailing prices on the open market. However, we promised our customers to make 100% delivery on our orders if at all possible, and we intend to keep our promises.

Furthermore, we only booked orders for a reasonable estimated output of the factories, instead of accepting every order offered to us, regardless of the prospects for delivery, as is done by other canners, and we intend to follow out this policy in the future, so that if you are interested in receiving 100% deliveries on your orders for canned foods another year, it will be worth your while to give us a trial.

TO THE TRADE (Continued)

Our competitors reported early in the year that it was impossible for us to erect and equip our factories in time for manufacturing operations this season. We were determined to refute these statements and guaranteed a delivery on orders to be at least equal to the deliveries of other canners. All of our factories are in full operation and are now shipping goods to all parts of the DOMINION.

The other canners are delivering 10% on their orders for #2 peas, 15% on #3 peas and 35% on the #4 peas, as against our delivery of 100% on all grades of peas; also 60% on fruits as against our 100%. We had to contend with a little extra expense to obtain these results, but we are satisfied that our customers appreciate the efforts we have put forward to live up to our promises and that additional business for next season will result therefrom.

We are now receiving letters from our customers congratulating us on the quality of our pack and the manner in which we are handling their business, and we feel assured that we can give equal satisfaction to other members of the Trade who will undoubtedly place their business with us another year.

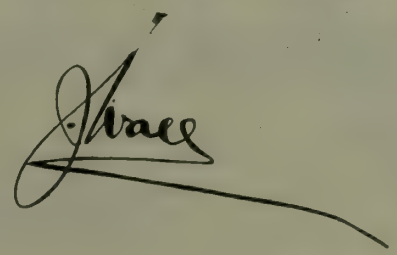
We intend to greatly increase our capacity next year and therefore will be in a position to accept orders for the entire requirements of canned fruits and vegetables of a number of other members of the Wholesale Trade, who placed their orders with our competitors this year, and we respectively suggest that you give us due consideration before placing your contract for canned foods another year.

Our factories are the largest and most up-to-date sanitary canning plants in the Dominion of Canada, and the quality of our goods is unsurpassed. We do not expect to have any surplus unsold goods to offer this season, but we will be glad to send you samples of any of the lines of goods which we have packed, as we are anxious to let you see just what we are doing for the Trade. It is probably early for us to talk about next season's business, but not too early for us to get acquainted, because we want you to keep us in mind so that we will receive due consideration before you place your contract for canned foods another year.

We will be in a position to take care of your total requirements of fruits and vegetables and respectfully solicit your business.

Yours very truly,

BRITISH CANADIAN CANNERS LIMITED,



General Manager.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO **MONTREAL** **WINNIPEG**

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

WHEN IN TORONTO

Visit our exhibit at the Canadian National Exhibition of

H.P. Sauce

AND

Midland English Malt Vinegar

in Manufacturers' Building.

We would be glad to have you make our office and sample rooms your headquarters

W. G. PATRICK & CO., LIMITED

77 York Street **TORONTO**

COME—LOOK AND LEARN

How to increase your profits with a **Royal System**

Our display will be found in the north wing near the north door of the Industrial Building at the

Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee

One of 72 styles

Royal Coffee Roasters enable the progressive **merchant** to roast his **own** "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

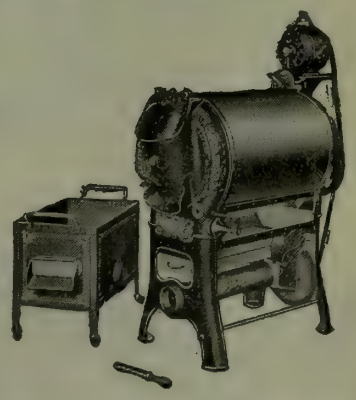
Write for free catalogue to-day

The A. J. DEER CO., Inc.

154 West St., Hornell, N.Y., U.S.A.

Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER



Capacity from 10 to 150 lbs. according to size.

ROYAL ELECTRIC MEAT CHOPPER
Cuts the meat twice in one operation

A Stock With a Guarantee is Easy to Sell

You will sell **Lawrason's Snowflake Ammonia** to nine out of every ten customers who come to your store during the next few months—Fall house-cleaning will be in progress. For cleaning, scouring and a hundred different household uses Lawrason's is the most effective. It is absolutely pure, and may be used with safety in any way.

Our big advertising policy, together with the fall housecleaning operations in view, every retailer should put in a good stock.

If you want to give your customers a surprise in big value for the money and you yourself begin a profitable line of trade, put in a good supply of Lawrason's Snowflake Ammonia and ask your customers to try it. It is a stock with a guarantee for which there is a certain and sure sale.

S. F. LAWRASON & CO.
LONDON, ONTARIO

Increase Your Salary

Do you wish to make from $10.00 to $50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

MacLean Publishing COMPANY

143-149 University Ave., TORONTO, ONT.

We are having a run on Nugget.

How is your stock ?

The "Nugget" Polish Co., Ltd.
67 Adelaide Street E.
TORONTO

Advertising matter sent on request.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.
By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.
Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department
MacLean Publishing Co.
143-149 University Avenue, Toronto

People Pickling Now

Give them the **spices with the spicy spiciness.**

HUGMAN'S
PURE ENGLISH
SPICES

The package which indicates purity and positively no adulteration. **ORDER NOW.**

A. W. Hugman, Limited
286-288 St. Paul St. - MONTREAL

Teas with Merit Deserve Consideration

ESPECIALLY when they are kept Uniform under all Conditions

SUCH TEAS ARE OUR STANDARD BLENDS !

It is impossible to judge a Tea by its appearance. The proper way is to judge it by its drinking qualities. **Some Teas look well and smell well** but are thin and acrid and are not fit to sell to your customers in an unblended state.

Other Teas may not look or smell so well in the dry state, **BUT,** when put into the water are rich, mellow and full of the right flavor in the right proportion.

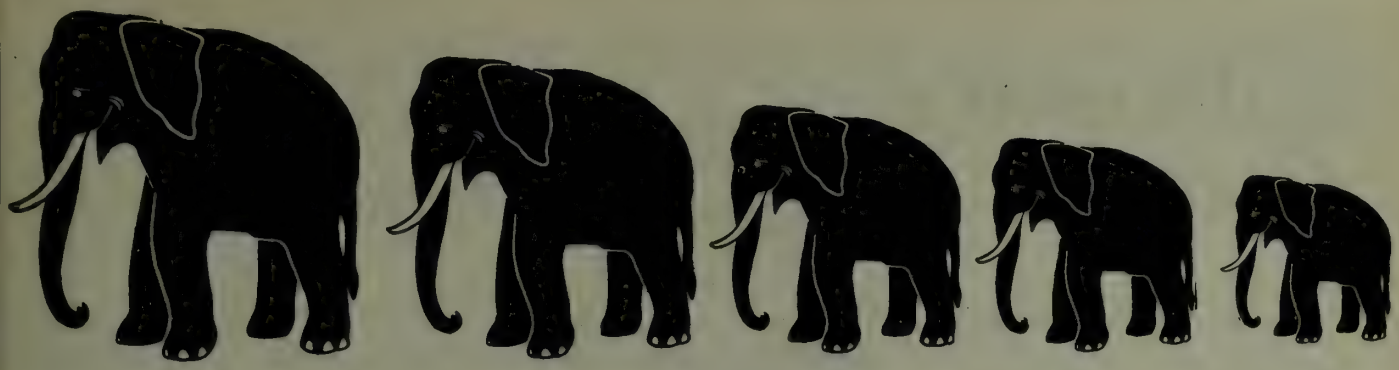
Just send along a trial order for a package of one or more of these fine blends. Get your customers to try them and you will build up a creditable tea trade to our mutual advantage.

We buy and sell all our teas on cup quality. Cup quality is our first consideration.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President. **TORONTO** **HUGH BLAIN, Vice Pres.**



An Unparalleled Record!

The Story of the Increase in "SALADA" Sales.

Twenty-one years ago we commenced business. In this space of time the output of "SALADA" has grown from 63,290 packets annually to the present immense output of 23,000,000 packets annually.

During that period there have appeared and disappeared from the scene hundreds of packet Teas, all of whose owners predicted that their particular brand was the chosen one that would put "SALADA" out of business. Nearly all of them have dropped out of the race, leaving a trail on the Grocers' shelves, of tea packets which the Grocer cannot sell.

Isn't it about time people recognized that "SALADA" is a permanent institution; that it gives such quality to the public that it is impossible to substitute any other tea for it which will meet with the approval of the consumer.

It has won its present position solely on merit. It is holding first place in the homes of the Nation. It stands at the top for value, for cleanliness and purity, for delicious flavor and incomparable quality —a superior tea for every grocer to sell as a business-builder and a trade-drawer.

In the first seven months of this year we increased our sales over the corresponding period of 1911 by **579,000 lbs.**

For all but the blind this carries the moral:—

"SALADA" GIVES SATISFACTION.

Keep it to the front, please your customers and make a good profit.

The "SALADA" Tea Co.

TORONTO **MONTREAL**

LONDON, ENG.: 41 Eastcheap.

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.

Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

The Young Wife Will Welcome Benson's Prepared Corn

As An Indispensable Aid in Cooking

¶ She will be quick to appreciate the delicate fineness and delicious flavor it lends to bread and pastry, the smoothness it gives to gravies and sauces, and the richness it adds to custards, ice cream, blanc mange, etc.

¶ She will be a permanent customer for Benson's because no other Corn Starch will do.

The first sale of Benson's creates a permanent demand.

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

View of the grocery department of the F. E. Williams store in St. John, N.B. Note the long silent salesman, the pillar and general attractive arrangements.

Making the Interior Draw Extra Trade

View of New Brunswick Store Illustrating Value of Neat and Attractive Interior Display—Proprietor Aims at Getting the People Into the Store Rather Than Getting Them on the Phone—Long Show Case Used for Displays.

There are those who insist that the average woman has in mind her entire list of purchases before entering the grocery store.

This is not substantiated by facts. It has been proven beyond a doubt that the retailer has the power to add to the anticipated purchases of a large percentage of his customers. He does this in many ways, sometimes by suggestion over the phone, by peronal suggestion over the counter, by window display, advertising, by prompt service and last but not least by interior arrangement.

From a Customer's Standpoint.

Take a look at the illustration shown above. Forget you are a grocer. Ask yourself whether the appearance of this store interior would tempt you to buy freely or otherwise. Observe the shelf arrangement, the goods above the shelving, the bottle display about the pillar, the appearance of the show case, the rest-chairs, the flowers and the fruit stand. Do all these things attract or repel?

The answer to yourself is quite evident. You feel as if "here is a store that I can depend on for pure foods, prompt service and cleanliness." The various arrangements speak out to the customer to come and partake of the good things.

A bright, clean, inviting interior in a grocery store is one of the best assets of the store. The above is an illustration of the grocery department of the store of F. E. Williams & Co., St. John, N.B.

Features Quality Goods.

It might be stated that Frank E. Williams, the man behind, sees that the quality of his stock comes up to one's expectations on a look at the store. Only goods that can be recommended are handled. Special advantage is taken of the seasons. Interior displays are used to show exclusive Christmas and Easter lines and the salesmen are instructed to make the most of them.

The good use to which a show case can be put is well exemplified in this interior. A lengthy one is shown here with shelving which permits of the display of several lines of goods such as confectionery, meats in glass, biscuits, macaroni, jelly powders, etc. When a customer sits before such a show case, she cannot fail to see these goods, and she buys one or more of them, sometimes at least. All this means extra trade—trade that wouldn't have come had their been no display.

Interior Display Versus Phone.

Mr. Williams is more anxious to get customers to come to the store than to talk to them over the phone. Frequently the occasional customer will resent being called up by phone to be asked if she wants some fish or fruit. He aims to keep the interior so attractive that when customers came into the store, they are induced to purchase goods they see neatly displayed and which they had not thought of before leaving home.

That store pillars can be not only brightened up but put to good use is exemplified here. Every dealer who has pillars in the store might well emulate this idea. By remembering that to be seen often means to be bought, one will realize the effectiveness of all possible attractive interior displays.

Eliminating Unnecessary Movements

How Newmarket Dealer Prepares Beforehand to Serve Customers Without Wasting Time—Weighs Sugar Beforehand and is Able to Get 100 Pounds from Every Sack—Arrangement of Goods Facilitates Prompt Service When Store is Crowded—Two Separate Businesses in the One Store.

Newmarket, Ont., Aug. 22—(Special).—When you weigh out sugar in small quantities, how much do you get out of a cwt. sack?

"We can weigh 100 pounds out of a cwt." is the assertion of W. L. Bosworth, a grocer of Newmarket, Ont. This statement is interesting from the fact that not infrequently we have grocers refer to the loss in weighing. It is important that the grocer should know if there is a loss incurred in weighing and if so, how much. This must be considered in figuring out the price at which he must sell his goods.

Makes Tests Frequently.

However, Mr. Bosworth scorns the idea that 100 pounds cannot be secured from a cwt. of sugar or a cwt. of anything else for that matter. He realized that it was important to know if this could be done, and so a test was made. In fact a test is frequently made.

When it was mentioned that many grocers say they cannot do this, Mr. Bosworth mentioned that it was their own fault. "If they would parcel their goods up ahead of time, when it is not necessary to be in a hurry and give careful attention to the work, they would find it would come out alright," he says. "Often the delivery boy is given this work to do after the day's work is over and as he is generally in a hurry, the work is done at a loss to the grocer."

Not so in the Bosworth store where the clerks employ their spare time in their work.

In fact, a study of the weighing problem has been made by Mr. Bosworth and his clerks. Care is taken in the work and the most sensitive scales used for the purpose. Not only is sugar done up beforehand but all the important staple lines as well.

Waste in Movements Eliminated.

Besides preventing loss in weighing this is part of a sytem which allows the greatet number of customers to be served with greatest rapidity and without confusion or delay.

Instead of having different kinds of pickles in different places, or different kinds of spices apart, all similar lines are grouped so that the clerk knows exactly where to get a desired article. In the same way associated lines are kept together, soaps, laundry starch and blue for instance being in one place. Staple lines are kept closest at hand. Under the main counter are sugar and tea in diflerent sized packages. In drawers behind the main counter are such lines as raisins, currants, icing sugar, dates, rice, tapioca, etc., all ready parcelled up.

Beneath the drawers a small surplus of different lines of canned goods are kept so that it is not necessary to disturb the shelf display. Spices are all together, the bulk goods being done up ahead in 5 and 10 cent packages and placed in the regular tin canisters to preserve their strength. This is with the exception of cloves, cayenne pepper and other odd lines or so which, because of the oil they contain cannot be done up as the oil would soon saturate the paper bag.

Carries System to Cellar.

The same system prevails in the cellar where the surplus stock is kept. There is a place for everything and everything in its place. When any goods are wanted from the reserve it is not necessary to search the cellar and pull things in general to pieces to get it. The clerk knows the spot where it is to be found.

The system in this store has now been developed to a fine point. It is valuable in the fact that it reduces the expenses of the store, as less help is needed to handle the business than would be the case if there was no system. That this is true is shown by the fact that Mr. Bosworth with two clerks and a delivery man does as much business as would do credit to a store with a much larger staff and much larger expense account.

Taking Care of Saturday Trade.

Like many a town of a similar size there is a rush business on Saturday, for not only do the farmers flock in from the surrounding country but on this day the employes of several manufacturing firms receive their wages. It is at such busy times that the system shows up to advantage. It is the policy of the store to look first after customers during these rush periods. Parcelling of orders is of secondary consideration. "Get the business while it is to be had," is the motto of the store. As the rush slackens one of the clerks begins at the orders so as to get them out as soon as possible.

Fifteen Year' Training.

Mr. Bosworth has been in the grocery business in Newmarket for 15 years, so that his present system is the result of years of study. For 13 years he was behind the counter as clerk but two

A long walk to the sugar barrel, or other source of supply, does not permit of prompt service. Dealers should conserve their movements by systematic methods.

years ago he purchased the grocery business of his employer, and backed by the experience he gained while a clerk, is in common words "making good," in the enterprise.

To have your store divided from your neighbors' only by an imaginary line is not a very usual occurrence but such is the case with Mr. Bosworth. His business as well as that of R. A. Smith, crockery and china ware merchant, is in the same store and as we said divided only by an imaginary line. The store is an especially long one and down one side ranges groceries and down the other chinaware.

There are some good features abut such an arrangement. As Mr. Bosworth says, "People who come to buy groceries will have crockery and chinaware brought to their notice, while those who come to buy chinaware will be reminded of their grocery wants."

These two men also combine their advertising in the local paper and find such co-operation good business.

Of course there is an explanation of this order of things. Mr. Smith formerly conducted both grocery and chinaware departments. Two years ago he decided that he could devote his whole attention to chinaware to good advantage, so his grocery department was sold to his head clerk, the present proprietor.

Canned Goods Prices Compared to 1911

Peas, Raspberries, Strawberries and Salmon Generally Speaking Higher Than Year Ago — Beans Open at Same Price—Likely Retail Price on Sockeye Salmon—Reasons for Advances—Prices on Corn and Tomatoes Yet to Come.

Big buyers of canned goods anxiously awaited the new opening prices during past couple of weeks. Last week prices on peas, beans and raspberries were mentioned in The Grocer and even while the paper was on the press telegrams and phone messages came in asking for the information. One of the telegrams was from Western Canada showing how keenly the trade have been awaiting the news.

The biggest items in the vegetable line are peas, tomatoes and corn. It will be some time yet before prices on the two latter are named and it is even a little early to predict what sort of pack will be realized.

Short Delivery on Peas.

But prices on peas are out and are higher in all but one case than year ago as will be noted from accompanying comparison:—

	1911.	1912.
Peas, standard, size 4	$1.00	$1.25
Peas, 2s, extra fine sifted, size 1	1.77½	1.75
Peas, 2s, sweet wrinkle, size 2.	1.20	1.35
Peas, 2s, Early June, size 3...	1.15	1.30

Above quotations are for Ontario and Quebec grade A. Grade B are 2½ cents less per dozen in each case.

It will be remembered that last year the dry weather at a critical period caused short crop and caused advances over 1910 of 2½ cents per dozen. This year a similar cause at end of June and first part of July had same effect, again resulting in short pack. The Dominion Canners are, therefore, only able to deliver 52 per cent. of wholesalers' orders, so far as their own pack is concerned, and have themselves to go into the market for eight per cent., so as to come up to their original guarantee of 60 per cent. of orders.

Pack of extra fine sifted is sufficient for full delivery of orders but the others are short, pack of standards being only 35 per cent. of orders. It will be noted that extra fine sifted at $1.75 are 2½ cents below last year and the same as in 1910.

Standards at $1.25 mean a little less than 10½ cents per can to the retailers (those who purchased before May 1 get 2½ per cent. discount bringing cost down slightly), so that if sold at 12½ cents gross margin on selling price would be somewhere around 16 to 20 per cent.

Beans Open Same as 1911.

With beans the situation is somewhat different as this comparison shows:—

	1911.	1912.
Beans, 2s, golden wax	$1.00	$1.00
Beans, 3s, golden wax	1.40	1.40
Beans, gal., golden wax	4.05	4.05
Beans, 2s, Refugee, green	1.00	1.00
Beans, 3s, Refugee, green	1.40	1.40
Beans, 2s, Refugee, midgets...	1.30	1.30

With prices similar to 1911, canners are evidently anticipating at least as good a pack as year ago. As to whether prices quoted will advance from wholesaler to retailer depends on extent of delivery of orders.

Unfavorable Early Weather.

The cold winter and the long damp spring had an unfavorable effect on the raspberry crop. The pack is only from 65 to 70 per cent. of wholesalers' orders and prices are higher than the opening in 1911.

	1911.	1912.
Raspberry, 2s, bl. heavy syrup.	$2.02½	$2.15
Raspberry, 2s, bl. preserved ...	2.27½	2.40
Raspberry, 2s, red, heavy syrup	2.02½	2.15
Raspberry, 2s, red, preserved...	2.27½	2.40

The advance over a year ago amounts to about one cent per tin or twelve cents per dozen.

Strawberries, as previously announced in our market columns, are in same boat as raspberries. Owing to the drought last year vines did not trail as usual and the severe winter and late spring also had adverse effects. Comparison of prices is shown herewith:—

	1911.	1912.
Strawberries, 2s, heavy syrup..	$1.80	$2.15
Strawberries, 2s, preserved	2.05	2.30
Strawberries, gals., standard ..	7.27½	7.52½
Strawberries, gals., solid pack..	9.25½	9.77½

Percentage of delivery on strawberries has been placed at 60.

Percentage of delivery on strawberries has been placed at 60.

Salmon Prices Go Up.

Not only have fruits and vegetables been firming up in recent years, but canned salmon as well, as shown below:—

Sockeye—	1911.	1912.
1 lb. talls	$2.45	$2.87½
1 lb. flats	2.50	2.92½
½ lb. flats	1.55	1.70
Red spring, 1 lb. tall	2.25	2.50
Cohoes, 1 lb. tall	1.95	2.30
Humpback ,1 lb. tall	1.35	1.25

(2½c doz. less in 5 case lots.)

This means that a small pack in consideration of demand is expected as prices last year were considerably in advance of the year before.

Sockeye pound talls are $2.87½ which means a cost of about 24 cents per tin to the retailer buying in small quantities. To make a gross margin of 20 per cent. on selling price he would have to sell at 30 cents. Evidently there will be more ½ lb. tins sold this year as salmon at 30 cents is pretty nearly in the luxury class.

It may be some time before opening prices are named on corn and tomatoes. Last year they were not out until October. Tomatoes opened then at $1.17½ with about 40 per cent. delivery, and corn at 97½ cents with 90 per cent. delivery.

WORK FOR HEALTH AUTHORITIES

Editor Canadian Grocer.—I recently opened a bag of sugar only to find it unfit for use owing to the fact that dust had sifted through although in a double bag. It was full of fine dust and dirt which, I am convinced, was caused by dirty cars in transit. I have often gone into freight cars and found goods that were completely covered with coal dust and dirt of various kinds. Should not the health authorities give their attention to this mater?

GORRIE & CO.

Haliburton, On.

Customer.—My, Mr. Jones, you do quite a nice business, since you bought this store.

Mr. Jones.—Yes, lady, when I came here the turnover amounted to nothing at all. To-day is is just double.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

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CONSERVING MOTIONS IN THE STORE.

The mason who can lay the most brick in a day is the man who is closest to the brick and mortar, other things being equal. If the brick layer has to stoop three or four feet for every brick and every trowel of mortar, the waste motion greatly reduces his efficiency as a mason. He cannot lay nearly as many bricks, and his earning power is thereby decreased.

In the grocery store where business is frequently carried on with a rush, the salesmen cannot supply the wants of as many customers as they should, if the sources of supply of goods sold are at the other end of the store. It takes time to fill the order. Other people are waiting and are not getting the service they should receive.

An article on another page of this issue tells how a Newmarket, Ont., dealer aims to eliminate as many movements as possible in the store. For instance, when sugar is called for, he or his clerks do not have to take the time to parcel it up. It has already been parcelled at a time when the clerks were free. Staple lines are stocked in the most convenient place. Spices are all in a specified section, and soap, laundry starch, blue, etc., being associated lines, are together.

Such a system is carried out throughout the warehouse as well as the store, so that the dealer and his clerks do not waste movements.

The same idea is depicted in our cartoon. It illustrates an all too-common error on part of many merchants of placing their sugar barrels, etc., so far from a scale. The Newmarket dealer's course of parcelling sugar beforehand is the best method of overcoming the deficiency. It greatly facilitates the work of clerks in rush periods when their time is most valuable, and by eliminating waste movements sell more goods and make more money.

SELLING DIRECT TO THE CONSUMER.

For a long time now daily newspapers have been clamoring for the market gardener to sell direct to the general public. This has been particularly the case in large centres. In Toronto the newspapers scarcely allow a day to pass without getting in some "knock" on the middleman in this regard.

Considering this repetition, one would think the market gardeners would now be all reformed that they would sell direct to the public and eliminate the middleman. So far as a licence is concerned it costs them no more to sell direct than to the retailer or wholesaler. They could undoubtedly get a little more for their products too by going direct.

But the market gardeners are business men. They pay little attention to this friendly advice from the daily paper. They sell to the retailer or to the fruit market and therefore sell for cash, in most cases at least. If accounts are opened they are with from two to ten or a dozen retail or wholesale business men, and there is little chance of loss.

It is different, however, if the market gardener goes direct. He has to deal with many people and open up many accounts, many of which eventually become losses. Instead of one direct route each day to retail stores or wholesale fruit market, he spends the entire day in peddling his wares from house to house. He has the extra wear and tear of conveyances to contend with in addition to loss of time of himself or an employee. Any newspaper studying the facts in the proper light would soon see how foolish it is to advise market gardeners to sell direct, or the public to buy from market gardeners.

In every city there are many peddlers of market truck who are not market gardeners. They go to the wholesale fruit market for the goods and therefore cannot afford to sell cheaper than the established retailer. The other day, the writer in conversation with one of these peddlers,, asked him where his garden was located. His reply was:—"I'm not a market gardener. I only wish I were—I would not be calling on the public. I would take my load every morning to the wholesale fruit market and go home before ten o'clock with $75 or $100 in my pocket. If I had the money it wouldn't take me long to get a garden."

The truck gardeners who are making money are not selling direct. Its poor business for them to do so, and the newspapers may as well call a halt on the wasting of their wind.

GREEN COFFEE AT ITS BEST.

Some years ago a Canadian importer purchased a quantity of green Mocha coffee through a New York broker. When it arrived the importer found it to be moist and too green altogether to use for the high quality blend he had been giving the retail trade. He was almost out of Mocha coffee and the situation which cropped up was most disagreeable.

A letter was immediately despatched to the New York firm—and in the importer's own words, it was a pretty "hot" letter—calling attention to the inferior quality of the shipment and to the disadvantage the Canadian coffee manufacturer was at.

The reply came back that the quality was in the coffee allright, but it was too green for immediate grinding—which fact was greatly regretted. It was further intimated that if it were held a few months its superior character would make itself evident.

This was poor consolation for the importer who wanted to use it at once. He did not really think it would ever be in a condition to suit his trade. Anyway, weeks drifted on, and at the end of six months the coffee was again tested. This time there came a pleasant surprise. It was found to be first-class in every respect and made one of the best blends the importer had had for some time.

This little incident goes to show that coffee can be too green, and that when it is kept in the green state for some months or even a year or more it makes a superior coffee when roasted. This is why coffee manufacturers

use aged green coffee, and it also explains why the Brazilian government is able to hold so much coffee under the valorization scheme, from year to year, without deteriorating its quality or value.

A MISTAKEN IDEA.

There was once an old woman who used to sell apples for a living. She maintained that she sold them at a loss.

"But how do you make a living then?" she was asked.

"Oh, but you see I sell so many of them," was her reply.

There are apparently a good many grocers who look upon the selling of certain lines of goods in somewhat the same light. They seem to think because they sell a considerable quantity of some staple that they can afford to do so at little or no profit.

Every article should be made to pay its way in the store. Expenses are figured on the total sales, and if a portion of those sales do not bear their proportion of the cost of selling themselves, it must be borne by some other line or lines.

It may be argued that $1.00 worth of sugar may be sold at cost because it is being evened up by the good profit of 25 cents on another dollar's worth of goods. However, if we figure it up, it will be found that total profit is only 25 cents on the two dollars or 12½ per cent., which is less than the general cost of doing business.

While it may be proper to argue that when a large quantity of any article is sold, it is not necessary to exact such a large rate of profit, nevertheless it must be remembered that expenses must be paid, and that each article must bear its share. This is not possible if goods are sold at cost.

Anyone can sell goods at cost. It takes a salesman to sell at a profit.

MARGARINE IN DENMARK.

Over in Denmark they manufacture and consume large quantities of margarine. During 1911 there were 22 factories operating, making a total production of 77,880,000 pounds. The surplus import amounted that year to 3,344,000 pounds, so that the total consumption amounted to 81,224,000 pounds.

The important raw materials used in the manufacture are oleomargarine, premier jus, neutral lard, cocoa oil, cotton oil and other oils and fats.

It might be mentioned here that margarine is not, or should not be, sold in Canada. Our laws have prohibited its importation, manufacture and sale for many years.

CLEARING OUT OLD STOCK.

In shelving new stock, too much emphasis cannot be laid on the common occurrence of placing it in front of the old. The danger of mismanagement in such a case is obvious and in many cases may be termed detrimental to the sale of certain brands of goods. With some careless dealers, when the stock is replenished, the old stays where it was first placed, and after several months, perhaps, it is thrown out or sold cheap because of its appearnace, and doubt existing as to its original good quality.

Stock is very often arranged this way on account of the necessary work of taking out the old, placing the new in the rear of the self, and then replacing the old in front. Some may think that the new gives better appearance than the faded and fly-specked packages just taken from the back of the shelves. But why these faded and fly-specked packages? Were they placed in front the last time? likely not, if they had been, they would not be unpresentable at the front.

Some kinds of canned or package goods will not keep in first-class condition for any great length of time no matter how well packed. Moreover, every dealer and clerk knows that a faded, fly-specked, dirty and dusty-looking package is not the easiest thing to sell, especially so if it is the introduction of that particular brand. The customer judges the contents by the uninviting outside appearance, and if the product is purchased at all, and happens to be one of the kind that will not keep for "ages" it will be returned. If not, it goes down in the customer's "black book" as an inferior quality article.

This same rule may also be applied to the handling of bulk goods, for if bulk stock is replenished at any time it is always best to remove the old from the container and put it on top of the new.

Tea is one item on the list that will not keep indefinitely, no matter how well it is packed in canisters, tins, or lead packages, it will keep in good condition for a reasonable length of time after which it begins slowly to lose its weight and strength.

It therefore behooves every dealer and clerk to make it a point to always get rid of old stock first, being careful, however, that there is not too much. Everybody wants the newest and freshest eatables obtainable and the "rapid-turnover" point again makes itself evident.

EDITORIAL NOTES.

Conservation of movements should be made a study in every store.

* * *

The longer the stock is left at the back of the shelf, the more unsaleable it becomes.

* * *

Don't sit down in the meadow and wait for the cow to back up and be milked—go after the cow.

* * *

Before a clerk leaves one place for another he should think over all the advantages and disadvantages of each, not regarding merely the amount of wages.

* * *

Clerks who wait on customers and fill orders too far distant from sources of supply are paid a good percentage of their salary for walking around.

* * *

Salmon at 30 cents a tin, which not so many years ago could be bought for 10, 12 and 15 cents, is pretty nearly in the gold fish class.

* * *

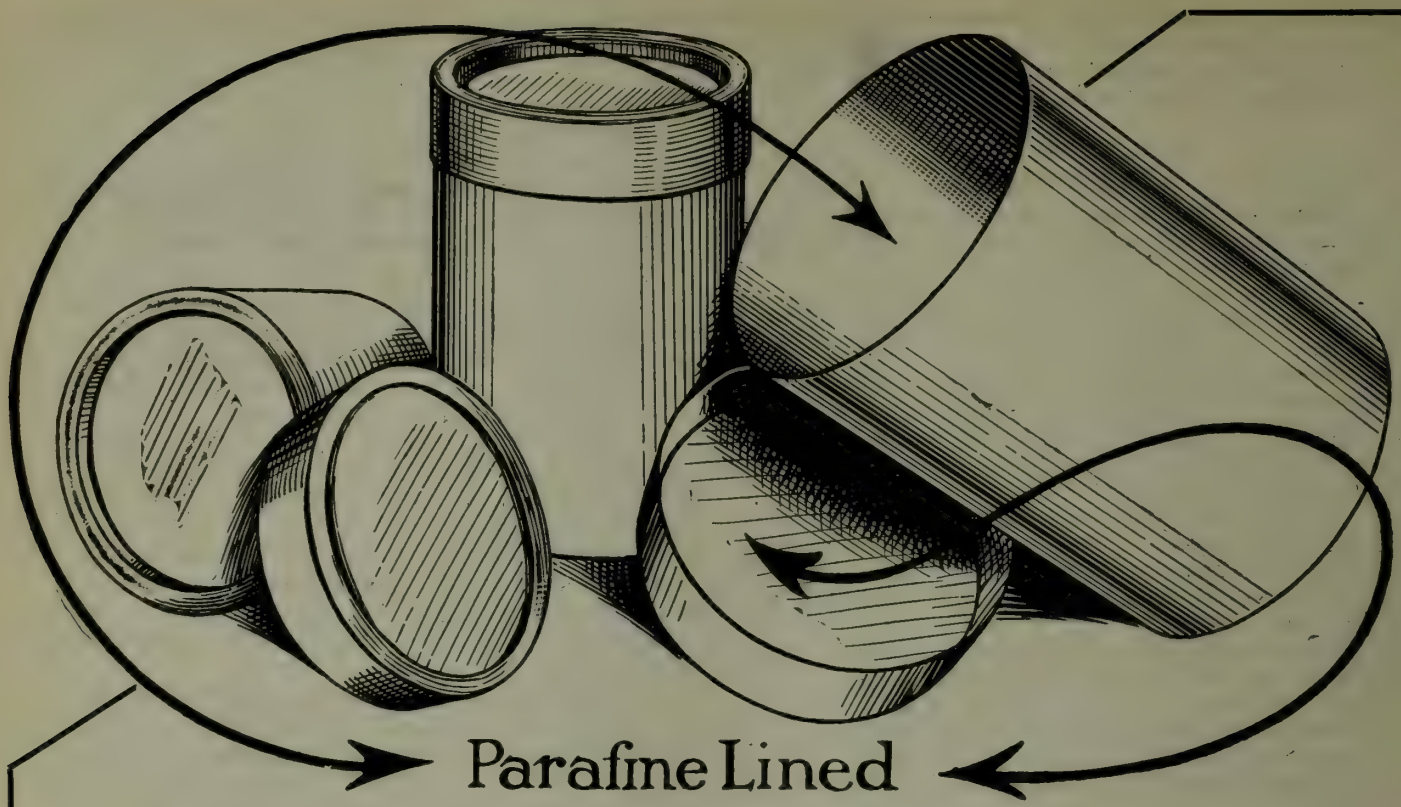
Retailers will please remember that prices quoted in our various markets are from wholesaler to retailer, except where otherwise specified.

* * *

Two parties are at fault when the salesman does not know all about the goods he is trying to sell; the employer for not teaching him and he himself for not learning.

* * *

In these days a good market garden is a regular gold mine. It will be very disappointing to many daily newspapers, however, if some gardeners do not become more charitable in their dealings with the dear public by selling direct—and lose a lot of money.



How do you send out liquid foods?

How Do You Deliver Oysters?

This is the newest and most perfect container on the market for holding liquids of any kind such as vinegar, molasses, syrup, pickles, milk, etc. It is specially adapted for use in sending out oysters. Though made entirely of paper, it is strong, and being lined throughout with pure parafine, it is absolutely waterproof, and leakproof. The top of the box fits into the shoulder of the lid and will not allow any moisture to escape whether standing on top or bottom. Made in three sizes, ½ pint, pint and quarts. Prices, $10, $12 and $14 a thousand f.o.b factory at Sombra, Ont.

Send in Orders Early and be Ready for the Fall Season.

Can be wrapped and delivered as conveniently as a can of salmon

CONNECTICUT

Canadian

50 JARVIS ST.,

No Oyster Under Four Years Old

It is a well-known fact that no oyster is fully matured under four years of age. A fully matured oyster is firm and of materially finer flavor.

"Coast-Sealed" Oysters

are all over this age, are firm, and have a distinctive flavor. They are packed in air-tight containers as they are opened and are refrigerated at the right and uniform temperature until they are placed in your store. "COAST SEALED" OYSTERS are gaining in favor every day. They are creating oyster eaters because of their absolute reliability and true seaside flavor.

We open our season August 26th, and solicit your patronage.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

OYSTER CO.

Branch:

TORONTO

Handling Produce---Proper Bookkeeping

Letter on Handling and Making Profits on Produce, Provisions, Fruits and Vegetables—Too Vague to go Into Thoroughly—Bookkeeping Troubles to be Straightened Out—An Expert Accountant Needed to Arrange for Complete Change.

*By Henry Johnston, Jr.

Away last spring I received the following letter:

Dear Sir.—Please give us a statement in the interest of the sale of vegetables and fruits.

"We have three large greenhouses that furnish the trade with home grown vegetables and fruit which we handle on commission. Also there are some twenty-five or more growers of outdoor vegetables and fruit. It has been the custom here of handling it as follows: 10 per cent. in trade and 15 per cent. in cash. A matter of competition has obliged us all to come to this small basis. Some places are handling such goods in other towns and get 20 per cent. to 25 per cent. In the first place the average cost to run a grocery is from 12 per cent. to 15 per cent. We ought to get cash and 10 per cent. extra for doing the business. I feel that if you would publish a reasonable rating that it would stir up the dealers to see that these prices are a losing game. Please look at it in due justice to grower and dealer. I feel that we ought to get at the very least 15 per cent. in trade and 20 per cent. in cash. Please do not publish all this letter, nor use our name, as it will place us in a bad position here and would not accomplish the desired object.

The Profit's the Thing.

"We handle over half the fruit and vegetables grown here and with your good handling of the matter we may get together and sell the goods at a profit.

"The homegrown fruit and vegetables amount to $3,500 to $4,000 per year, and requires a whole lot of hard work. As an illustration, lettuce now in ——— is worth about 25 cents to 30 cents a box, and makes ten good large bunches which would be 50c., which at the most will net 50 per cent., and a good many vegetables, such as parsnip, carrots, cabbage, etc., we are shipping in from ———, the margin or profit is 2c. to 3c. lb., average 25 to 50 per cent. Of course, this is a cash deal.

"If this appeals to you I am willing to leave it to you to publish as you think best, but do not use our name and would be pleased not to have our town name used.

"Also, there is great stir amongst certain persons here that is going to compel us to keep everything indoors, which will require all of us to make some alterations in our store. Have you any suggestions in that line?"

* * *

A Puzzling Communication.

I kept that letter for some time, trying to make head or tail of it .

Then I wrote to my correspondent as follows:

"I have gone carefully over your letter and hope to give it early attention; but there are some points about it that are not clear and I must therefore ask you a few questions to which I hope you will reply promptly.

"I notice that you handle those goods on a commission basis. What I do not understand is, exactly what you mean by saying that you handle those goods '10 per cent. in trade and 15 per cent. in cash.' Please tell me exactly what that means, because I fail to grasp it. You say that some places they get 20 per cent. to 25 per cent. commission. Perhaps if you will give me a few examples of just why this thing is done, I can handle it intelligently.

"You say that you ought to get cash and 10 per cent. extra for doing the business. What does that mean?

"You say that the homegrown fruits and vegetables amount to $3,500 to $4,000 per year, which requires a whole lot of hard work. Is this the total amount that is handled by the town? That seems to be very little to me, so I imagine it must be what you yourselves handle.

"You say that lettuce in ——— is now worth 25c. to 30c. per box, which makes ten 5c. bunches, and that you are shipping parsnips, carrots, cabbage, etc., from ———, with a margin of profit of 2c. to 3c. a pound, and this is a cash deal. I cannot quite understand this part of it. If you buy stuff from ———,and make such a margin as you indicate, you certainly have nothing to complain of. Perhaps you intend to illustrate how much better you do when you get goods from ——— than when you handle local products.

"I shall not use your name nor expose you, but I want full details, because while we handle large quantities of fruits and vegetables ourselves, we have no such conditions to contend with."

Up to date I am without any reply; and now I ask if any of my readers can tell me any more about such conditions so that we may work out a remedy, or palliation, if possible.

* * *

Question on Co-operative Buying.

A correspondent of three or four weeks ago writes again as below:

Henry Johnson, Jr.

Dear Sir,—We note your reply to our recent inquiry.

You ask, "Wherein does co-operative buying differ from any other buying?" In realty it differs in no respect from any other buying, but we have charged this merchandise, the full amount to the merchandise account and treated it as a sale when delivered to the other stores, who had been in on the deal. In this way is was a sale without any profit.

Depreciation not included, is as you infer, the net amount given, the depreciation having been deducted. Cash on account is the amount of cash paid by customers on accounts receivable.

Net worth on March 7th, 1911, is made up of the following items:

Mdse. on hand Mar. 6, 1911..	$15,737.81	
Cash on hand and in bank..	42.30	
Freight and dray	503.61	
Fixtures	737.21	
Bills receivable	1,133.88	
Accounts receivable	3,032.44	
	$21,187.25	
Money drawn from business	2,000.00	
		$23,187.25
Bills payable	3,565.25	
Other liabilities	816.94	
		4,382.19
		$18,805.91

You will notice that we have included $2,000, as an asset which had been drawn during the year. We notice that you have not considered the $1,950.03 as an asset in making up the net worth but have considered it as an expense. Is this not an error on your part? Would make considerable difference in figuring expense and profit. The $2,624 is included in merchandise purchased as well as in sales for year 1912. Kindly let us hear from you after looking over these figures.

We have already changed our method of bookkeeping. We only consider the produce as a sale when exchanged for merchandise and conduct the produce part entirely separate from the rest of the business, making it stand the loss instead of merchandise standing it. Also keep track of all goods sold without profit and deduct them from the sales.

Do you know anyone who would be capable of doctoring up our business? We feel that our system is too complicated as it is now.

Thanking you very kindly for the suggestions, we are,

Very truly yours,

B—G—F—& Bro.

Of course it makes a difference whether one gets down to brass tacks and

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

squeezes all the wind and water out of his statement or includes all kinds of imaginary items. If things were so ordered that we could count all the money we took in as pure gain and forget all about anything paid out again—why, almost any of us could make a good showing. But a "showing" is only a secondary matter. What we are after is to make money, and "the mill will never grind with the water that has passed."

In my early experience I ran a corporation, though it was also a retail business. I hoped it would some day pay big dividends so I ran it somewhat as my friend runs his business. One stockholder was a woman who had no extensive means, and I paid her a small sum monthly which I charged to dividend account and counted among my assets. I found, however, that my jobber would not regard that item as an asset at all; but wiped it out as something dead and gone. In fact, he brutally called it "expense!" Seemed kind of mean of him at the time, but I have since concluded he was right—for the corporation never did pay any dividends and we never got any of those advances back. So he was apparently right.

Resource Must Be Tangible.

When you set out to find your "net worth," how can you count as a resource something you have not got? Let us grant that you have—actually HAVE all the items listed in this statement, including the $503.61 of drayage, etc., as that may be added to the value of merchandise, except that matter of $2,000, which you have paid out and certainly have not now. In this way you will find your Net Worth not as $18,805.91, but as $16,805.91; and it will compare much better with the actual net possessions at the end of the next period.

Indeed, I agree with you. Your bookkeeping is certainly too complicated. You seem to "account" for each different nickel three or four times—and in the end you lose track of the nickel. Better cut out most of that kind of "accounting" and get some system that really does account.

Consult an Expert Accountant.

Your nearest big city is ————. I suggest that you write to Bradstreets or Dun's agency in that town and ask for the addresses of two or three reliable expert accountants. Then select the one that looks best to you after you have had some correspondence with them. There is nothing to be gained through my trying to work out anything for you because your troubles are too fundamental. You need a completely new start.

Prices and Profits Discussed by Grocers

At Regular Meeting of Association Retail Dealers Talk of Many Things—Interesting Discussion on Price of Soap, Spices and Canned Peas—One Tells of Use of Meat Cutter for Slicing Bread—The Figuring of Profits.

Toronto, August 22.—(Special.)—The August meeting of the Toronto Retail Grocers Association was held in the Temple Building on Monday night with president R. W. Davies in the chair.

One of the interesting side discussions of the evening was on figuring profits. It is evident that all grocers have not yet recognized that the only safe and sure method of figuring profits is on the selling price.

"The trouble is," said Donald McLean, "that a grocer will buy an article at $1.00 and sell it at $1.20 and think he is making 20 per cent., while in reality, he is only making 20 cents on $1.20 or 16 2-3 per cent. Now if he really wants to make 20 per cent. he must sell at $1.25."

The fault as pointed out by S. W. Hall, is that dealers do not recognize that 20 per cent. added to cost of article is not the same amount as 20 per cent. taken off selling price. He gave an example to show this.

A merchant has a stock of $5,000 which, if marked at an advance of 20 per cent. on cost, amounts to $6,000. Now suppose he is going to sell to another dealer, he might say, "I have these goods marked at 20 per cent. advance, I will take that percentage off the $6,000 and that is the amount at which I should sell the stock to him."

However, when figured out, 20 per cent. off is $1,200, so he would be selling it for $4,800 when it cost him $5,000. Thus it is shown that 20 per cent. on is not the same as 20 per cent. off.

"I see ———— have all the soaps in their window at 4 cents a bar," stated one of the grocers.

"I am selling all but one of the soaps at five cents straight, and I sell just as much of the five straight as I do of the six for a quarter."

"I am still selling six for 25 cents," said another.

"Why, you are not making the cost of doing business," was a reply.

"Oh, I bought before soap went up."

"That makes no difference. If you had to replace that soap now, it would cost you about as much as you are selling it at. When soap went down I put it 6 for 25c. I raised the price when it went up again.

"That was the time to change, when we could offer an excuse to our customers. There is no reason why we should sell soap at cost."

"No," remarked another dealer, "everything in the store should be made pay its own way. Selling soap at 6 for 25c or $4.16 per box that costs $4.05 is not making money. It is losing it. It is better to sell 5 cases at 5 cents straight than 25 cases at 6 for 25 cents."

The Provision Department.

An exchange of methods on handling provisions proved interesting. Among assertions made were the following:

"I buy backs with bones and bone them myself. I get them for 2 cents per pound less and bone only weighs 8 or 9 ounces."

"I don't waste a bit of meat with my meat slicer," said a second.

"I used to when I had all the clerks handling it, while several didn't understand it. Now I have one man who looks after it entirely. In the morning he slices up enough to do nearly all day and is thus able to slice the ends up well and mix them through the different packages. I think that the correct way as you cannot put in the ends if you slice it while a customer is watching."

Another dealer stated that he always sold the ends off in pieces to certain customers at a slight reduction.

Meat Slicer as Bread Slicer.

A grocer told of having received an order for 40 loaves of bread the other day to be sliced with the meat cutter. It did the work well.

"I always charge 5c per large loaf more for bread when I slice it," he said. "I have done a lot of slicing on this basis lately for people who want it for sandwiches."

Selling Price of Spices.

Conversation on spices also afforded an opportunity to hear retailers' opinions on selling prices.

"I had to pay 20 cents for black pepper to-day," said one, "and I will sell it at 30 cents per lb. or 2½ ounces for 5c."

"When I weigh out 5 cents worth," said another, "I only give 2 ounces." A third declared that he sold all his spices at 2 ounces for 5c, no matter what they cost him.

"You have to sell celery seed at 5 cents per oz. now. It costs 45 cents per pound." was the advice of still another.

An Innovation in Taking Summer Holidays

Toronto Grocer Closes Up Completely for Two Weeks and Places Absentee Sign on the Door—Clerks and Drivers also Have Their Holidays—Before Leaving He Urged Customers to Anticipate Their Wants—Opened Again Last Monday with Big Business.

Toronto, Aug. 21—(Special). Much has been said in recent years about the necessity as well as the possibility of grocers taking an occasional holiday. We have heard of merchants arranging for a half holiday each week during the summer months, of taking week end trips or of skipping away for a week or so and allowing the clerks to pilot the ship of business in their absence.

It remained, however, for "Dick" Van Loan, a grocer at 19 Danforth Ave., Toronto, to lead the way in something entirely original in regard to grocers' holidays. No week end or week for him with constant telephone calls to straighten out tangles in the business which he had attempted to banish completely from his mind.

Sign Told of Absence.

He decided this year to have a real holiday and when he closed the store on Saturday Aug. 3, a sign in front of his store heralded forth the fact to all and sundry that he had gone on a two-week vacation and that the store would be closed until his return.

He closed everything up completely, sent his clerks off on a holiday, put his delivery horses out on pasture and betook himself and family to Big Bay Point, Lake Simcoe, Ont.

Of course he did not do this without giving his customers due notice. For three weeks previous to closing, on every parcel sent out notice of the intended two week holiday was stamped. He urged his customers to antedate their wants for the next two weeks and believes that the large majority did this in staple lines.

Exact Results Not Yet Known.

He has yet to find out exactly how the holiday affected business but when he opened up on Monday of this week, he did the biggest business he has ever had on a Monday.

Besides there is no doubt that this unusual action of a grocer will have a considerable advertising value as anything out of the ordinary always attracts public attention.

Eliminates Previous Arrangements.

Mr. Van Loan employs one clerk and two drivers, while his wife and daughter assist. "By the time you spend six weeks beforehand preparing a staff to look after the business in your absence and have to run to the telephone every day during your holiday to straighten out some tangle back at the store, you really have no holiday," he claims, "so this year I decided I would close up everything and take a real holiday."

Mr. VanLoan was in the grocery business at the corner of Gerrard and Broadview St. for 17 years. Two years ago he moved to his present location on Danforth Ave.

British Columbia Traveler on Profits

His Claim is That the Retail Dealer Should Get Behind the Goods That Will Produce Best Margins—Says This is Cure for the Small Profit Talks.

By T. P. F.

These days we are continually listening to the wail of the grocers about the rising price of articles of sale, that their profits are cut to almost nothing. Yet they continue to handle the same lines and keep turning down the houses that are offering them a proper white man's margin. Why is it? Well their excuse is that they dare not tamper with their trade. Are they tampering? If a customer is given to understand that the article she wishes to purchase is only giving him 10 per cent. when it takes 25 per cent. to run his business.

I think that nine out of ten will be fair-minded on the question. Let the grocer exercise a little salesmanship instead of being a machine. Let him gain the confidence of his customers, give them some knowledge of the article they are buying, handle his customer that knows it all with a little elastic, give the goods that give him the margin, the most prominent position in the store. Let him ask the traveler for information on an article on which he is not well posted, and if he is the right kind he will gladly give him any thing he knows to further his interest.

* * *

Editorial Note.—It is by all means proper that the dealer push the sale of goods which carry with them a fair net profit. The only thing that should be given care in doing this to see that the lines pushed are of a high quality. If a dealer is not assured of the quality of a certain line, it would be folly to attempt to sell it even if margin were greater than on a competitive but less profitable line.

Catalogues and Booklets

A well illustrated catalogue has been issued by the Brantford Oven and Rack Co., manufacturers of bake ovens, racks and sanitary appliances. Apart from information in connection with the products of the firm it contains much advice on shipping freight, testimonials, etc.

* * *

The twenty-fifth annual report of the Vancouver Board of Trade has been issued. It gives a large amount of information about Vancouver and British Columbia, including statistics on agricultural, mineral, fishing and fruit-growing industries as well as land laws, climate, electric power, etc.

* * *

The Joseph Campbell Co., Camden, N.J., U.S.A., are issuing an interesting little booklet each month known as The Optimist. The August issue contains information about the tomato situation, cannery laws in New Jersey, and articles under the caption of "Trade Insurance and Profits," etc. It is certainly true to name—an optimistic booklet.

—⚙—

HINTS ON WINDOW DISPLAY.

It does not pay to discard any material after dismantling a display, unless it is so worn that it could not be used again. Everything will come in handy afterward. By careful preservation of all material, the outlay for window displays can be kept very low.

The window trimmer should keep wideawake to what is interesting the public. If he can introduce into his displays something which refers to a matter of great public interest, he is sure of attracting public attention. Holiday trims are always successful and special celebrations should always be "played up."

Interest in Late Vegetable Packs

Trade Wondering How Tomatoes and Corn Will Turn Out—Valencia Raisins Much Higher Than Last Year—California Raisins Lowest in Twelve Years—Carolina Rice Up in Montreal.

QUEBEC MARKETS.

POINTERS—

Carolina Rice—Up ½ cent.

Valencia Raisins—Firm.

Brown Wrapping Paper.—Up.

Montreal, Aug. 23.—Business for past week has been satisfactory though some wholesalers find lack of enthusiasm in some parts of the country. Collections are better and, taking everything into consideration, there is every reason to look forward to a good future business.

Brown wrapping paper has gone up to the 3½ cent mark, the reduction to 2¾ cents having been unwarranted as far as the raw market was concerned.

Carolina rice has advanced also due of course to strained conditions in the East.

The prices for 1912 pack of Clover Leaf salmon have been named, 1 lb. talls, $2.85-2.87½; 1 lb. flats, $2.90-$2.97½; while the prevailing prices for same line on spot are 1 lb. flats, $2.90; ½ lb. flats, $1.67½.

SUGAR.—Following the decline of last week prices are steady and local wholesalers look to a general steadiness for next few months basing their arguments on fact that the crops in the islands are practically all cleaned up and that the small movement of the Cuban crop generally tends to steady matters. Still a little speculation would very soon upset this theory so that one refrains from speaking very definitely about the probable trend of the market.

There is a good volume of business being done locally, which would go to prove that wholesalers and retailers have been anticipating a decline and buying in smaller quantities than usual in spite of the fact that the home preserving season would relieve them of large amounts.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 90
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—There is a marked change in this market at present, demand being better both locally and from the country, and as molasses is one of the few cheap food stuffs remaining a good business period is ahead. Small shipments are arriving from Barbados in good shape the quality being well up to the mark.

Just what effect the building of the large centrals on the island will have on the output of molasses next year is questionable, some contending that abolition of the smaller mill must result in smaller exports, but as a local merchant remarks, "Why should this be when the molasses business is paying so well?" It would seem that as long as the market here is so good that exporters will be mighty anxious to turn out as much molasses as possible and while it is a long way ahead, yet there seems no reason to look for higher price in molasses on this account, more especially when there is a strong belief amongst the bigger houses that sugar prices must go down to a much lower level next year.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38¾-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — Wholesalers are now taking advantage of the increased interest in dried fruits and are getting rid of old stock.

It is now generally believed that the season's crop of raisins will be short and late, the chief cause for these statements which conflict to a great extent with previous advices, being the lack of rain during the winter months. Prices for old crop Valencias have advanced in primary markets and new crop will be 25 per cent. dearer than the old. The feeling in the currant market is much firmer and the prices on new goods will be determined entirely by the results of the crop which is being awaited eagerly. The larger part of the crop by this time has undoubtedly been harvested and if later reports have any weight the quality is finer. First shipments are to be made about the end of the month.

New crop Smyrna figs are now coming forward and opening prices should be to hand soon.

On top of the news of the failure of the olive crop comes an advice to the effect that European growers of prunes have been much disappointed with the result of their crops and it is likely that shippers in California will soon be called on substantially. It is said that Bosnia and Servia will be 50 per cent. short and France is also reported behind quite a lot. But it is likely that a market will be found for the European carry over before California is called upon, so that the market here should not be affected for some little time.

Evaporated apricots	$0 22	$0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pckgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Figs	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¾
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08½
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy sedeed, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per box	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—It looks as if the Brazilian Government are determined to maintain the control of the coffee situation in order to kill any possible over production, and after all it is hard to accuse them of taking wrong steps as it must be admitted that the prosperity of the country depends to a very large extent, in fact almost entirely on the production of coffee. Rubber used to hold an important place in the list of Brazilian exports but to-day as in other countries the growth is dwindling seriously.

There was a slight advance in the primary markets last week but not sufficient to make any alteration of prices here nor can we hope for any such state of affairs for a long period.

Reports about the new crop are conflicting some stating that the appearance is favorable, other bullish missives making the outlook a little less rosy. Howbeit stocks are gathering up as a result of heavy receipts but none of the large U.S.A. roasters are overloading themselves hoping that a continued accumulation may bring about some con-

cessions. But alas! it looks as if coffee must remain high.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 26	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—There is a moderate activity in the market at present though a heavier demand is expected to set in now that the pickling season is on. Peppers are receding in primary market the sharp reaction presenting the chief feature. General market conditions though, make us look for a firming up and higher prices all round.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE. — Situation in Far East has changed little and as result of the firmness Caroline rice has advanced a ½ cent per lb. There is a quietness locally brought about of course by the high level to which quotations have gone, not that a decline would bring about an avalanche of business as it looks as if dealers stocked up pretty well prior to heavy advance which took place some weeks ago.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—As stated before there is an improvement in the demand for nuts but chief interest is centered upon the reports about new crops. Tarragona almonds are now in limelight owing to the fact that Californians have named a pretty reasonable figure, which has not so far been adopted by growers in Spain. The crops of filberts in Spain and Italy are reported good so that the high price fixed by Sicilian houses does not seem justified and it looks as if they will have to take back a few points before they an get support from this market.

Brazilian, that is the quality goods, are firming up. About 17,000 tons have been shipped from Brazil this year this amount breaking all previous records. And it is said that the crop quality was extra good this year. But, as European crops of other varieties have been none too healthy we look for higher prices immediately the fall demand sets in.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb...	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb..	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb. ..	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop..	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Corn.—Does not promise well.

Valencia Raisins.—Much higher than last year.

Seeded Raisins.—On low level.

Evaps.—Futures will be low.

Toronto, Aug. 22.—During summer months great interest is displayed by trade in general in new crops and packs, everyone trying to discern probable trend of prices for ensuing season. This has been no less the case this year. We have now disposed of early fruits and vegetables as well as salmon and interest is being directed to later packs. Corn does not promise well just now. Tomatoes will apparently require an exceptionally long season. In dried fruits, high price of Valencia raisins and low price of California stock is a prominent feature. "Evaps" will be considerably cheaper than last year.

Business is reported as on fair scale for season. Opening of exhibition next week will mean greater activity for city retailers. Wholesalers during next two weeks expect to have many visitors, country retailers taking advantage of the exhibition to make purchases from the wholesale houses.

SUGAR.—There has been no change in refined prices since last week's decline of 10 cents, which brought local refined down to 5.05 in bags locally. General situation shows no change, but crop prospects continue good and a lower market seems to be a probable result of these conditions. When the readjustment will come is a question. Some are inclined to think that demand for preserving purposes may hold market steady temporarily while others would not be surprised at a change anytime.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES.—With the approach of fall and cooler weather, interest in syrup and molasses should be somewhat stimulated. Both these lines are just now passing through their quiet season but cooler weather will bring greater activity.

	Per case.
Syrups—	
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUIT. — Business in this years' crop of raisins and currants is showing more life according to local brokers, wholesalers now showing greater interest.

One of the outstanding features of this year's dried fruits is the high price of Valencia raisins. Past week has witnessed another advance in this line and while speculation is said to be a firming factor, there is no doubt that this year's crop is poor, weather having been unfavorable right from the start. Present quotations are about 10 shillings above those ruling a year ago. New crop will likely sell here at 8½ to 9 cents a lb., or 2½ cents over last year.

However, everything is not shaping upward in this way. For instance California raisins opened at the lowest figure in 12 years, selling considerably below last year's level. The crop does not promise to turn out so excessive a tonnage as was earlier predicted, but will be a good-sized output.

Currants have been up and down this year but at present have a tinge of easiness with prices about two shillings lower than middle of July last year when most of buying was done. Currants are dried in the sun and as there has been a lot of rain in Greece, there will be considerable poor quality fruit, although this will not affect the quantity. New crop currants to arrive in October are quoted at ¼ cent per lb. less than present prices.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapuets	0 04½	0 04½
Bag figs	0 06	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½

Currants—		
Patras	0 06	0 06½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

COFFEE.—With general coffee markets doing the unexpected at intervals, and with supplies in strong hands, forecasting would be little less than guesswork. However, a firm tone prevails locally with no indications of immediate weakness.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

RICE AND TAPIOCA.—There is no change in rice prices and nothing in outlook at present time that would indicate any change from present steadiness. Purchasing may probably be affected to stome extent by high prices demanded.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

SPICES.—Pickling spice is the stellar line in demand at present time, retailers preparing stocks for the rush expected shortly. Movement of other lines is normal with markets in general maintaining a steady tone. Rather an unexpected feature is weakness in black and white pepper on foreign markets. Cloves show quite a marked steadiness as do also nutmegs.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 [illegible]
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 95—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾
Carolina Rice	7 40	7 5[illegible]

BEANS.—Spot beans are conspicuous by their absence. "It is doubtful if a carload of prime Canadian beans could be secured from any one dealer in Canada," one man said this week. Foreign beans are apparently pretty well sold up also. There was a somewhat larger acreage of beans sowed this year but recent rainy weather has been detrimental to growth.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

EVAPORATED APPLES.— It appears that we are going to have considerable cheaper "evaps" this year, present indication pointing to a fair average production. There is some talk of futures around 7 cents as compared with 10 cents a year ago. Probably first offerings will bring a somewhat higher figure.

CANNED GOODS.

Toronto.—Plenty of time has now been given for the trade to fully digest the opening prices on the various kinds of early fruits and vegetables. Perhaps the most comment is heard in regard to peas and most particularly standards, which opened at 25 cents per dozen above last year. As indicated by prices. crop of peas was poor as was also the production of strawberries, raspberries and blueberries.

Some canners, however, are delivering 100 per cent. of these lines and in order to do so, found it necessary to import a large quantity of fresh fruit from the U. S. for preserving purposes. Other canners find that in peas, pack only warrants a 52 per cent. delivery, so that those who guaranteed 60 per cent. will have to go into the market to secure the balance.

Interest is now being shown in new pack corn and tomatoes. Corn at present time from reports does not promise well. It apparently has not attained full growth and as one wholesaler who has been investigating says, "is painfully small." Tomatoes look good at present time but they are late and the pack depends on the length of the season. Last year wholesalers had new tomatoes on display on Aug. 16, while this year they are not packing yet. If weather man proves exceptionally kind in giving us a good long season, we may have a fair pack of this line.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 65
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Extra fine sifted, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

NEW BRUNSWICK MARKETS.

St. John, Aug. 21—Further activity was noticed in the flour market this week when Ontario took another slump of ten cents. This was rather expected and caused little surprise and local dealers are looking for a drop in Manitoba patents soon. According to reports received here weather conditions in west and in States have been decidedly more favorable to crops than they have been in the east and if same state of matters continues, will have material effect upon quotations.

In the report given concerning the United States harvest this week there is a considerable reduction as to the expectations in number of bushels, and although crop is large, it is not nearly so great as was at first looked for. Decline of European market may have had something to do with the drop of ten cents in refined sugar last week. Firm prices are reported in New York and advices are to effect that stocks in British West Indies are about exhausted which will probaby have a tendency to firm price.

Molasses remains about the same and market is fairly well supplied locally. Despite the fact that there have been brilliant expectations regarding output of corn in the United States this year, cornmeal has taken an upward trend, owing it is thought here, to the fact that there are few old stocks on hand and those who are holding have the market fairly well cornered, as there will be no new supplies before mid-winter.

Never has there been such a scanty stock of beef on the market. Barrelled beef is scarce as well, but this might be easily expected.

Market in new potatoes gives brighter promise than was the case a few weeks ago.

Bacon	$	$ 0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 26	0 30
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag	....	....

Cheese, new, lb.	0 14½	0 14¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 90
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 20
Peas, No. 3	....	1 25
Peas, No. 2	....	1 30
Peas, No. 1	....	1 35
Peaches, 2's, doz.	1 75	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 24	0 26
Eggs, case	0 23	0 24
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 75	5 80
Lard, compound, lb.	0 12	0 12½
Lard, pure, lb.	0 14½	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35½	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	23 50	25 50
Potatoes, barrel	2 50	3 00
Potatoes, new, per bushel	....	1 40
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 25	8 50
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	4 90	5 00
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 05	6 30

Errors Sometimes Made in Rush for Trade

Intsances Given Where Dealers Have Got Into Complications by Reporting Orders on the Way When They Were Not—What a Salesman Would Have Done—Studying Markets Carefully and Treating All Customers Alike.

By O. S. Johnston.

"Tell the truth and shame the devil," is an old dictate which, when changed a little furnishes sound advice for the grocer and clerk who in some cases are not any too strongly posted on the difference between "Yes" and "No."

Let us consider it thus: "Tell the truth and don't shame the customer." Close adherence to this point will do no harm to any man's trade. It may in certain cases mean the loss of an order when a little prevarication would land it, but in the long run it will create a confidence amongst customers, which, though incapable of being truly valued in dollars and cents, yet must by all means be entered up on the asset side when the question, "What is Your Business Worth?" crops up.

There is an all too noticeable use among some young grocers and clerks of the affirmative when the negative should be used, more particularly when a customer telephones to know if goods she has just ordered have been sent along. How often do dealers answer "Yes" to such questions even though the goods are sitting on the counter, or the order still on file and unfilled.

A Good Memory Necessary.

Only the other day a case came to the writer's attention where a woman telephoned a fairly well-to-do grocer, stating that she was waiting for some goods ordered "long ago." The tone of the query talk evidently made the dealer anticipate a cancellation and he politely informed her that the driver was on the way to her house. Fifteen minutes passed but no goods turned up and, again, the telephone was called into service. But the grocer had entirely forgotten then that the driver was on his way the last time he spoke, and this time said: "Very sorry, madam, but the rig has just got back. Am having your order put in now. We are quite rushed to-day." Imagine the effect of these contradictory statements.

The Reply of a Salesman.

Do you think this way of working pays? Surely, it would have been much better to have made a straightforward apology and thus avoid the possibility of the customer losing faith. Indeed, one of those grocers who can be termed "salesman," would have given this woman a reply which would have smoothed out the difficulty, and would also possibly have suggested and sold a few articles not among the goods in question and therefore have made a little extra profit instead of making the customer feel inclined to go elsewhere.

One Price for All Customers.

It is usually the man who is anxious to establish a good business immediately who is generally found guilty of deviating from the orthodox. Because one customer is paying fifty dollars a month rent and another only fifteen or twenty, no grocer should conclude that he is justified in selling eggs or any other commodity to the latter at a lower figure than the former. Sooner or later the fact that concessions are made to a chosen few will be found out and all kinds of complications will arise—complications which will again lead to lack of faith and instead of advancing the "get rich quick" idea will put the dealer behind, and make the path doubly thorny.

Study the Markets.

There is only one way to run a successful business and that is by following the market closely and setting your prices accordingly with a determination to maintain them. How often have you seen a "cut rate" man competing with the "full-price" man and the latter eventually putting the former out of business; or at any rate, taking so much wind out of his sails that he can make practically no headway.

There are certainly some shoppers who would tax the patience of a saint, but in above instances, a keener perception of true salesmanship would have turned defeat into victory and that is why the dealer should study his customers and when they study him let them learn something worth while.

AN OFFICE IN LONDON, ENG.

The Salada Tea Co. have opened an office in London, Eng., at 41 Eastcheap, corner Rood Lane, with Max Tito as manager. This is the first Canadian tea firm to open an office in London, Eng.

NO REASON TO CHANGE.

A young woman went to a grocery store and asked the polite clerk if he had some good cheese. "Yes, indeed," he replied, "I have some lovely cheese." "It is not correct to call cheese 'lovely,'" she said. "How is that?" he inquired. "Because 'lovely' should be used to qualify only something that is alive." "Well," retorted the clerk, "I'll stick to 'lovely.'"

ENTERTAINED ON COMING OF AGE.

The conference of retail grocers held recently in Leeds (Eng.), marked the coming of age of the Federation of Grocers. During the convention the members were the guests of Hargreaves Bros. & Co., Ltd., Hull, and W. G. Nixey, Ltd., London—two firms which recently united—at a dinner at Roundhay Park. About 200 were seated. The chairman at the dinner and post-prandial speeches was T. L. Hargreaves, and a very enjoyable time resulted.

A Detroit dealer has discovered that his stock required only twelve different sized packages. To economize in wall space, he rearranged the shelving so that each compartment held all the packages of one size. Thus the shelves were made to accommodate more goods.

"JUST THE RIGHT THING."

Editor, Canadian Grocer.—Enclosed find express order for $2.00 for subscription to Feb. 16th, 1913. As to your paper, I think it is just the right thing for any merchant. I could not get along without it.

Wishing you prosperity,

(Sgd.) WM. BIRD.

Turnerville, Ont.

Fourteen per cent. of the egg is albumen.

Auxiliary to Newspaper Advertisement

How a Vancouver Dealer Calls His Customers' Attention More Forcibly to Announcements in the Paper— Samples of the Talks Given Show Good Judgment in Writing Ads—Splendid Method for Creating Business.

Vancouver, B.C., Aug. 20.—To back up his advertising in the newspaper and to make it more effective, T. F. McDowell, a Granville street grocer, uses a typewritten sheet. One of these is given to or placed in the parcel of each customer while the newspaper advertisement bearing the same copy is in the composing room of the newspaper or on the press. These sheets also keep the clerks in touch with events before they come off as copies are placed in all departments of the store.

A recent sheet sent out began: "T. F. McDowell, grocery and poultry specialist offers you Pure Food at lowest possible prices.

GROCERY DEPARTMENT.

We are the direct representatives of Blank's Olive Oil. Prepared by the most scientific process, guaranteed absolutely pure and recommended by the leading physicians.

¼ pints, bottle 25c
½ pints, bottles ..... 50c.
1 pint bottles... ... . 90c.
and in tins which come cheaper.

Business Getting Talk.

This is undoubtedly the proper way to write an advertisement. It makes one, who is an olive oil connoisseur, feel like trying it anyway and if the quality is there, repeat orders will follow.

Another portion of the advertisement reads:

FISH SECTION.

It tastes nicer when it comes from McDowell's. Displayed under our fly proof glass case on chipped ice those spring salmon steaks and sole fillets; well they are delicious.

Not only does this indicate a good perception in writing an advertisement but it presents a method for handling fresh fish in summer time. The fish are displayed beneath glass to be free from flies and dirt, should there be any, and at the same time can always be seen by customers.

After the Camping Trade.

A notice re camping is also included in this advertisement. It reads:

IMPORTANT NOTE.

If you are camping, send us your orders. We pay freight charges on all orders amounting to $5 or over. We want you to feel you may have our competent service when you are in your camping grounds one or 100 miles away.

The above three excerpts from the McDowell advertisement indicate what can be done in the way of creating new business. It must be remembered that new business seldom comes of its own accord. It must be gone after in some manner or other and the dealer who goes after it in the proper manner reaps the greatest reward.

Weather Somewhat Backward for Western Crops

Rather Cool and Cloudy Weather Prevailed Last Week—This However, is Better Than Frost—Merchants Holding Off Somewhat in Purchases to Await Result of the Harvest—Heavy Fall Buying Expected.

Vermilion, Alta., Aug. 17.—At time of writing the crops are coming along rather slowly on account of the comparatively cool and dull, cloudy weather prevailing throughout most of the West. For a night or two there was serious apprehension of frost but so far there appears to be none reported.

Some grain is being cut and most of remainder is turning but would ripen much faster with more sunshine and warmer weather. However, cloudy and a little cool is better than frost or hail and a few days more of present conditions and cutting will be general. From nearly all parts of the provinces reports are good and the crop promises a fair average.

Seventeen to eighteen bushels to the acre, taking the country as a whole, will be a pretty correct estimate. Some will go more while others will be less. The present season appears to be one where good farming counts and careless slipshod husbandry will be very disappointing in its results.

In this section (Vermilion) a large number of the farmers are drifting more into mixed farming, for which the country is well adapted, the wide range of unoccupied C.P.R. lands affording abundance of pasture. To give some idea of the extent to which this is growing, it may be stated that there were shipped from this little town alone last year 300 car loads of cattle and it is estimated there will be 500 sent out this season.

Throughout much of the West the merchants have purchased light stocks, fearing a repetition of last year's experiences; consequently the amount of goods upon their shelves is not heavy. Should the crop turn out according to present indications and be disposed of with reasonable facility there will be considerable buying for the sorting season and the fall trade will undoubtedly be good.

Following items were taken from The Canadian Grocer of August 26, 1892:—

In August, 1892, as shown by our files, sugar was $4.25 per cwt. in Montreal; today it is $4.95; bacon was 9½ to 10¼c per lb., while now it is 13½ to 15c; lard was 7 to 7¼c for compound which to-day is from 10 to 11 cents.

"W. S. Kennedy, Montreal, has been appointed Canadian agent for several English houses among which is Carr & Co., biscuit manufacturers."

Editor's Note.—Carr & Co. are still doing business in Canada but are represented in Montreal now by W. H. Dunn.

"The firm of Mathers & Milligan, produce and commission merchants, New Westminster, B.C., have sold their business to the Brackman & Ker Milling Co., Victoria. The change was effected by D. R. Ker, of that firm."

Editor's Note.—The Brackman Ker Milling Co. are still in business in the West.

"'There is one British colony on this side of the atlantic which declines to take United States money at par, said a traveler who has just returned from St. John's. "Newfoundlanders will not accept any currency or bills other than their own except at a discount. Paper money is subject to 3 per cent. discount, quarters are only worth 23c; 10c pieces, 9c.; and 5c. pieces, 4c.'"

In our issue of August 26, 1892 an account is given of the first annual picnic of Windsor, Ont., Grocers and Provision Dealers Association which was held on August 19 of that year at Deschree Shaska, a summer resort on the Canadian island of the Detroit River, known as Fighting Island. Jas. T. Smith was the president of the association.

Current News of the Week

Ontario.

E. C. Calder, grocer, Toronto, has sold to Williams Bros.

P. Maitland, grocer, Toronto, is succeeded by F. E. Seale.

F. H. Travers, grocer, London, Ont., has sold to Geo. H. Ellis.

J. A. Tock, grocer, Milton, Ont., is succeeded by Richard Burling.

J. P. Gervais has opened a grocery store in New Liskeard, Ont.

The Sarnia retail grocers held their annual picnic on Wednesday.

R. Goodings, grocer, Toronto, is succeeded by Sarah Hindmarsh.

G. H. Johnston, general merchant, Alton, Ont., has sold his business.

D. W. Clark, an Avenue Road, Toronto grocer, spent last week at Muskoka.

Cole Bros., general merchants, West Lorne, Ont., have sold their business.

J. C. Doyle, grocer, 142 Parliament st., Toronto, has sold to Elizabeth Miller.

Libby, McNeill & Libby, Chicago, have obtained a charter to do business in Canada.

S. W. Hall, grocer, Euclid Ave., Toronto, was on a trip to Syracuse, N.Y., last week.

Albert & Son, general merchants, have moved to Steelton, Ont., from Blind River.

Fulcher & Northmore, grocers, London, Ont., have dissolved, the former continuing.

The Timiskaming Farmer's Co-operative Assoc., New Liskeard, have obtained a charter.

Wm. Charles, of W. G. A. Lambe & Co., grocery brokers, Toronto, is holidaying in Muskoka.

R. A. Dutton, grocer, Roncesvalles Ave., Toronto, is in Atlantic City on a two weeks' holiday.

R. Vanloan, grocer, Danforth Ave., Toronto, has returned from a two weeks' holiday at Big Bay Point, Lake Simcoe.

The MacLaren Imperial Cheese Co., Ltd., Toronto, will be in their usual position in the Manufacturers' Building at the Canadian National Exhibition.

Mrs. O. Sigsworth, wife of a Pape Ave., grocer, Toronto, has gone to England on a pleasure trip and before returning will visit the principal points of interest.

The authorities of Woodstock, Ont., intend taking steps to enforce the by-law governing display of meats, fish, fruits, etc. Glass material must cover them.

The Canada and West Indies Fruit and Sugar Company Limited, has been incorporated with a capital stock of ten million dollars. The head office will be in Toronto.

Letters patent have been issued extending the undertaking of the Edwardsburg Starch Company, Limited, Cardinal, Ont., so as to include additional powers and purposes.

Nahrgang & Co., grocers, Palmerston, Ont., are closing out their grocery business. They are running an advertisement in the local paper under the heading "Leaving Town."

Hugh Walker & Son, wholesale fruit merchants, Guelph, Ont., have opened a branch warehouse at North Bay. This was found necessary in order to attend to their New Ontario business with more facility.

Front of Ashwell's Store, Chilliwack, B.C. Firemen in front are getting ready for their contest in the Merchants' Picnic games referred to last week.

The Toronto retail grocers passed a motion on Monday night to send a letter of condolence to Frank Johnston, organizer of the association, regretting the death of his father, which took place recently.

The provisional directors of The Ontario Retail Grocers' Association are David Wood Clark, Toronto; John Diprose and Thos. Shaw, London; William John Mellen, Brantford; William Cousins Miller, Toronto; and James Main, Hamilton.

The annual outing of the officers and members of the Hamilton Retail Grocers' Association was held on Wednesday afternoon to Mountain Park. This event is familiarly known as the annual "Hump." Jno. Forth was the chairman of the outing.

Dealers purchasing cabbage, cauliflower, etc., should make sure that they are free from poison. A London, Ont., family ate a salad the other day made from cabbage which had been sprayed with Paris green and the members of it had a narrow escape from death.

John Johnston, Yorkville Ave., Toronto, for many years in the grocery business, died last week. He came to Toronto in 1872 from East York, where he was born. Three of his sons, F. W., J. A., and J. H. Johnston are at present in the grocery business in that city.

W. H. Millman, of W. H. Millman & Sons, Brokers, Toronto, has returned from the coast. He has visited the different wholesale points between Toronto and there, and speaks with glowing accounts of trade in general throughout his whole trip. Grain prospects up to now are excellent, and western people look for an enormous yield and plenty of money for future business.

W. C. Miller and David Bell, two Toronto grocers accompanied by Alex. Hutchison of Hutchison, Omand & Co., Toronto, were on a fishing expedition to Trent River, near Havelock, this week. They had not returned before this paper went to press so that results are yet unknown. There has been, nevertheless, a rumor to the effect that Trent River has fallen somewhat, which, in view of the recent rains, is quite suggestive.

At Listowel, Ont., an Italian fruit vendor who has taken a store on a year's lease, was fined $10 and costs by the police magistrate for a breach of the transient traders' by-law, which requires a residence of three months before commencing business or a license fee of $100. At the council meeting it was held that this prosecution savored of persecution and a motion was passed agreeing to accept two years' business tax and ask the magistrate to remit the fine.

The Retail Fruit Dealers' Association, Toronto, at a meeting in St. George's Hall during the week, decided to test the validity of the civic fruit by-law in the courts. They also complained that the notices sent out by the Health Department are only printed in English. This they consider a hardship, as most of those engaged in the retail fruit trade are either Italians, Greeks, or Hebrews. Consequently, they are unable to read the English language and understand its full meaning. They will require the M. H. O. to have all future notices written in four languages.

Work is proceeding rapidly on the new six-storey building of H. P. Eckardt at the eastern corner of Church street and the Esplanade, Toronto. The new building will have 133 feet frontage on Church street, 103 on the Esplanade, with a wagon way on all four sides. It will be built of red brick and stone trimmings on concrete pier foundations

Current News of the Week

to the rock, and of mill construction inside, giving it a bearing strength equal to its capacity. The rock on the foundations disclosed the fact that this corner is on the site of the old Church St. wharf, which was filled in many years ago when the Grand Trunk was put through. Some timbers unearthed in the excavation were as sound as when placed there six or eight decades ago. The new building will be situated at the extreme eastern point of the proposed new subway and will, therefore be opposite level tracks. Particular attention was given this point by Mr. Eckhardt on deciding to locate there.

Quebec and Maritime Provinces.

Edmond Cousineau, grocer, Quebec, has sold to J. B. Ewart.

Walter Wright, grocer, Montreal, has sold to Jno. S. Youngson.

Octave Blanchette, grocer, Verdun, Que., has sold to H. Blanchette.

Philorum Daoust, of P. Daoust & Co., wholesale grocers, Hull, Que., is dead.

F. J. McCain, general merchant, Summerfield, N.B., has sold to L. A. Lockhart.

J. R. F. Fisher, Montreal manager of the MacLaren Imperial Cheese Co., Ltd., is away on two weeks' vacation.

It is announced that the Canadian Sardine Co., will bring over about one hundred girls from Norway to pack sardines in the new cannery at Chamcook, N.B.

D. J. Gyrne, Leonard Bros., Montreal, wholesale fish dealers, has spent some time in New York and other U. S. A. cities, combining business with pleasure.

J. W. Strike, of L. H. Packhard & Co., Limited, Montreal, has left for the Laurentian mountains for a fortnight. He will do some trout fishing. Let's hope he'll "strike" some.

Harold G. Connors, of the Maritime Fish Corporation, Ltd., Montreal, has evidently considered the example set recently by the President, A. H. Brittain, a good one, as he has also joined the ranks of the Benedicts, receiving a handsome wedding present from the members of the organization.

The A. W. Hugman Co., Limited, Montreal, are now in their new five-storey building, 286-288 St. Paul St., having taken up these premises instead of those formerly occupied at 195 Commissioners' St. The building is of a modern type and all departments are separated so that there can be greater facility in shipping and no delay in the receiving of goods. The basement, which runs out to Commissioner street, allows of freight being handled quickly with no interference with the office which is on the ground floor. One entire floor is devoted to drying, and the manufacture of their baking powder, another being employed exclusively for stock and raw materials. A. W. Hugman, President, was the head of the Brodie Mfg. Co., before the new company was organized, and the manufacture of the Brodie plate polishes is carried on also in the new building, the other lines being pure spices, baking powder, household ammonia, etc.

Western Canada.

L. Saul, grocer, Vancouver, has sold to H. Headley.

J. Kirkpatrick, grocer, Vancouver, has sold to F. Viney.

R. L. Hood, general merchant, Lanigan, Sask., died recently.

T. G. Tennent, general merchant, Ladner, B.C., has sold to C. A. McKillop.

W. S. Colwell has opened a grocery and hardware store at Noremac, Sask.

The new addition to the Shamrock store, McDonald Hills, Sask., has been opened.

The Alta-British Columbia Land Co., Lethbridge, Alta., have disposed of their grocery business.

Prince Albert, Sask., business men are discussing the formation of a fruit company to be capitalized at $50,000.

The MacLaren Imperial Cheese Co., Ltd., have opened an office and storage at 320 8th Avenue west, Calgary, Alta., with **J. Furniston, late of Toronto, as** manager.

A. E. Fry, Hartney, Man., has sold his grocery business to R. C. Johnston, who took over the management on August 1. Mr. Johnston was a former resident of Hartney.

Saskatoon, Sask., ratepayers have voted in favor of an agreement made by the council with the Quaker Oats Co., to get that concern to locate there. The city gives $85,000 to purchase a site, a fixed assessment for a term, and certain rate for power.

C. H. Glenville & Co., Vermilion, Alta., have purchased the general store stock of Glenville, Hughes & Co. It is the intention of the new owners to commence the immediate erection of a new addition to the building, extending their present store sixty feet by thirty one. The additional space will be occupied with groceries.

D. D. Butler, traveler for The A. MacDonald Co., wholesale grocers, Winnipeg, is in the East visiting friends after 2½ years' absence in the Western metropolis. Mr. Butler was formerly salesman in Fred Harp's store in Brantford, Ont., when he was recognized as among the bright young men behind the counter. Readers of The Grocer will recall many good business talks in this paper from Mr. Butler's pen before his departure from Brantford.

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Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Kindly let me have information as to where I can secure pens, brushes and outfit for show card writing, as suggested after your article on show card writing in your issue of August 16, 1912.

Thanking you in anticipation and wishing your great journal every success, I remain,

FRED. J. E. SHAW.

Port Arthur, Ont.

Editor's Note.—Utensils for show card writing may be purchased from the E. Harris Co., 73 King St. E., Toronto.

Editor Canadian Grocer.—Will you please send me address of Toronto firm where I can get map of Toronto.

Quebec, P.Q. SUBSCRIBER.

Editor's Note.—Johnston's Pocket Map can be secured from the Musson Book Co., or Copp, Clark Co., Toronto.

Editor Canadian Grocer.—Please tell me where I can buy glass jars such as the jam manufacturers use.

Arkona, Ont. B. B.

Editorial Note.—The Diamond Flint Glass Co., Dovercourt Rd., Toronto, manufacture these.

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Ceylon exported more than 175,000,000 pounds of tea last year.

Watermelon seeds are used as a delicacy in China, being served with tea and also at meals much as salted almonds are used in this country.

Late Fruits Coming Into Prominence

Supplies on Increase—Dealers Commencing to Push Certain Lines for Preserving Purposes—Peaches and Plums Moving Freely—Early Pears are Scarce—Good Trade in Vegetables.

Late domestic fruits are fast coming into the limelight, occupying a prominent position on the stage of retail demand at most centres. Retailers are already beginning to push certain lines for preserving purposes and before long the fall preserving season will be in full swing.

Canadian peaches have continued to increase in supply but prices have not broken to any great extent. At first only clingstones were available but freestones are now on the market in fair supply, although they are not of the Crawford variety. Plums are now arriving quite freely but pears of the early variety appear rather scarce.

Lawton berries and blueberries are still to be had, while no little quantity of California fruit is being sold. As better quality late Canadian fruits appear they will overshadow the imported article.

Vegetables which no great while ago were in the luxury class are now down to a level within the smallest purse. Cucumbers, tomatoes, beans and similar lines have continued on the downward trend at most centres. There are still some new potatoes being imported from across the line but Canadian article is now an important factor.

A heavy demand for Canadian apples is predicted in a report received from the department of Trade and Commerce from Trade Commissioner Litgow, located at Glasgow, Scotland. Prospects of the apple crop in Great Britain are not good, and there will be a steady and healthy demand for Canadian apples, more particularly as price of apples for export is higher in U.S. than Canada.

MONTREAL.

GREEN FRUITS.—Fruit market is not so active as it has been during the past few weeks due to some extent to the drop in temperature. Lemons have not been in such heavy demand and prices are easy, the quality of some offered being by no means up to the mark. Oranges are also easier supplies at time of writing, though being none too large and it may be that the situation will be firm before long.

Canadian basket fruit is selling freely, plums, peaches and pears figuring well.

Apples—		
Spies	4 50	7 00
Bananas, crated	1 75	2 25
Cocoanuts, bags	3 75	4 00
Grape fruit, Florida, case	7 00	9 00
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	3 50	4 00
Mexican	....	2 75
Sorento	2 50	3 00
Pineapples—		
Cubans, cases of 24	4 25	4 50

VEGETABLES.—The demand is still good and market presents general activity, all lines of Canadian vegetables selling well. New Egyptian onions are practically exhausted and Spanish onions in crates are now quoted. Spinach is very scarce while sweet potatoes can hardly be had. American potatoes are coming in freely and fetching good prices.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen	....	1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Radishes, dozen	....	0 20
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — Late fall fruits are beginning to swing into prominence and local fruit market presents a busy appearance at present time. Peaches are now quite a feature, freestone varieties coming forward in increasing quantities. Peaches offered are of better quality than during past two weeks. Crawfords are not ready yet. Plums are coming in freely. "Bradshaw, a large blue variety is about only large kind that has a full crop," writes one shipper." Other varieties are more or less light. On this account, I would strongly urge dealers to place plum orders early." Pears of the early varieties are scarce.

Muskmelons are cheaper at 75 cents per basket. Raspberries are at an end. Lemons hold steady.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	1 25	1 65
Lemons, Verdelli	5 00	5 25
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 11	0 13
Oranges—		
California, late Valencias, case	4 00	4 50
Watermelons, each	0 30	0 50
Black currants, 11-qt. basket	....	2 25
Musk melons, basket	....	0 75
California Fruits—		
Peaches, box	....	1 50
Pears, Bartlett, full box	....	2 50
Plums, box	1 50	2 00
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 25	0 35
St. Johns, 11 qt., Leno	1 00	1 25
St. John, 6 qt.	0 50	0 60
Pears, basket	0 40	0 65
Plums, basket	0 40	0 50

VEGETABLES. — Corn is meeting with quite ready sale at 15 cents per dozen. Tendency is of course downward as supplies increase. Cucumbers are lower in price and selling well. There is considerable variation in tomato prices according to quality. Heavy rains have proved bad for them in some districts. There are practically no green peas available now.

Potatoes continue to ease in price. Some dealers are handling Ontario stock exclusively and are finding enough to go around. They are selling at $1.65 to $1.75 per bag, but there have been some small ones which went at slaughter prices. There as still some U.S. stock coming along at $3 per barrel.

Beets, new, Canadian, basket	0 25	0 30
Beans, green, Canadian, basket, 11 qts..	....	0 30
Carrots, new, basket	0 25	0 30
Cabbage, new, per crate	1 50	2 00
Celery, per doz.	....	0 50
Corn, 10 doz. bags	1 40	1 50
Cucumbers, Can., basket	0 20	0 25
Marrow, bush. crate	....	0 50
Onions, hamper	....	1 25
Onions, Spanish, per crate	2 50	2 75
Potatoes, new, per bbl.	....	3 00
Potatoes, Ontario, per bag	1 65	1 75
Peppers, green, basket	....	0 35
Tomatoes, per basket	0 35	0 50

Dealers Planning for Fall Fish Trade

Showing Interest in Fall Prospects—Prices Will be Fairly Reasonable and Good Trade is Anticipated—More Activity in Another Month—Oyster Season About to Open.

Interest is already being directed towards the fall fish trade. For the past few months, weather has not been conducive to business while supplies have also hampered trade. The quantity and varieties of fresh fish will shortly be on the increase, smoked, dried and salt fish will soon be a factor and by another month greater activity should be noted. In addition the oyster season will now be opening up, offering another line which the fish department may handle to good advantage.

Compared with fresh meats and other foods, prices on fish appear to be fairly reasonable this year and there should be a big fall trade. Already many dealers are anticipating their wants.

QUEBEC.

MONTREAL.—Demand for fall lines is beginning to show up and wholesalers expect a lively trade as fish is cheaper than it was last year while all other lines of foodstuffs are dear in proportion. Haddock and cod are plentiful and prices are same as last week. Halibut continues scarce prices being firm. B. C. salmon is scarce while Gaspe salmon is also practically finished. Lake fish have been in poor supply. The Canadian season for live lobsters is closed, in fact lobster to-day is becoming a luxury, there being little or none on the Montreal market at time of writing. At Portland 27c were asked which means 35c in first hands at Montreal, bringing the price to retail at 38 cents. So that the consumer must pay an abnormally high price.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Scarcity of halibut reported last week has been relieved to some extent, there being fair supplies of this line on market now. However, lake fish are rather scarce just now. Mackerel prices fluctuate considerably.

Dealers are beginning to look forward to season of greater activity in fish. For some time now both weather and supply has been adverse to business but next month will show an improvement in this regard.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	....	0 12
Flounders	....	0 07
Lake Erie herrings, per lb.	....	0 06
Pike	....	0 07
Perch	....	0 07

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

CHANGE IN BISCUIT OWNERSHIP.

Stratford, Ont., Aug. 22.—The Mooney Biscuit and Candy Co., Stratford, and Winnipeg, Man., have taken over the plant and business of the Lang Manufacturing Co., Montreal, one of the oldest biscuit concerns in Canada. Earlier in the year the Mooney Co. absorbed the business of Smith & Sons, Vancouver. The aim of the Mooney Biscuit & Candy Co., as stated by the president, W. J. Mooney, is to secure a chain of factories across the continent at different centres in order to avoid troubles often accompanying long distance shipments.

A CREDIT LIMIT.

Merchants of Davenport, Iowa, have set a credit limit of thirty days beyond which no extensions will be made. The plan has the endorsement of the Davenport Retail Grocers' and Butchers' Association. The newspapers have published the news of the action, giving the consumers ample opportunity to prepare for the enforcement of the rule.

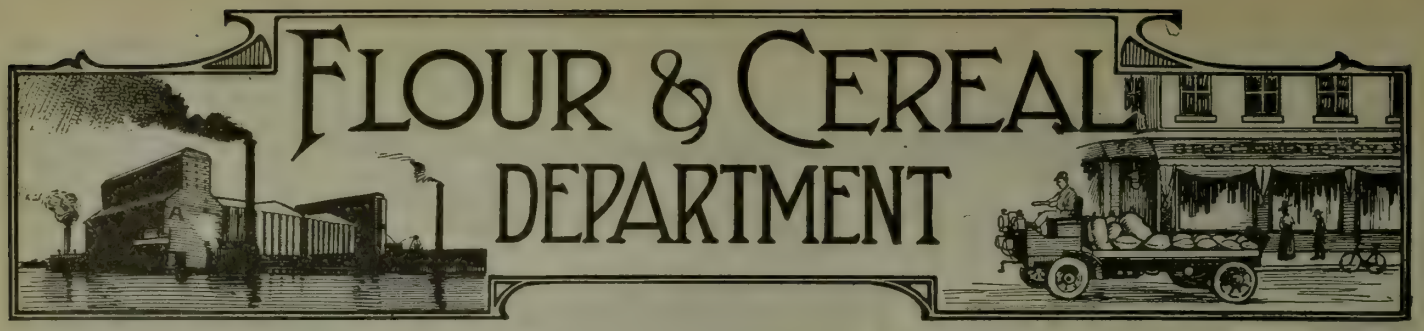
HE KEPT DRY HERRINGS.

It was getting pretty well on in the season, and there were still some smoked herrings on hand.

A small boy looked in the front door and enquired: "Have you any dry herrings?"

"Yes," replied the merchant, very pleased.

"Then why don't you give them a drink," came the reply. Then he dodged.



Decline in Rolled Oats is Probable

Impression Prevails that Prices Will Weaken in Near Future—New Crop Approaching—Raw Material Lower Than When Prices Were Last Set—Interest in New Crop—Western Prospects Good.

Retailers would do well to follow the rolled oats market closely as an early decline in prices seems probable. At least the impression seems to prevail that this commodity is booked for lower prices in near future. True, it is argued by some millers that old oats are not plentiful and that prices at moment are somewhat steadier, but on other hand, there has been considerable concession in raw material since present prices were set. Added to this new crop is fast approaching.

Trade in cereals, while it may be said to be fair for season, continues for immediate requirements only. This is also true of flour, for with new crop on the way, retailers naturally adopt a waiting policy until situation takes definite shape.

The eyes of the milling world are now directed towards the new crops. In western Canada things continue favorable for a bumper crop. If nothing occurs to mar situation in next few weeks, it is felt that an easier tendency in Manitoba flour can be looked for. However, it is by no means a sure bet yet but in meantime retailers are waiting to make sure.

Winter wheat is beginning to come forward to market, altough at some centres its movement has been rather tardy. It is the fact that new crop is now ready that has caused the easier feeling in winter wheat flour. At some centres concessions have already been made, while other markets are shortly expected to fall in line.

If any export business is to be done there must be a coming together of prices asked and bid, and it seems as if it must be prices asked that must show a concession for U.S. flour is being offered on foreign markets below Canadian values.

MONTREAL.

FLOUR.—Flour trade shows little activity but a moderate amount of business is passing for local account, the demand from the country not being as strong as during the past few weeks. Export business is practically nil shippers awaiting more definite news about the new crop.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

CEREALS.— Rolled oats market at time of writing has not changed, though a drop is looked for at any time and dealers would do well to watch this market particularly closely. Cornmeal is also showing decline symptoms which are a natural result of the steady decline in the corn market. Hominy is selling well just now the demand being particularly from Quebec centres.

Fine oatmeal, single bag lots	....	2 64
Standard oatmeal, single bag lots	....	2 64
Granulated oatmeal, single bag lots.....	....	2 64
Bolted Cornmeal, 100 bags	....	2 25
Rolled oats, jute bags, 90-lb. single bag lots	....	2 40
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 45
Rolled oats, barrels	....	5 25
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30

TORONTO.

FLOUR.—Flour market maintains a listless tone . There is a fair demand for season but for immediate wants only. Western crops are being followed closely and if present bright prospects continue, an easier tendency is likely, that is as soon as things have taken definite shape.

Following last week's lead, there is a continued easy feeling in winter wheat flour. There has been some reports of damage by rain but Ontario wheat is now nearly all in. Export bids on flour are out of line, U.S. flours, especially Kansas being a big competitor now on foreign markets. Wheat in Kansas is on an 80 cent level while 88 to 90 cents is being asked here just now. Deliveries have not been large but it would seem as if it would have to go lower if millers are to do business.

Manitoba Wheat.

1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00

Winter Wheat.

Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—"I am expecting a decline in rolled oats," said one cereal man this week. "There has been a considerable drop in raw material since present prices were set and I am looking for rolled oats prices to be adjusted." While it is contended by some others that old crop oats are not plentiful, still retailers should follow the market closely.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 45
Standard and granulated oatmeal, 98-lb. sk.	....	2 64
Rolled wheat, small lots, 100-lb. bbls....	....	3 00
Rolled wheat, 5 barrel to car lots	....	2 90
Cornmeal, 98 lb. bags, 25 bag lots	....	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—Prices on mill feeds at the present are maintained.

Bran, ton, car lots	....	$22 00
Shorts, ton, car lots	....	26 00

HALF HOLIDAY DURING SEPTEMBER.

London, Ont., Aug. 22—(Special). The question of a weekly half holiday the year round came up at the last regular meeting of the Retail Grocers Association. The proposal was discussed at length but finally turned down, although September was added to the months for half holiday.

Arrangements for the annual picnic, which will be held at the lakeside or at Springbank Park on August 28, are not yet complete, and to further matters Ed. J. Ryan was chosen convenor of a picnic committee which will rush preparations.

One of the latest triumphs of modern science is the dried egg. In fact, you can't beat it.

Produce & Provisions

How Will Live Hog Prices Go This Fall?

A Question Which Dealers Are Asking—Feeling in Some Quarters That Offerings Will b Fairly Free Later on—Eggs Being Brought in From Across the Line—Butter Market Still Puzzling.

Dealers are beginning to show no little interest in live hogs and are wondering how prices are going to shape this fall. It will be remembered that market underwent some curious fluctuations last fall and there is great deal of uncertainty as to probable trend of prices this year.

Hogs at the present time are on a fairly high level when we begin to make comparisons. Toronto dealers are now quoting $8.25 at country points. On September 1 last they were quoting $7.70 which was the highest point for some time. Then the market took a rapid slump, a total decline of $1.80 per cwt. being registered before the end of October, due to heavy deliveries. With feed high dealers apparently wanted to get rid of their hogs.

Present arrivals of the porkers on most markets are only moderate. In fact at some centres farmers are sending forth too many light hogs and some buyers are taking off 50 cents for hogs weighing less than 160 pounds. There are no statistics available as to number of hogs in the country, but there is a feeling in some quarters that offerings later on will be quite liberal. The feed problem is quite an important factor in the situation.

It is difficult to say just how butter market stands this week, for while some centres report an easier tendency, others are inclined to steadiness. One thing is true and that is that prices are high and above normal for this season of the year.

According to a report to the Trade and Commerce Department at Ottawa from Trade Commissioner Ray of Birmingham. Eng., Canada's exports of butter are showing a huge decline, mainly, however, on account of larger home consumption.

Ten years ago Canada sent 13,000 tons of butter to England in one year. Last year she sent only 776 tons, scarcely enough to give it an official quotation on the London market. Practically the same conditions apply to the cheese trade in which Canada's exports are declining.

The country is increasing in population so rapidly that it cannot supply cheese for home consumption and keep up the export trade. "The statement made in Canada by those who know the cheese trade there," says the report, "that Canada may cease to export by 1916, may have some foundation."

There is a big demand for eggs at present time, probably due to high prices being asked for all kinds of meat. In fact, the consumption in Canada is forging ahead of production, and it has been found necessary at some centres to bring in supplies from across the line. There is a fair tone of steadiness likely to be maintained unless prices go lower in the United States.

MONTREAL.

PROVISIONS.—There is a marked improved demand for all cooked meats, retailers evidently counting on a further hot period. Prices are steady for the whole range. The demand for lard has dropped off a little and market is a little easier though no actual decline has as yet taken place. Supplies have been pretty regular, there being a strong call for bacon from English centres.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 13
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 26 0 28
Hogs, live, per cwt.	9 25 9 50
Hogs, dress, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14¼
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14¾
Cases, tins, each 3 lbs., per lb.	0 14¾
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces.	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 200 lb. bbls.	17 00
Plate beef, 300 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—A firmer feeling marks the butter market at present and slightly higher prices were registered in the country at end of last week. The demand from outside quarters is somewhat limited so that local market is none too active, although a fair volume of business is passing. Dairy butter to the extent of a few car loads has arrived from Manitoba but quality is not as high as expected with result that it sold pretty reasonably. The arrivals of butter on market are to date, 27,500 packages odd behind those of corresponding period of last year.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.	....	0 25

EGGS.—We have practically got to the stage where the demand is exceeding the supply as far as the selects are concerned and quantities of American eggs are coming along. The falling off in supplies at a number of points has naturally stiffened up prices and it is not at all unlikely that some further advances will be registered soon.

New laid eggs, per doz.	....	0 32
Selects	....	0 29
No. 1's	....	0 26

POULTRY.—Supplies are becoming smaller every week and prices show a steady advance. It is more than likely that a heavy demand from the West would put prices beyond reach but wholesalers seem to think that there will be only a normal demand from Western points until the fall season sets in. Turkeys are in good demand and prices show an advancing tendency. Chickens have jumped up lately, there being no more quoted as formerly, at 16c per lb. Ducks are not plentiful, while fowls are also dwindling.

Turkeys, No. 1, per lb.	....	0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 25
Geese, per lb.	....	0 15

TORONTO.

PROVISIONS.—There continues a fairly even and regular demand for pork products with prices showing little or no variation. Smoked meats are finding a seasonable demand while as it has been pointed out before, cooked meats are now becoming established as a staple line in the grocery store. Large hams are being quoted at 15 to 16 cents.

There appears to be some difference of opinion regarding lard values. While some are quoting in tubs at 13 cents, others hold at 13½c. Stocks are said to be fair at present, but brisk season will shortly be opening up.

Live hogs are steady at 10 cents higher. Many light hogs are being shipped in now. Some buyers are deducting 50 cents for hogs weighing less than 160 pounds.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13½	0 13¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13	0 13½
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	....	0 13
Lard, tubs, per lb.	....	0 13¼
Lard, pails, per lb.	....	0 13½
Lard, compounds, per lb., tierces	....	0 10
Live hogs, at country points	....	8 25
Live hogs, local	....	8 55
Dressed hogs	11 75	12 25

BUTTER.—As far as immediate prices are concerned, there is no change in local butter situation. Some wholesalers note a little larger quantity offering, resulting in a softer tone to market. Prices are high, however, and have been above normal all summer and as considerable quantity has been stored and some is still disappearing by that route, it would seem to indicate that this article is going to be in the jewelry class next winter. Time will tell.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Dairy solids	0 21	0 22

EGGS.—Meat prices in general are high, resulting in a big demand for eggs, being much larger than usual at this time.

"Are you getting enough to supply the demand?" one wholesaler was asked.

"Well, if we haven't enough, we can easily get them," was his reply. "There was a carload came in from across the line last week and there are some more on the way now. That ought to hold prices steady for a time."

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—"You can get most any price you want for old cheese," said one wholesaler this week, "because there is little or none on the market to be had."

With production of new product showing up better of late there was an easier tone to market for a time, but a fair measure of steadiness appears to rule just now. In fact, one local firm would quote new cheese ¼ cent above quotations.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14¼	0 14½
Twin	0 14¼	0 14¾
½ Twin	0 14¾	0 15

POULTRY.—While there is more doing than was the case a month or so ago, fall business has by no means set in, although greater activity is anticipated before long. Prices are unchanged.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 17	0 19
Spring ducks	0 10	0 13
Old fowl	0 10	0 12
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	....	0 30
Spring ducks, dressed, lb.	....	0 23
Fowl, dressed	....	0 16

HONEY.—Late reports give little or no hope of any lower price on honey than existed last year. New product is being fairly well received.

Honey—strained—		
Clover honey, 60-lb. tins, per lb., old	0 10	0 12
Clover honey, 60 lb. tins, new, per lb	0 11	0 12
Buckwheat, 60-lb. tins, per lb.	0 07	0 08

Facts That Will Aid in Selling Cheese

Comparison With Beef Shows That Two-Thirds of Pound is Equal in Food Value to Pound of Beef Steak—More of it Should be Sold—Displays and Window Trims Help.

There is one article in the grocery store to which more attention should be given by the majority of dealers. That is cheese.

Cheese is recognized by many eminent food authorities to be one of the best articles for food that can be procured. That is, so far as food value is concerned it ranks high.

Now that butter is so high, cheese can be used at least once a day as a substitute for the poorer families since it costs much less. New cheese can be purchased around 15 or 16 cents whereas butter is about double that price.

If, therefore, the dealer finds some of his customers complaining about high cost of living let him suggest among other things a more liberal use of cheese. There are many varieties of cheese and different wholesome dishes can be made from them.

Different Food Values.

An authority has prepared a list of foods showing the quantity of each that will take the place in food value of a pound of beefsteak. He says if only the proteins of the meat are considered, that 2½ quarts milk, 1½ pounds fresh, lean fish, ¾ pound dried fish, two-thirds pound ordinary cheese, somewhat less than a pound of mixed nut meats, 9 eggs, one-half pound shelled peanuts, or two-thirds pint dry beans, peas, cowpeas or lentils is equal to a pound of beef of average composition.

High Up in Fuel Value.

It will be seen that two-thirds of a pound of cheese contains as large an amount of what laymen call "the muscle forming" materials, as one pound of beef of average composition. According to abundant analyses, cheese compares even more favorably with meat if its fuel value instead of its percentage of protein is taken into consideration, for one-half of a pound of ordinary cheese yields as much energy as a pound of beef of average composition.

The dealer should, therefore, push cheese because of these facts. He has evidence to submit why cheese should be bought more frequently. He can display it to good advantage under glass and occasionally should give some space to it in the newspaper advertisement and window display.

AGAINST SIGN TAXATION.

Protest Entered by Retail Merchants Association—Unfair to Merchants.

Toronto, Aug. 22.—At a special meeting of the Toronto section Retail Merchants' Association on Monday night a protest was entered against the present system of sign taxation. Following resolution was passed:—"That the imposition of an inspection fee for examining electric signs is unfair on merchants, and we ask that this association appear before the Board of Control and ask the removal of the tax and place on record its opposition to the removal of projecting signs from the business streets of the city."

The city architect has proposed the removal of all overhanging signs, and the city imposes a special inspection tax on illuminated signs. These were the items protested against.

The grounds the association took in the latter regard were that builders had to pay no inspection tax on scaffolds, neither had owners of decadent buildings to pay for inspection as to the safety of their property. On these grounds the meeting argued that the tax was unfair. E. C. Matthews, grocer, Parliament street, presided.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham Starch
St. Lawrence Starch
Canada Starch
Ivory Gloss Starch
Akron Starch
Bee Hive Corn Syrup

Their warehouses at

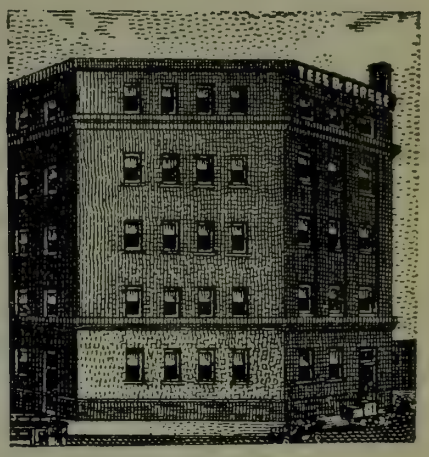
FORT WILLIAM
WINNIPEG
REGINA
MOOSE JAW
SASKATCHEWAN
CALGARY
EDMONTON

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

"From the Great Lakes to the Rockies,"

and all jobbers are canvassed daily.

St. Lawrence Starch Co.,
Limited
PORT CREDIT, ONTARIO



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

PON-HONOR
GUNNS
FOOD PRODUCTS

We extend a cordial invitation to the trade to visit our exhibits at the Toronto Exhibition

in the Dairy Building,
in the Manufacturers' Building,
in the Horticultural Building,
also our Packing House at West Toronto.

GUNNS LIMITED, PORK AND BEEF PACKERS
WEST TORONTO, ONT. **Montreal, St. John, N.B.**
Travellers and Agents everywhere.

FOR CHEAPER LIVING

We can recommend our Sugar Cured Smoked Rolls. These are absolutely boneless, cured just the same as "Star Brand" Hams and sell at much less money.

We have them also pickled and cooked.
Made under Government Inspection.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 90

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.45 per doz., net

Large size .....$2.85 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	20 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 30
4-lb. tins, doz.	4 85
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Kill the High-Cost of Living

"Everything is sky high but fish." That's what you want to drive home to your customers. Just preach it for a week or so and you'll find that there will be fewer trips made to the meat shop and more to your store for *fish*. If you drop us a line we'll show you where your profit comes in and the amount.

"Canada Brand" Pure Boneless Cod Fish

BONELESS FISH

Canada Tablet	**20 1 lb. Tablets.**
Canada Crate	**12 2 lb. Boxes.**
Canada Strip	**30 lb. Boxes, Whole Strips.**
Atlantic Special	**20 lbs. 1 lb. and 2 lb. Blocks.**
Mariner Brand	**25 lbs. Bulk.**
Cod Bits	**25 lbs. Bulk.**

SKINLESS FISH

Eastern Fifties	**50 lb. Boxes.**
Eastern Hundreds	**100 lb. Boxes.**

This is the fastest selling fish line on the market to-day. Get further particulars.

Also write us about:
LARGE DRIED CODFISH BY THE QUINTAL.
LARGE FAT JULY SALT HERRING BY CAR LOAD.

Let us Propose Something For That Fish Department of Yours, Brother Retailer.

THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch: 47 WILLIAM STREET, - - - MONTREAL

"Johnny on the Spot"

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¼
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz. case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	53
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23 .30
Black Label, 1-lb., retail at 25c	.20
Black Label, ½-lb. retail at 25c	.21
Blue Label, retail at 30c	.24
Green Label, retail at 40c..	.30
Red Label, retail at 50c ...	.35
Brown Label, retail at 60c.	.42
Gold Label, retail at 80c...	.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Salmon

There is no longer any doubt but that you will have to pay high prices for all the well-known brands of salmon. The catch has been exceedingly poor, consequently prices are high.

A short time ago we threw our line out and raked in a block of half pound pinks which we have been selling at 50 cents per dozen.

Since then we have again thrown out another line and have pulled in a bigger block of one pound pinks, the quality of which is as good as the best that are packed. They are in flat tins and we look for a very ready sale, at one dollar per dozen.

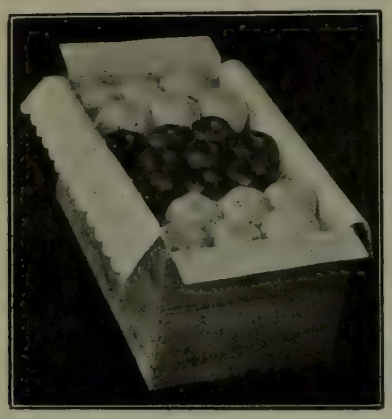
Pink Salmon, 1-lb. flats, best quality:

$1.00

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO



CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

"St. Nicholas,"
"Home Guard,"
"Puck,"
"Kicking" Brands

Messina Lemons are honestly packed with fruit of Quality — they are money-makers for you — year in and year out.

J. J. McCABE
Agent
Toronto, Ont.

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, - - - ONTARIO

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

Heavy Offerings

of California

Pears

Peaches

Plums

Grapes

We are the largest handlers of this fruit.

The quality is excellent this year and price reasonable.

Full supplies of all the seasonable fruits.

WHITE & CO., LTD.

TORONTO and HAMILTON

REMEMBER

1. That we handle only the VERIBEST Fruit that is grown.
2. That you should handle only the VERIBEST Fruit that is grown.
3. That this is the VERIBEST Fruit House to get the VERIREST Fruit.
4. That we appreciate your orders and will execute same promptly and satisfactorily.

Everything in Fruit

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

WE ARE CONSTANTLY TELLING YOUR CUSTOMERS JUST WHAT HEINZ QUALITY MEANS IN FOOD PRODUCTS—WHY THE 57 VARIETIES ARE THE FINEST FOODS THAT CAN BE BOUGHT.

Keep in touch with our advertising all over the country and see if you don't think you can turn this publicity to your own profit by keeping a well assorted stock of

HEINZ 57 VARIETIES

always on hand to meet the ever-increasing demand of your customers for pure foods.

H. J. HEINZ COMPANY

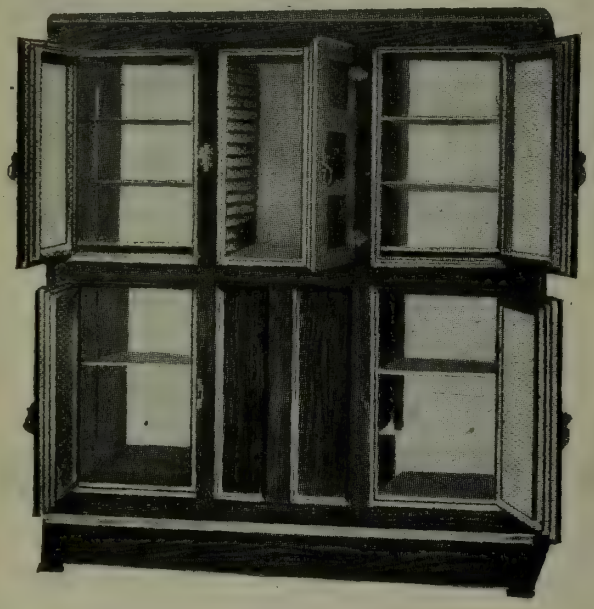
Reasons for Bovril Success

The demand for Bovril is enormous and our arrangements to supply it correspond. The Bovril Estates in the Argentine comprise 438,082 acres, and in Australia 9,261,000 acres.

The reasons are the vitalizing power and appetizing flavor of Bovril—the advertising which has made this known, and the interest of the trade, for there is a good profit for the grocer.

BOVRIL, LIMITED, - MONTREAL

If your selection be the result of a careful and impartial investigation—the North Star Refrigerator will be your final Choice.



The highest excellence as a refrigerator, as selling force for any store is the North Star Refrigerator. It is built on the only proper principle—that of absolute dry air circulation. It is so dry that a match can be lighted on the interior walls of the ice chamber at any time.

It is attractively made and besides being useful as a refrigerator it is a selling force that makes good.

Send for our catalogue, fully illustrating our many styles.

Estate of JAMES DAVIDSON
OTTAWA, ONT.

By Special royal permission

Sardines

Are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening
(J. A. HENDERSON)
HAMILTON - - ONTARIO

QUALITY

There is a regular and certain way for grocers to obtain steady profits and give customers satisfaction.

It is by recommending and selling standard goods.

In *Brooms,* W. W. Co. Brooms are the reliable standby, and both buyer and dealer get the best satisfaction.

Our "Bamboo" handle brooms are popular —you should keep them.

WALTER WOODS & CO.
HAMILTON - - WINNIPEG

BROOMS

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

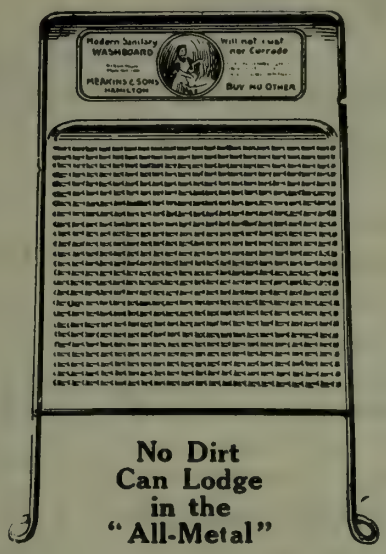
is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON



No Dirt Can Lodge in the "All-Metal"

It Stands to Reason

that an all-metal washboard made in one piece will outwear the old-fashioned wooden kind many times. Then, if this is a fact, the all-metal washboard is the most economical. This feature alone is one that prompts the housewife to buy the MEAKINS' SANITARY WASHBOARD when she sees it in the store. There can be no doubt about the superiority of an all-metal board over the old-fashioned wooden kind. Its practicability and sanitary construction, and dirt-resisting qualities **commend** it at once to the buyer and to the dealer as **the** line to handle.

Meakins & Sons
Hamilton - Ontario

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

CASH FOR YOUR ACCOUNTS

Will Come Quickly If You Use Our Servce

We collect on percentage, in any part of Canada and the United States. We have no membership or Attorney fees, and make

ABSOLUTELY NO CHARGE

if we don't collect.

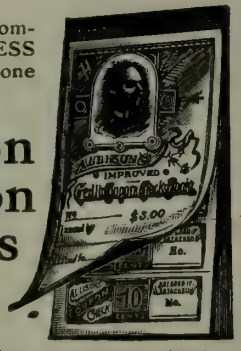
Give us a trial on some of your accounts—you'll be pleased with the results.

Prompt and persistent attention given. Prompt remittance. Write us NOW for Rates, Testimonials, etc.

The Nagle Mercantile Agency
WESTMOUNT, QUE.

CREDIT customers make LESS trouble than anyone else, where

Allison Coupon Books



are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Ind.

A want ad. in this paper will bring results from all over Canada.

Advertising secures a trial for an article, but quality, only, can cause sales to follow. Unique advertising caused thousands of women to try Fels-Naptha soap and its quality keeps them buying it. You can get the full benefits of its enormous sale if you keep it well stocked and prominently displayed.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

YOU, Mr. Dealer, to be right with your customers must give them the best value for their money. In doing this you are making a lasting name for yourself and giving your business a sure foundation. Mooney's Perfection Cream Sodas will bring trade and keep it, besides allowing you a good profit. The first qualities of perfect biscuit baking together with the purest ingredients make the Mooney line the most delectable of all soda biscuits.

The Mooney Biscuit and Candy Co., Limited

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA, SYDNEY, C.B., HALIFAX, N.S., FORT WILLIAM, CALGARY, VANCOUVER, B.C., ST. JOHN'S, NFLD.

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co., 26 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE. - WN.

When writing advertisers, kindly mention having seen the ad. in this paper.

It is one thing to make Paper Bags that are *occasionally* good. It is quite another thing to make them so that they are not always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO: Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MANITOBA, SASKATCHEWAN AND ALBERTA: Walter Woods & Co., Winnipeg, Man.
MARITIME PROVINCES: Thomas Flanagan, Esq., Halifax, N.S.
BRITISH COLUMBIA: Messrs. Smith, Davidson & Wright, Ltd., Vancouver.
MONTREAL AND QUEBEC PROVINCE: The Continental Bag & Paper Co., Ltd., 427 St. James St., Montreal.

Eureka Canada's Sanitary **Refrigerator**

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

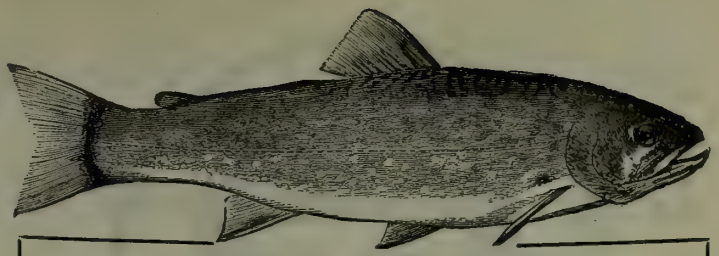
More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon



FISH A BRAIN FOOD

That fish is a brain-builder is a well-known fact; this will explain partly why fish foods hold their popularity the year round. It therefore behooves the dealer to sell only the very best and highest grade procurable.

The methods of catching, cleaning and canning

Brunswick Brand

Herring will bear the closest investigation. There is no brand of sea foods more carefully packed and prepared than the Brunswick Brand.

Herring in Tomato Sauce and Kippered Herring bearing this brand are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

PURE RELIABLE

Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.
See to your stocks. Order from your jobber.

CHURCH AND DWIGHT
Manufacturers LIMITED
MONTREAL

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN ILL., U.S.A.

CENTURY

A good many people do not specify any particular brand or for what purpose they require salt when they order from the grocer. Therefore the Grocer should send them the very best—the salt that is good for any purpose, the table and dairy alike—**Century Salt.**

Dominion Salt Co., Limited

Manufacturers and Shippers

SARNIA - ONTARIO

SALT

ARE YOU COMING

TO THE

CANADIAN NATIONAL EXHIBITION?

AUG. 24th. TORONTO Sept 9th.

Every dealer who visits the exhibition this year should make it a point to visit our exhibit of Sterling Brand Fruit and Vegetable Products which will also include a demonstration of Sterling Brand Sweet Mixed Pickles. We will be glad to see you.

Sterling BRAND

THE T. A. LYTLE CO.

Limited

Sterling Road, - TORONTO

CASTILE SOAP

FÉLIX EYDOUX

LA VIERGE

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

When In Doubt

order goods with a reputation, goods which are advertised and widely known. Then you will make no mistake.

D.W.C. OLIVES

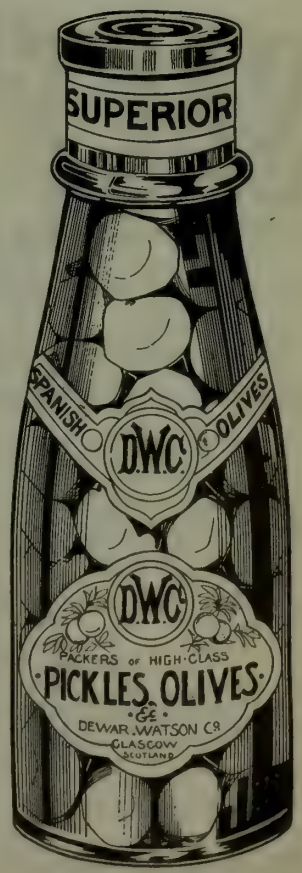
are quality goods universally known for their deliciousness. Only carefully selected, high grade fruit is packed. D.W.C. Olives are well advertised and sales with repeats are certain.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N. S.; J. A Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B. C.



TRADE MARK KEYSTONE BRAND REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

"Babbitt's" Is The Original Soap Powder

PUREST, STRONGEST, BEST SELLING

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While **any** soap powder is **expected** to have cleansing power, BABBITT'S has more because of its **concentrated form**, so it gives more satisfaction and **sells** best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

BUY

STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

THE BEST SHELVING FOR YOUR BUSINESS

Note the splendid stretch of shelf space—not a stick or prop in the way—all reserved for the best display of merchandise.
This is one of the many good points of our

PATENT ADJUSTABLE
BRACKETS

They are strong, durable, beautiful in appearance and leave all the space for display of goods.

Write, stating whether your building is brick or frame; and full information will be gladly sent.

The Piqua Bracket Company
SOLE MANUFACTURERS
PIQUA :: OHIO

TOBACCO DON'TS

Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because **you can**. You have the best of chances.

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

Don't make any mistake about the names of the leaders. They are

Master Mason - - Smoking
King George's Navy - Chewing
Maple Sugar - - - Chewing

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

BUSINESS CHANCES

FIRST-CLASS GROCERY BUSINESS ON Yonge St., Toronto; special reasons for selling. $4,000 cash required. A snap. See Mr. Wilson, MacLaren Imperial Cheese Co., Ltd.

FOR SALE—GENERAL BUSINESS, BEST town in north; stock 8 to 10 thousand; turnover about $25,000. Good reasons. Apply Box 445, Canadian Grocer, Toronto.

SITUATION WANTED

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post office Box 482, Toronto, Ontario.

FRENCH PENSIONED OFFICER, WITH medals, energetic, has been in business for the last 6 years, requires representation of reliable articles yielding good profits. Write, with conditions, to Mourcois, 17 Bureau Restant, Prefecture, Marseille, France.

SALESMAN—GROCERY, PROVISION BUSIness, age 32, 19 years' practical experience, England; 12 years manager-buyer for trade, $75,000; successful coffee blender and roaster. Open start bottom where opportunity offered advancement. Pay own expenses, England anywhere Canada. Fuller details, Box 444, Canadian Grocer, Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOKlets. Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

MISCELLANEOUS

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto; Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

Drop in and See Us at the Exhibition

We, of course, have a booth at the Toronto Exhibition, and hope to meet you there. We'll show thousands of housekeepers the value of the Ermaline Bag, and create demand for you.

Are you stocking?

If not don't miss our exhibition.

The demonstration will please you.

SEE US AT THE
Gas Building, Room 26
DON'T FAIL

Edward Lloyd
LIMITED
MONTREAL

The Green Powder In The Green Tin

ANTI-DUST

has become more and more popular and is used in a large number of the best homes.

Are YOU selling Anti-Dust? If not you are losing money, for ANTI-DUST gives you a big profit.

Kills all germs. Cleans oilcloth, carpets, floors, etc. No dust, no germs with Anti-Dust.

Our Big Sample Distribution Scheme Is Helping You

Ontario Agents: MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

The Sapho Mfg. Co. Ltd., - - Montreal

KING BRAND

has no equal. We can offer better quality goods at the lower figure. One dealer writes: "Your goods are certainly excellent."

JAM, JAM (Compound) JAM, JAM

KING BRAND

Jam is packed in 5 lb. (friction top) and 7 lb. pails. Glass jars and wooden pails.

ONTARIO BROKERS
Here is Your Chance

Labrecque & Pellerin
Montreal

AGENTS:

Maritime Provinces - - J. Hunter White
Western Provinces - J. J. Gilmor & Co., Winnipeg

A Proposition Worth While

Quinquinol, the stock food of the day, has made good and is a favorite amongst farmers, etc.

Dealers, Attention!!

We will only sell one dealer in each town. Are you going to be our agent?

We will give you a dozen free gallon tins for sample distribution and as an advertisement.

Won't you write us about this?

We will trust you. A long line of credit. We only want your name.

See Canadian Grocer of Aug. 9th for further news.

Write To-day.

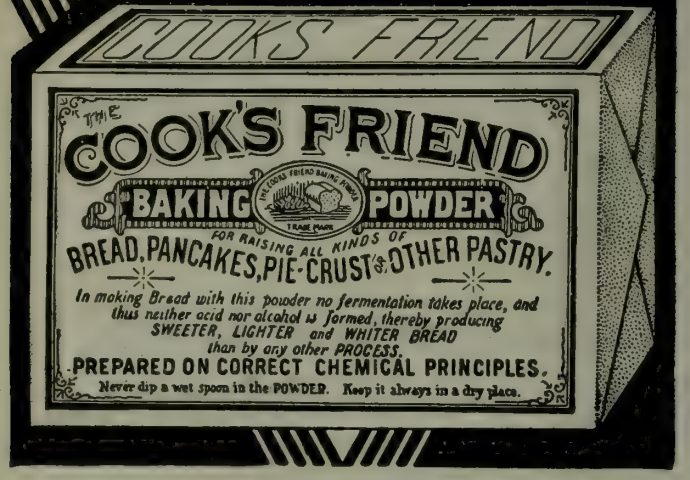
Quinquinol Stock Food Co.
69 St. Timothee St., Montreal

COOK'S FRIEND

"The Baking Powder With a Pedigree," made from pure grape cream of tartar and containing no alum or other deleterious ingredients, has been conforming to Pure Food Laws before their existence. It costs no more than unknown brands and is equal to imported powders at double the price. Sell **Cook's Friend** and reap the benefits of our advertising.

Purer than the Law Demands
Contains No Alum

W. D. McLAREN, Limited, Montreal


COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

TIME FLIES

So does sweeping-dust unless kept down with the dustless sweeping compound

SOCLEAN

Tell your customers of its wonderful dustlaying qualities, the dusting it saves and the brightness it adds to carpets, etc. They will be interested.

SOCLEAN LIMITED,
TORONTO, ONT.
The originators of the Dustless Sweeping Compound of Canada

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.

Quality is the Main Consideration in the Manufacture of Foodstuffs

Macaroni and Vermicelli

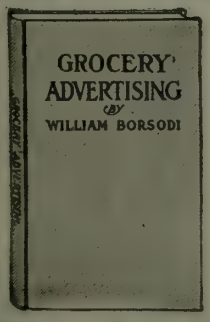
are made from hard wheat, no maize or rice flour mixed with them—in fact only the purest ingredients are used in their manufacture.

Manufactured in a modern, scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

D. SPINELLI & CO.,
Registered
MONTREAL

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT
MacLean Pub. Co., 143-149 University Ave., Toronto

Mr. Merchant—
Do Not Fail
To See
Our Exhibit
At the Exhibition

(Under the Grand Stand)

Ask for one of our
Souvenir Watch Fobs

SPECIAL DEAL ON

Bull Dog Ammonia Powder

AND

Bull Dog Specialties

THE JOHN B. PAINE CO., LIMITED
TORONTO

Don't Raise A Holler

If your trade in Jams and Jellies is not going ahead as fast as you would like to see it. If you do not already handle the L. & B. Banner Brand Jams and Jellies, get a trial order and introduce it to your customers. They will like it and your business will forge ahead.

Put up in 2, 5, and 7 lb. gold lacquered pails, and 30 lb. wooden pails.

LINDNER & BENNER, TORONTO

Phone Park 2985 291 Arthur St.

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Man.

Why Not Buy

PEACOCK PICKLES?

MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

PEAS

LE SOLEIL Brand

THE PEA SITUATION IS BECOMING MORE CRITICAL EVERY DAY. BY ACTING NOW YOU WILL MAKE MONEY BEFORE THE SEASON IS OUT

Canadian Peas cannot be secured in very large quantities, and as a result prices have advanced from 15 per cent. to 20 per cent. We, however, can offer you the following assortment of imported peas at prices thoroughly interesting. To be delivered about Sept. 1st:—

205	cases Extra Fins,	½ kilo
120	cases Tres Fins	½ kilo
580	cases Fins	½ kilo
250	cases Mi-fins	½ kilo
250	cases Moyens No. 1	½ kilo
150	cases Moyens No. 2	½ kilo
15	cases Sur Extra Fins, in bottles.	

ANOTHER BATCH.

We can also show you a nice profit on 500 cases of assorted peas, Brand FRANCOIS PETIT & CIE.

We have such a phenomenal demand for LE SOLEIL Canned Peas that our initial order, which was extraordinarily large, has been practically bought up. We must therefore impress upon you that it is a case of FIRST COME, FIRST SERVED.

IMPORTED MUSHROOMS
LECOURT BRAND.

To be delivered on the 1st of September.

100	cs. Choice quality	½ kilo
200	cs. First choice	½ kilo
200	cs. Extra Choice	½ kilo
200	cs. Hotel	½ kilo

Write, 'Phone or Wire.

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 568 St. Paul Street

Montreal

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The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

5 Cases at $4.15
with 20 bars Naptha free.

10 Cases at $4.05
with 40 bars Naptha free.

25 Cases at $4.05
with 150 bars Naptha free,

FREIGHT PREPAID

Net 30 days. 1% Cash.
Assorted or otherwise.

A fifty-year-old favorite—Quality counts.

They Tickle the Palate

—not because they're Telfer's but because they're good.

TELFER'S

PEERLESS CREAM SODAS

The name never fools the palate. The taste must be there or the palate refuses to pronounce the article good. Telfer's Peerless Cream Sodas are delightfully crisp and creamy. They are packed in such a way that they retain their freshness for a long time.
Send for sample order.

Telfer Bros., Limited

COLLINGWOOD, ONT.

Branches: Toronto, Hamilton, Winnipeg, Fort William, Edmonton, Brantford

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

No Flies in My Store

This is the boast of the up-to-date Grocer, and this happy condition of affairs is easily brought about.

HOW TO DO IT

Before closing on Wednesday afternoons pull your windowblinds down to within ten inches of the bottom, place Wilson's Fly Pads properly wetted on white plates **close together** along the whole window front, darken all the rest of the store as much as possible, so that all the flies will go to the strip of light where the Fly Pads are. On Thursday morning sweep up the dead flies and put the plates away until Saturday night, then repeat the operation over Sunday.

By following these directions exactly you will kill practically every fly in the store over Sunday and again on Wednesday afternoon.

DON'TS

Don't object to paying 60c per dozen for the necessary two to four dozen plates, they will last for years.

Don't be silly and expect two or three Pads to kill all the flies in your store. **You must get the flies to the Pads, therefore use plenty of them.**

The plan is simple. It is effectual.

It is cheap. It is very little trouble, and the resulting flyless store is worth hundreds of dollars to any live Grocery business.

THE WILSON FLY PAD CO.

HAMILTON, ONT.

MARITIME BOARD OF TRADE NUMBER

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, AUGUST 30, 1912 No. 35

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

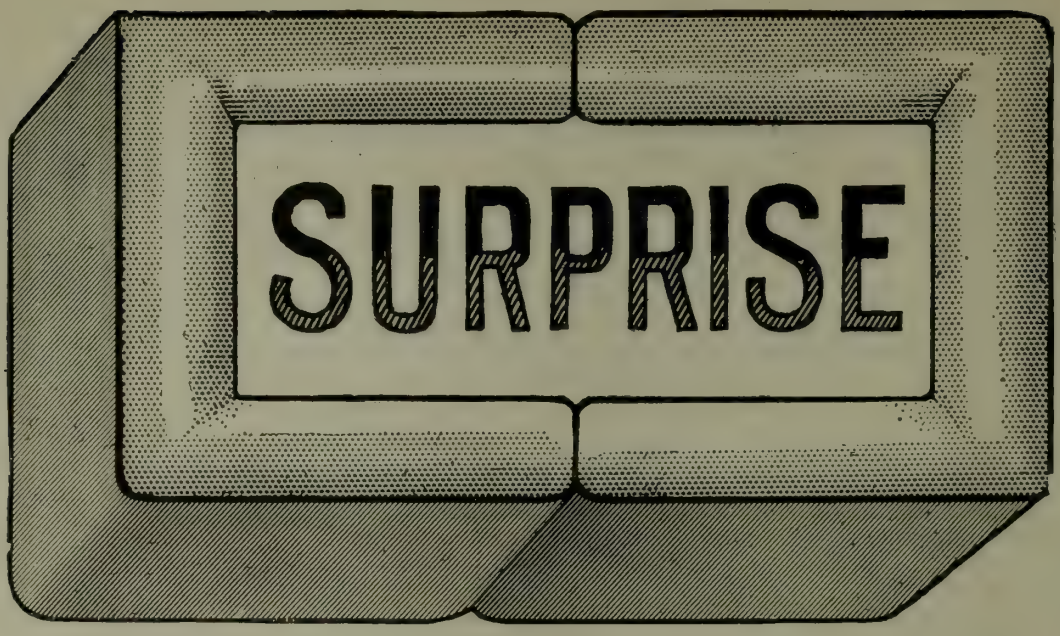
The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.

For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and **well established** it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time to talk and make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at ST., STEPHEN. N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

If "Time Is Money"

Then Why Not Save It?

Lost—one golden moment, on the Road of Endeavor! Lost, because your brain cells worked overtime when you tried to persuade that customer to experiment with those nameless goods you bought, thinking more of the extra profit therein than the dependable quality thereof.

Lost, too, because her time and yours was idly spent. Lost again because of the misplaced confidence that must prevail hereafter 'twixt you and her. "Time is money," gentlemen—why not save it by selling, pushing or recommending only "quality goods"?

Highest Quality The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth.

Cox's Gelatine

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all—"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come. A safe and certain asset for a grocer's stock-in-trade—always worth its face value of 100 cents on the dollar.

Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, represent the top-notch of quality—the highest attainment of skill, experience and cleanliness in a model factory, said to be (by those who really know) one of the finest in the world.

Codou's Macaroni

A macaroni whose delicacy and whiteness bear witness to the caution used in selecting only finest wheat (from Taganrog) for the making. Tender as a macaroni can be, nutritious to the highest degree. Let the name on every package "Coudou" serve to assure you of highest quality when you buy.

Highest Quality

ARTHUR P. TIPPET & CO.

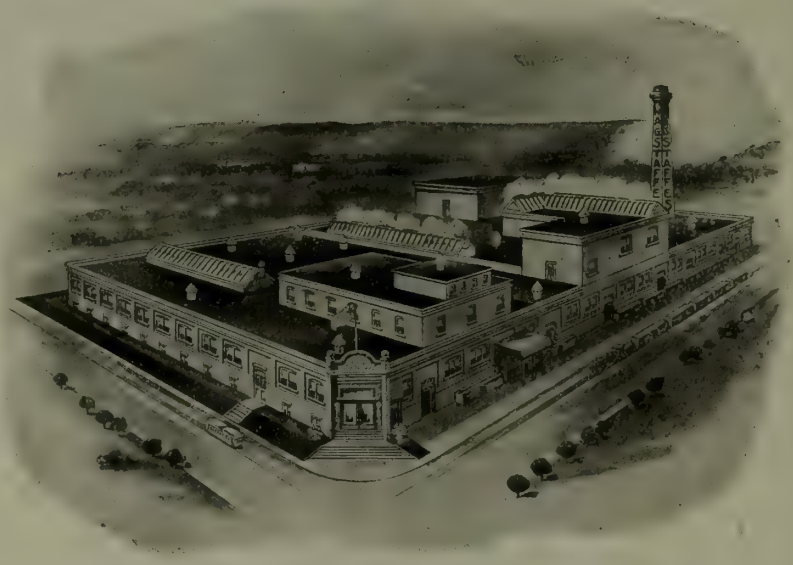
Agents

Montreal *Toronto*

WAGSTAFFE'S

Fine Old English

Prepared in Copper Kettles boiled in Silver Pans



Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

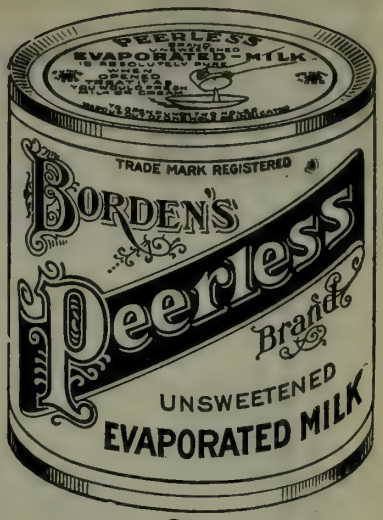
Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario



BORDEN'S PRODUCTS

are all leaders in their respective lines. The richest full cream milk from the world's best dairies is used and modern science can produce no better.

Since first introduced the Borden Milk Products have had their own distinct following and every dealer who couples his selling powers with our goods and our advertising campaigns, makes for himself a large clientele of satisfied customers and adds prestige to his business.

Borden Milk Co., Ltd.

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand
Since 1857

TRADE MARK

Malaga Table Raisins

Packed by JOSE SEGALERVA - (Malaga, Spain)

are a superior line that you will be well advised to handle. Specify the brand of JOSE SEGALERVA (Malaga, Spain), when next ordering. They are the connoisseur's choice—the annual increased demand for this brand bespeaks the confidence and desires of the public for a good line. They meet all your requirements—quality, price and styles of packing.

MAHIQUES, DOMENECH & CO. (Denia, Spain), packers of "BEAVER" Brand fancy quality and "W. ABEL" Brand standard quality Valencia Raisins, have well proven their claims for quality and packing. They stand the test, comparison and competition and come out a winner. Together with the packers we stand back of the goods we place before you, and if you, as a dealer of quality goods, will give "BEAVER" Brand a trial you will find that for quality and uniformity of packing, this fruit is absolutely unsurpassable.

Valencia Raisins

Rose & Laflamme Limited
Montreal - Toronto

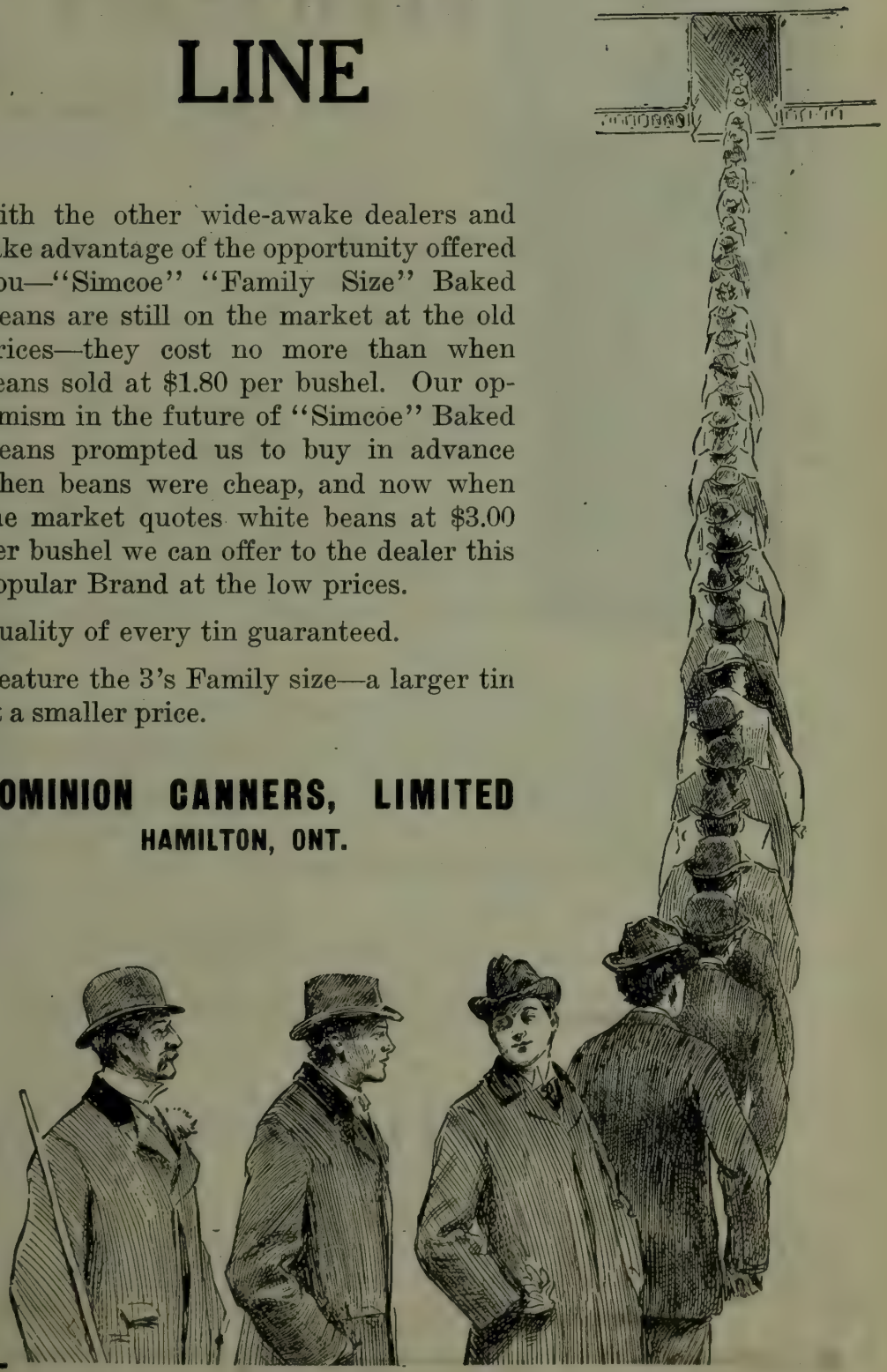
GET RIGHT IN LINE

with the other wide-awake dealers and take advantage of the opportunity offered you—"Simcoe" "Family Size" Baked Beans are still on the market at the old prices—they cost no more than when beans sold at $1.80 per bushel. Our optimism in the future of "Simcoe" Baked Beans prompted us to buy in advance when beans were cheap, and now when the market quotes white beans at $3.00 per bushel we can offer to the dealer this popular Brand at the low prices.

Quality of every tin guaranteed.

Feature the 3's Family size—a larger tin at a smaller price.

DOMINION CANNERS, LIMITED
HAMILTON, ONT.



THE REQUISITES ARE QUALITY

AND

EFFICIENCY

It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST. - - - TORONTO

The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.

Clark's Pork and Beans

are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

WM. CLARK, - Montreal

KIT

COFFEE

"Perfectly simple to make
Simply perfect when made"

SEE IT SELL

KIT Coffee sells itself. Let us send you a sample, then let us send your customers samples. The price will please both you and your customers.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX. TYTLER, Temple Bldg., London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO.

Macaroni
Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

Purity E D S **Flavor**

BE LOGICAL!

You wouldn't try to sell base metal for gold to a jeweller! Then, why try to palm off second-rate foodstuffs on the experienced housewife? You may sell other brands to her once, but you must handle

E.D.S. BRAND
Jams, Jellies and Catsups

if you want to give satisfaction and obtain "repeats."

"E. D. S." Brand Goods are perfectly pure (the Government Analyst has certified them to be 100 per cent. pure); they are skilfully preserved in an up-to-date sanitary factory, and they retain to a remarkable degree the natural flavor of the fruit.

See to your stocks. It pays to feature pure foodstuffs.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

CANADIAN DEALERS SELL

TETLEY'S

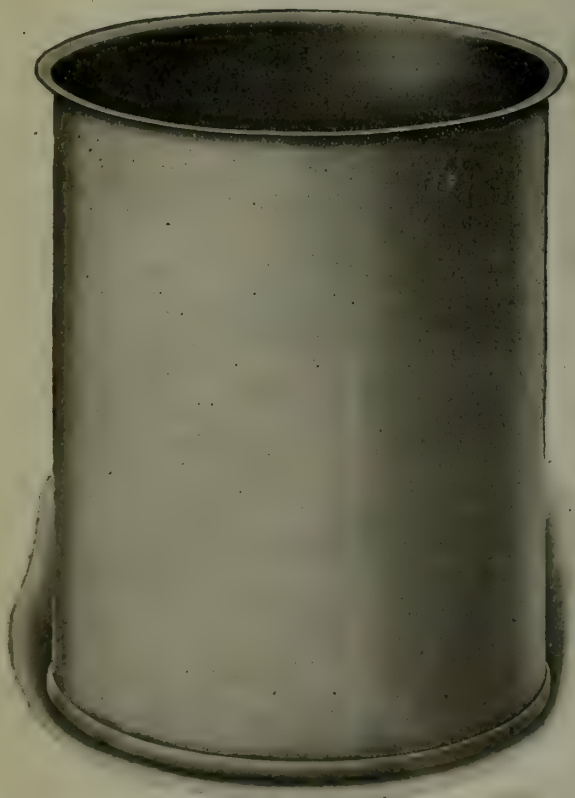
TEAS

Look for the elephant on every package—the guarantee of quality and excellence.

and make large turnover and substantial profits. Packed in various sized packages: $1.00, 75c., 50c., 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



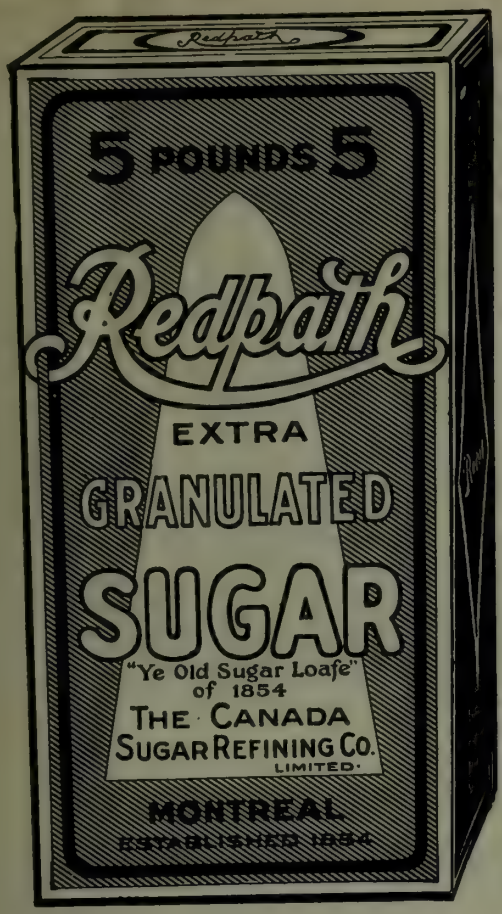
Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



The Value of a Name

in selling goods to the public has few better examples than in

Redpath

Extra Granulated SUGAR

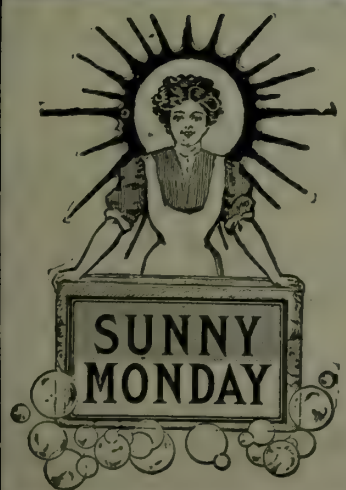
For over half a century the name "REDPATH" has stood for the best sugar in Canada, and consequently the best seller. Now it stands also for the cleanest, handiest, most up-to-date way of marketing it—the new

2 and 5 Pound Sealed Cartons

These packages, bearing the name "REDPATH," are the livest sugar proposition in Canada to-day. Are you making the most of them?

The Canada Sugar Refining Co.
MONTREAL LIMITED

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.
"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Kops Ale & Kops Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, clear principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulatlng properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,

LIMITED

GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

Let Us Send You

Just one sample order of Six Dozen Brooms to show what we can do in the way of taking care of your broom and whisk business. Prices and quality guaranteed. *A Metal Broom Rack Free* with six dozen of the

PARKER BROOM

Agents:

The Lind Brokerage Co., Toronto.

Nicholson & Bain, Winnipeg, Regina, Calgary, Edmonton.

Gordon M. Millar, Montreal.

Albert Dunn, Quebec.

For sale at any good Wholesale Grocer

The Parker Broom Co.
OTTAWA

The Best Broom Made

STIMPSON
Automatic Computing Scales

No. 75---Capacity 100 lbs.

One of the best known and most up-to-date Computing Scales on the market. All Agate Bearings. Fine Enamel Finish. Weighs and Computes to 100 lbs. Equipped with Electric Flash Light, if desired.

Stimpson Automatic Scales

enable you to weigh out your merchandise absolutely accurate—no giving of over-weight—no customer short-weighted. You pay your wholesaler for the exact number of pounds you receive. The STIMPSON weighs out exactly the same number of pounds.

Guaranteed to Comply with the Weights and Measures Laws in every State.

Sold on easy monthly payments, without interest, or with a liberal discount for cash.

Liberal allowances for old scales. Every Scale Guaranteed.

Stimpson Computing Scale Co.
Detroit, Michigan

TORONTO EXPOSITION—Aug. 24th - Sept. 9th

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

How Would You Solve This Problem?

There are, say, half a dozen makes of electric coffee mills. They are of all types and sizes and of all prices. Your problem may be to select the one to suit **your** taste, and not what someone **thinks** your taste ought to be. How would you go about it?

Would you take somebody's recommendation and let it go at that, satisfied with your efforts?

Or would you find out for yourself which machine suited your taste, and then be satisfied to know that you were getting the best.

Wouldn't it be a good idea then to look into the COLES? It ranks with the best and meets your price.

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

LOVELL'S BAG & PACKET MACHINERY

Limited

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LONDON, ENG.

DAYTON SCALES AT THE EX.

Have you ever had the Dayton Scales explained to you? The unique mechanism that weighs so accurately, so quickly and at the same time computes the amount of the price is well worth your while to have it demonstrated.

WHEN AT TORONTO EXHIBITION DON'T FAIL TO SEE OUR EXHIBIT OF

DAYTON COMPUTING SCALES,

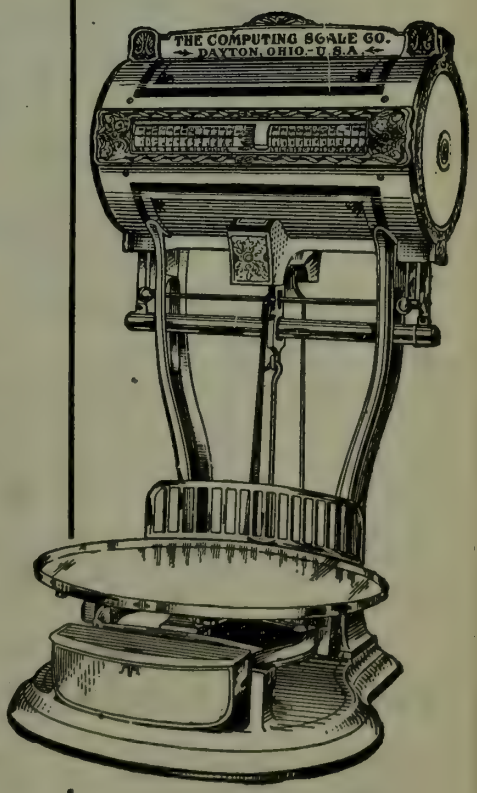
DAYTON ELECTRIC FLASHOLITE SCALES,

DAYTON HAM AND BACON SLICERS,

DAYTON COMPUTING CHEESE CUTTERS, ETC.

It will be located in Process Building.

A CORDIAL INVITATION IS EXTENDED TO ALL.



The Computing Scale Company of Canada

164 King St. W., - Toronto

Tartan Brand

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. A. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.

GORMAN, ECKERT & CO. LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

A Timely Word

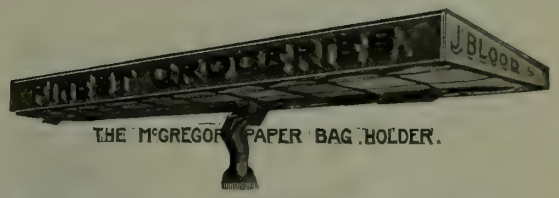
The Peach season is near at hand and the prospects are that there will be a tremendous rush for sugars. The Railways are very slow in moving freight. You can get prompt shipment if you order

St. Lawrence Sugars

Flies Are Thickest Right Now

Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

Keep Your Stock Well Sorted of

JAMES DOME BLACK LEAD

THE SEASON FOR STOVES IS GETTING NEAR

W. G. A. LAMBE & CO. - - TORONTO

CANADIAN AGENTS

FURUYA & NISHIMURA

are receiving shipments of

JAPAN TEAS

every week. Ask their Brokers for samples.

SIAMESE TWINS

McLean's
White Moss
—and—
Purity

Canadian Cocoanut Co. Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

SNAP

Does the Trick

when the mechanic, the chauffeur, the painter or any person requires something more than soap to remove dirt from the hands.

The action of Snap loosens the particles of dirt and clears them away, leaving the hands clean and white.

Introduce Snap wherever you can and you will please and satisfy your patrons.

Keep Snap Displayed

SNAP
TRADE MARK
ANTISEPTIC
HAND CLEANER
PREPARED BY
SNAP COMPANY
LIMITED
MONTREAL

Snap Company
LIMITED
MONTREAL

HELP HER WITH THE BAKING

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly, and, above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor salt means poor baking — everything goes "Flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO.,

WINDSOR - LIMITED - ONTARIO

Re Toronto Exhibition

Again we are going to serve Red Rose Tea at the Toronto Exhibition

The 40c. Quality

and again we will charge 5c. per cup—giving in return a coupon worth 5c. when used in purchasing a package of Red Rose Tea.

We would respectfully ask all our customers to honor these coupons and our travellers will cash them or if sent to us by mail we will remit the money.

T. H. ESTABROOKS CO., LIMITED
7 Front Street, East
TORONTO.

P. S.—We would urge visiting merchants to make themselves known at our booth as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., LIMITED

Here's an open door for your line, Mr. Manufacturer

THE DOOR TO THE WEST

We, being the oldest commission firm of Alberta, and being centrally located, are in a position to represent you exceedingly well. This section of the West has an unbounded future, and the manufacturer who gets his line in here now will reap a bountiful harvest. Take the open door to Albertian trade that we can offer you.

Here are a few firms we represent:—

Armour & Co. Knight Sugar Co. Wethey's Mince Meats. Dominion Watch Co. Evered & Co. (Brass Goods). E. D. Smith. Dominion Salt Co. A. & R. Loggie. Twyfords Ltd. (Sanitary Goods).

GET IN LINE TO-DAY.

McKelvie and Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta. EDMONTON, Alta.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

CURRANTS
We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - - Ontario
Established 1886.

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

TRY A
Condensed Ad.
IN
This Paper

The advertising campaign which is now being conducted ensures to the merchant who stocks

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

IF IT'S COLLECTIONS YOU NEED US

Getting the order is important, very important. But, getting the money for that order is still MORE important. If you get the order and don't get your money for that order—you'll be out—won't you?
Here is just where we can help you in your business. You get the order—and if you don't get the money promptly, just send the account to us—we'll do the rest. Please remember:
NO COLLECTIONS—NO CHARGE.
Better write us for rates, etc., TO-DAY.

The Nagle Mercantile Agency
WESTMOUNT, QUE.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

Olive Oils
Black Olives
Green Olives
Spanish Onions
Etc.

H. E. VIPOND
197 St. Paul St.
MONTREAL

Macaroni
Roman Parmesan and Gorgonzola Cheese, Etc., Etc.

I have an interesting proposition for a live Agent.

Buyers' Guide

Canadian Leaf Tobacco

Pipes—Cigars

Give us a call.

J. A. FOREST, 189 Amherst St., Montreal.

VOL-PEEK

Any merchant desiring to handle this line will be given the exclusive agency, in other words, only one dealer will be sold in each town. Vol-Peek mends holes in all agateware in two minutes. Means 100% profit. Extra fine counter case.

H. NAGLE & CO. - - MONTREAL.

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

The Best is What You Want

Our travellers have a fine line of Wrapping Paper and

PAPER BAGS.

In justice to yourself you ought to examine them. Drop us a card.

COUVRETTE & SAURIOL - Montreal

SULTANA (Brand) TURKISH DELIGHT

Peculiarly delicious. The real thing. Quite a seller. How the girls like this line! Just give it a trial. Write our agents or ask us.

ORIENTAL PRODUCE CO., MONTREAL.

Ontario and Northwestern Agents,
MacLaren Imperial Cheese Co. Ld, Toronto

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

DO YOU WANT TO BUY A BUSINESS

SELL YOUR BUSINESS OR HAVE YOU ANY BUSINESS TO BE EXECUTED HERE? IF SO, WRITE ME.

V. de la Ronde, 14-16 McGill College Ave., Montreal.

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

QUALITY

is the keyword as far as our

Biscuits and Confectionery

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

BUGS, COCKROACHES

In fact no insect can live when Auto Roach Killer is used.

"Auto Roach" is the Thing.

Write

Auto Roach Killer Co. - Montreal.

BUY BOURQUE'S PICKLES

and Catsups and you will be sure of good goods.

H. BOURQUE & SON - MONTREAL.

RATS

"Exo" is the most deadly exterminator and has cleared warehouses, etc., where other poisons have failed. Dogs don't like it. No odor—that's the beauty of it.

EXTERMINO CHEMICAL CO.,
P. O. Box 774 - - Montreal

"COON" Shoe Polish

deserves a trial. We are enthusiastic about it. You'll be the same if you just get a sample and try it. If it shines your shoes well it'll shine others. So inquire.

Uncle Sam Dressing Co., Lanoraie, P.Q.

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
Don't overlook these lines. Write to-day.

MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

SAVOL SAVOL SAVOL

The purest handcleaner and the largest tin. Agents, write for territory.

SAVOL CO. - - - - MONTREAL

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.

FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Chinese Liquid Bluing
Lister's Starch
Cook's Pride Baking Powder

3 lines of approved merit. Agents write.

H. F. PACAUD & CO. (Reg.) MONTREAL

A STEEL SECTIONAL BAKE OVEN will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BLACK DIAMOND OVENS

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Comte's Coffee

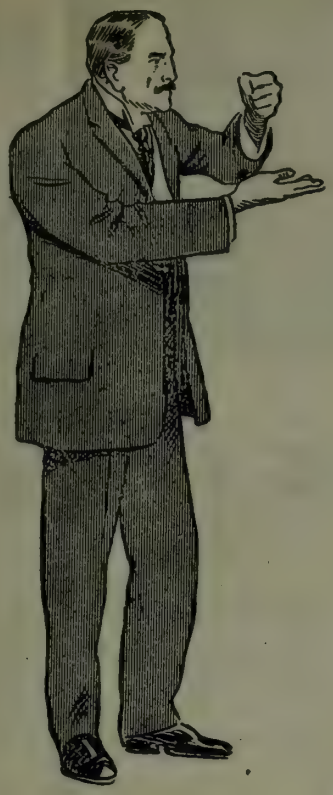
have an established reputation. They are absolutely top-notch quality. What you require.

Put Us To The Test.

Write 144 St. Urbain St., - Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.



WESTERN GROCERS

Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

"Everything For The Grocer"

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants,

WINNIPEG, - - CANADA

No Experiment

A fixed selling policy
A reputation for square dealing
Heavy, continuous advertising

Good profits for dealers—Sale guaranteed

That is the backing behind

Post Tavern Special

—THE NEW FOOD

Made by the people who have made and sold Postum and Grape-Nuts for about eighteen years.

Post Tavern Special is a splendid, safe, dollar-making proposition that will please your customers.

Postum Cereal Company, Limited,
Battle Creek, Michigan.

Canadian Postum Cereal Company, Limited,
Windsor, Ontario, Canada.

Spices **Spices**

Prince of Wales Brand

You can rest assured that all spices bearing the **Prince of Wales** mark are as pure as pure can be. If you hand your customers impure goods and spoil the pickling, well——.

Better Be Sure and Write

S. H. Ewing & Sons

MONTREAL

At the Festival of Empire Exhibition, Crystal Palace, London, 1911,

The GRAND PRIX

The Highest Possible Award

was granted to

BRAND & CO.,
LIMITED

for their

A1 SAUCE

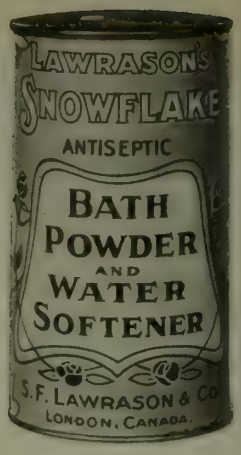
and

Invalid Specialties

Agents:

H. HUBBARD
27 Common St., Montreal

NEWTON A. HILL
25 Front St. East, Toronto



Something New

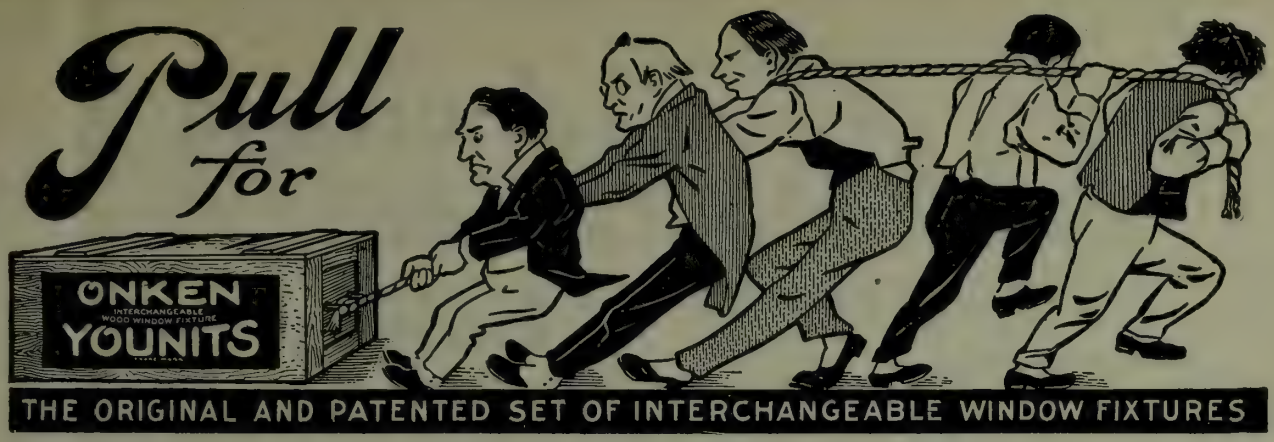
Lawrason's Snowflake (antiseptic) Bath Powder and Water Softener is a recent addition to the Lawrason line of high-quality, moderate priced articles.

This is a line that the public have been looking for (especially where little or no soft water is available for bath purposes.) Every dealer who puts in a stock and displays well this new toilet necessity, will class himself as an up-to-the-minute grocer, and will have reason to marvel at the sales that will result—it will sell on sight.

Put up in a very neat little red and green lithographed tin with a nickeled screw top.

Write at Once.

S.F. LAWRASON & CO.
LONDON, ONTARIO



THE ORIGINAL AND PATENTED SET OF INTERCHANGEABLE WINDOW FIXTURES

....Every Grocer that has purchased a set of my YOUNIT Window Fixtures states most emphatically that they make a strong and successful pull for new and transient trade thru the unlimited possibilities they lend to making the show windows do effective work because of their wonderful interchangeable possibilities.

(Patented 1911 in United States and Foreign Countries)

Read This

A. R. JOHNSTON & CO.,
Dealer in Groceries and Provisions.

Nanaimo, B.C., April 12, 1912.

The Oscar Onken Co.,
Cincinnati, Ohio.

Gentlemen:—

We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city, and are sure to mean a success.

Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly,
A. R. JOHNSTON & CO, LTD.

The Full Set

The above illustration shows entire set of **No. 14 GROCERY YOUNITS** comprising **125 YOUNITS** to the set. There are **17** display slabs made of well-seasoned oak lumber, **10** of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining **108** YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make **HUNDREDS** and **HUNDREDS** of Window Trims and as many odd and standard fixtures.

You Never Need A Tool

Finish Made of Select Oak in one stock finish. Weathered Oak, all in a soft mellow waxed blend.

Storage Chest Each set is put up in a HARDWOOD HINGED-LID STORAGE CHEST (Oiled finish). A place to keep the unsued YOUNITS.

Book of Designs A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Every Set Guaranteed to Give Satisfaction.
Shipments Made at Once.

My Three Sets

No. 14 Set, 125 YOUNITS. For two large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$36.00**

No. 14½ Set, 65 YOUNITS. For one large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$21.00**

No. 4 Set, 110 YOUNITS. This set is made for the general store, and can be used for displaying groceries, shoes, dry goods, clothing, furnishings and hardware. A good all round set. **$28.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

THE OSCAR ONKEN CO.

Established 32 Years

788 Fourth Ave.,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT.

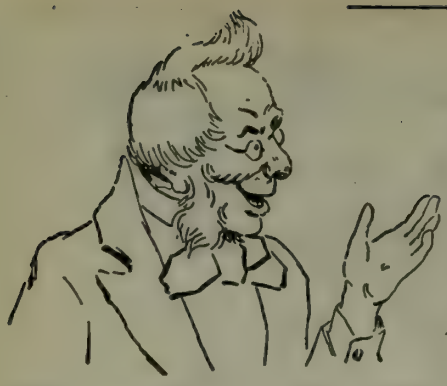
The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.

Send me your Window Fixture Booklet.

Firm.....

City..... Business.....

27



Doesn't This Strike You as a Good Soap Proposition

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

David Morton & Sons, Limited

Victor Soap Works, Hamilton, Ont.

Increase Your Salary

Do you wish to make from $10.00 to $50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

MacLean Publishing COMPANY

143-149 University Ave., TORONTO, ONT.

The only sure TRADE WINNERS

"MELAGAMA"

TEA AND COFFEE

Are conceded to be the highest standard in teas and coffee. Their excellent reputation have been built on merit. Order a 60 lb. case to-day, and watch your tea and coffee trade grow.

BULK TEAS

Especially fine Fall Import of Bulk Teas are now to hand. Our close prices, consistent with the quality we are putting out will surprise you. We lead in this line. Write us to put you on our mailing list, and we will forward you samples.

MINTO BROS. 45 Front St. E. **Toronto**

It's so easy to do Business RIGHT with the Barr

The Barr enables you to do away with all the cumbersome old-fashioned methods of bookkeeping, with their consequent mistakes, losses, worries and extra labor. With one pen-stroke all your bookkeeping is done and your accounts posted up to the minute. The Barr doubles, triples, quadruples the amount of your collections. The Barr prevents disputes with customers. The Barr saves you hundreds of dollars. Surely this is doing business right.

Save Money and Time

Install the Barr Account Register system in your store to-day. Every day your store is without it you are losing money, and we can prove it. Ask us to prove it. If we can show you that you are doing business at a loss you want to know about it. This is only justice to yourself and your business. So ask us to-day to prove that you are carrying on your business at a loss if you are not using the Barr Register system. Use the coupon NOW.

BARR REGISTERS, LIMITED. (Can. Grocer)
Trenton, Ont.

We would like to know more about the money-saving power of the Barr Account Register. Kindly send full particulars, prices, terms, etc.

Name .....
Street and Number .....
City ..... Prov.....

BARR REGISTERS Limited
TRENTON, ONTARIO

At Your Service—

DURING The CANADIAN NATIONAL EXHIBITION AUG. 26th to SEPT. 7th.

We invite you to make our Warehouse your head-quarters, our entire staff are at your disposal.

We have some advance samples of NEW FALL LINES that we should be glad to show you—lines that will help trade and make you some money.

COME IN—LET'S GET ACQUAINTED.

EBY-BLAIN, LIMITED

Front & Scott Sts. WHOLESALE GROCERS Toronto

GOOD ENOUGH FOR MONARCHS

There must be reasons for the special preference that exists for Cairns' High quality Jams, Jellies and Marmalades. Royalty, like your patrons, want only the purest to be had in the line of table delicacies.

Step clear of inferior Jams, Jellies and Marmalades, you will not only avoid dissatisfaction with your customers but will build up a substantial money-making trade.

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

Alexander Cairns & Sons,
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Que.

1897 - 350 lbs.
1912 - 3,870 lbs.

From time to time we have published figures showing the wonderful increases in the sales of

"SALADA"

Here is another instance of the popularity which "SALADA" has acquired. The perusal of the following letter from one of our travellers, will impress that which we have believed and preached for the last 21 years, namely

That by selling "SALADA" you can satisfy more people than by any other Tea.

---

114 Cottingham Street
Toronto, Aug. 17, 1912

P. C. LARKIN, Esq.
TORONTO

Dear Mr. Larkin:—

I have just found my Diary for 1897. Commenced travelling for you on Sept. 20th, 1897, calling at Caledonia, Hagersville, Jarvis, Port Dover, Simcoe, Delhi, Aylmer, Tillsonburg, Norwich, Paris and Copetown, and sold 350 lbs. that week, 50 lbs. of same was not shipped (credit N.G.)

Last week I sold 3,870 lbs. and this is poor work on this ground, as many consumers are away just now.

Enclosed please find paper.

Yours very truly,
(Signed) A. S. Gormaly

"SALADA" TEA COMPANY

Toronto **Montreal**

LONDON, Eng., 41 Eastcheap

For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

COLMAN'S MUSTARD
KEEN'S MUSTARD

Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

There Is An Unlimited Sale For
BENSON'S PREPARED CORN

Among Your Customers

¶ It finds a daily use in every kitchen because women find it an indispensable aid in cooking.

¶ The demand for Benson's is permanent because it is the purest and finest Corn Starch obtainable and never fails to give satisfaction.

¶ You can unhesitatingly recommend Benson's because you will please your patrons by so doing.

¶ You can sell Benson's every day of the year—but especially now, during the summer months.

Your Order Will Receive Immediate Attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

An interior view of the grocery department of the Vanwart store in St. John, New Brunswick. Note attractive shelf and counter arrangement.

Prestige Secured from Good Fixtures

St. John, New Brunswick, Store Where Much Attention is Given to Store Equipment—Helps Interior Appearance and Permits Greater Facility In Serving Customers—Cleanliness Predominating Feature in Fish and Meat Departments.

St. John, N.B., Aug. 29.—(Special.)—Some time ago it was conceded that the interior of the large grocery, meat and fish store of Vanwart Bros. on Charlotte Street, St. John, was about as tastefully arranged and equipped as could be desired; for it was decidedly attractive, cleanly and modern, but there is an old saying that "there is always room for improvement," and a glance over the interior to-day will readily convince the skeptic of that fact.

John W. Vanwart, who is the proprietor of the store has recently installed new bin fixtures, new showcases, new cash registers and new sections of tiling, and the whole appearance has been vastly improved upon and made more thoroughly up-to-date.

Values Highly the New Fixtures.

"We used to have pull drawers along the sides of the grocery store," said Mr. Vanwart the other day, "but since we have removed them and placed those newer ideas in commission, I tell you it has made a huge difference in more ways than one. Aside from their usefulness and practicability, consider the value of appearances, and when you compare the look of those nice new mirrored fixtures with the old-fashioned box or pull drawers you will not be long in forming a decision as to which is the more attractive, or which appeals more strongly to the notice of the customer."

The fixtures are decidedly elaborate and quite extensive, as they range the entire length of both sides of the grocery store and along the rear wall as well. Some of the receptacles for holding goods are encased, having the drop pull idea predominant, while the upper portion of the fixtures are open and afford a splendid opportunity for the display of such articles as bottled goods, pickles, jams, flavorings and the like, canned goods, package articles and other lines which can be openly shown without the necessity of cover. And this is one point which is a feature of the Vanwart store, the neatness and exactness with which goods are displayed on the shelves, which is quite apparent from a glance over their arrangement.

Permit of Better Service.

Another noticeable factor in the arrangement of the interior is the readiness with which goods can be procured, due to the various pieces of mechanism and contrivances of equipment such as sliding doors, moving staples, hinges, etc. For instance, at the rear of the store is a large counter behind which is a long row of barrels, the latter apparently being fixed beneath the top of the counter. But when the sugar, flour, or whatever the article is, is being placed beneath the counter, care is taken to see that the barrel is attached to a staple or pivot which allows its being swung freely into the open to permit of the goods being gotten out easily.

The two new cash registers lately installed are marvels in appearance and convenience, as well as practicability. Mr. Vanwart said their total cost was about $1,400, "but they're as good to me as additional office help" he added. They certainly add to the attractive interior, and when the lever is pressed which opens a drawer a ray of light is

cast over the figures so that accuracy is assured, the incandescents being attached to the registers so that when a drawer is opened they light up. This is likewise a precaution against burglary, besides being very ornamental.

The new tiling which has been placed in the meat and fish department, the latter by the way being entirely separate, presents a cleanly view and also augments the sanitary aspect of both stores. Neat glass shelves along the walls of the meat store display canned meats and soups attractively while the same is done in the fish department, where canned fish, gravies, relish, etc., are presented in an appealing and tempting manner.

The improvements which have been made in the ways described in the foregoing are decidedly in line with the up-to-date policy of the management and should augur well for future prosperity and increased business; for a tidy, refreshing and fashionable interior is certainly a factor in getting the trade.

Proper System for Window Trimming

It is Essential That the Dresser of Displays Should Proceed Along Definite Lines—Have a Fixed Appropriation to Cover Expense—Yearly Schedules of Displays Are Advisable—File All Pictures of Window Displays—Have a Work Room at the Rear.

Ever stop to consider the importance of having a system to govern your window dressing operations? It is needed in that department just as much as in any other part or department of the store. A short talk along the line of window trimming system will be of interest, therefore. It is a subject which has not been given a great deal of attention.

First and foremost, there should be an appropriation to cover all expenses. This appropriation should be made a yearly one. The window trimmer will then be in a position to purchase what supplies he requires and will be more apt to plan new ideas and arrange effective trims. An ambitious window trimmer is a great asset to any business. At the same time, the setting of a definite appropriation will limit the expense of the windows to a certain figure. This is equally important with the advantage first pointed out. Ambition and initiative are most valuable in a window dresser when combined with financial prudence.

A Regular Schedule.

It is important that your system should cover the selection of the articles to be included in displays. All good, profitable lines of goods are entitled to their share of window publicity, and it will take considerable planning on the part of the window dresser to see that all lines are featured at the proper times.

This can be accomplished by following out a simple routine plan. Go over the list carefully and check out each article which should be used at some time during the year. Then draw up twelve lists, one for each month, putting down each article in the month when it could be displayed with best results. This schedule can be revised as occasion arises but it will provide a good working basis and will obviate the possibility of certain lines being lost sight of.

Keep Pictures on File.

The window trimmer should have a filing system of his own. His work calls for a continual succession of new ideas on the matter of arrangement of display. Even the most clever will some times run short of original ideas and the necessity then arises for something to fall back upon.

It is advisable to clip out and preserve every picture of a window display that comes to hand. There will be ideas in all of them. For instance, if all the pictures of window displays which have appeared in The Canadian Grocer were carefully clipped out and filed away, the possessor would have at his command a never-failing source of new ideas.

The filing should be done in a systematic way. To keep the pictures in good shape, it will be found advisable to paste them up in books.

Co-operate With Others.

In this connection it may be pointed out that the window dresser should not hesitate to consult the other members of the staff and to ask their assistance and advice on all possible occasions. It is an old saying that "two heads are better than one." Some of the clerks may be able to supply just the very idea that the trimmer has been cudgeling his brains to find without result. Co-operation should be carried out in this as in all other branches of the business.

Have Room Work.

Now as to the actual work. If you can find a room upstairs, where work can be done without interruption, or a place at the rear, appropriate a certain space to correspond with the dimensions of the window. In this space you will be able to plan out displays and arrange details before ever going into the window. This is really a very important phase of successful window trimming. With a "dummy" window to work in, the trimmer can arrange more original and complete displays than would be the case if he waited until the window were cleared for action. It is impossible to go into a window and arrange a trim, knowing absolutely how it is going to come out. It is more than likely that difficulties will be encountered and, as time will be limited, the display will have to be left imperfect.

The false window space is especially important in planning displays on an extraordinary scale. Where elaborate effects are desired, it is necessary to give unusual attention to measurements and details.

Preparing "Effects."

This false space can be used also for the preparation of panels and backgrounds. Place your background boards on boxes or kegs and finish them off with a covering of soft-finished cloth or some other suitable material. Then place and attach the articles, having care to arrange them in the form of a design. Use a ruler frequently to make sure that the designs are attached equidistant from the edge. The slightest irregularity will be noticed from the outside when the panels are in place. By preparing the background and panels in this way, absolute accuracy can be obtained, which is impossible if all the work is done in the window.

Keeping Fixtures.

The corner thus appropriated for the use of the window trimmer will serve for the storage of fixtures. To secure best results, a certain number of fixtures are absolutely essential. Pyramids, pedestials and steps are of great assistance in preventing monotony and in bringing about original effects. They can be constructed with little or no expense. Rough lumber or pieces of packing cases will serve the purpose. As they are always covered, the crudity of

construction and roughness of the material will not show.

The complaint is often heard:—"I would arrange better displays but I haven't the material to work with. That's all I have—just the empty space in the window." A clerk who once voiced that complaint in the hearing of the writer had not been doing anything for a solid half hour. It was a morning in midsummer and customers were few and far between. If he had utilized the spare time on his hands, he could have knocked together a few suitable fixtures. If he had cared to employ his spare time for a few days in that way, he would soon have had a complete equipment at his disposal.

SUMMED UP.

Have a settled appropriation for displays.

Draw up schedule of goods to be displayed each month.

File away all pictures of window displays in trade journals.

Seek co-operation of other members of the staff.

Have false window space at rear or upstairs in which to plan and work out each display before starting in the window.

Prepare background and panels before placing them in the windows.

Never discard material. It will come in handy again.

Middlesex Dealers Form an Organization

Merchants Get Together From Deleaware, Lambeth, Komoka, Christina, Mt. Brydges and Muncey — London Grocers Auto to Delaware and Several Addressed the Meeting—Good Work of Two Gladstone and Mossley Merchants—Officers Elected.

London, Ont.—(Special). — At a very largely attended meeting held at Delaware on Wednesday evening, August 21st, the merchants from Delaware, Lambeth, Komoka, Chistina, Mt. Brydges and Muncey, decided to form an organization for the betterment of trade, and will meet once a month at the different villages and discuss such matters as early closing, selling goods at cost and other matters of interest.

H. J. Scott, of Gladstone, and W. J. Coates, of Mossley, were largely instrumental in bringing the merchants together. A large delegation of London grocers were present and helped to enliven the meeting with songs and speeches. W. J. Coates, of Mossley was elected to preside and C. W. Vollick of Dorchester, acted as secretary. After a number of speeches it was decided to elect officers for a term of one year and assess each member one dollar per year. The following officers were elected:—

President.—J. A. Kelley, Lambeth.

Vice-Pres.—D. J. Matheson, Komoka.

Secretary and Treasurer.—M. J. Bodkin, Delaware.

Addresses From London Grocers.

It was decided that the next meeting should be held at Mt. Brydges at the call of the president. During the evening speeches were delivered by W. J. Coates, H. C. Johnston, J. A. Kelley, G. A. Carley, D. J Matheson, W J. Lang, A Hodder, H. J. Scott, G. D. Brinkley, E J. Ryan, Thos Shaw, Adam Palmer, J. A. McFarlane, G. B. Drake and Thos. Ranahan. The singing was a feature of the evening, those taking part were Messrs. Baker, Ranahan, Carter, Adams, and Ryan. The London delegation had quite a time going out to Delaware and returning owing to breakdowns to the motor car. An hour was spent at Lambeth effecting repairs going, and two were lost on the road coming back.

The Merchants in Attendance.

Those present were, J. A. Kelley, G. A. Carley and Wm. Earle, Lambeth; H. C. Johnston, M. N. Bodkin and D. R. Owen, Delaware; D J. Matheson and A. O. Graham, Komoka; Byron Adams and H. J. Snellgrove, Mt. Brydges; E, Ryckman, Christina; W. J. Lang, Muncey; W. J. Coates Mossley; G. B. Binkley, Avon; A. Hodder and C. W. Vollick, Dorchester; H. J. Scott, Gladstone, and from London there were: Thos. Shaw, J. A. McFarlane, G. B. Drake, Adam Palmer, Tom Ranahan, Dan Carter, Jas. McKenzie, I. X. L. Baker, and E. J. Ryan. The meeting closed with the singing of the National Anthem and three cheers for the new president and secretary.

W. J. Coates urged all present to read The Canadian Grocer, giving many instances where his clerk, Mr. Longfield, had carried out many schemes outlined in The Grocer with good results.

H. Gilbert Nobbs, manager Holbrooks, Limited, with head office at Toronto, is expected home from the Old Country on Sept. 12.

SHORT WEIGHT NOT RETAILERS' FAULT.

Winnipeg Grocers Hold Meeting of Protest—Samples of Short Weight Exhibited.

Winnipeg, Aug. 26.—Winnipeg retail grocers are entering a protest against the action of the civic authorities in bringing them into court on short weight charges recently made against them. At a recent meeting this protest was vigorously voiced. Among those present were J. Paterson, M. Buchanan, of Hardy & Buchanan, J. A. McKerchar and A. White of W. H. Stone Co.

A number of grocers had been fined $5 in police court on short weight charges. The retailers claim these short weights were in containers, packages, etc., which they had purchased in good faith from wholesalers and therefore did not think they should be held responsible.

J. Paterson stated he could not find the quantity specified in certain jars and cans and brought samples, half gallon tins of maple syrup, five pound tins of jam, a bag of rolled oats, which was short the weight mentioned on the bag by several ounces, and packages of raisins and dates. He claimed that the charge of short weight should be levelled at the wholesale dealers.

It was finally agreed to leave the matter over till the next session of the committee and in the meantime consider what could be done to remove the hardships imposed by the by-law on the retail man who was not responsible for the shortness of weight. The matter of butter was one of those discussed at length and there appeared to be an impression that such articles should not be sold underweight. Exceptions might be made in the case of other goods sold in packages.

LARGE CROP OF BEANS.

From returns received from farmers by the Ontario Bureau of Industries (Ontario Government), the bean crop of the province is estimated at 1,203,420 bushels from 69,703 acres, or 17.3 bushels to the acre. In 1911 the yield was 898,212 bushels from 51,508 acres, or 17.4 bushels to the acre. An average crop is placed at 17.2 bushels.

READ IT AS A CLERK—
NOW NEEDS IT AS A GROCER.

Editor, Canadian Grocer.—Would you please send me The Canadian Grocer. I have always been a reader of your paper since I started in the business when fourteen. Am now twenty-three. I am in business for myself, and I need your valuable paper.

(Sgd.) A. STIRLING.

Chatham, Ont.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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TORONTO, AUGUST 30, 1912

VALUE OF MARITIME CONVENTION.

Such conventions as the Maritime Board of Trade holds every year, are bound to do a large amount of good. The ideas of men are responsible for actions, and at this conference business men from different centres of the Maritime provinces get together on national Maritime problems, and their visions on these problems are naturally widened.

What is done therefore by the Maritime Board of Trade will have its effect sooner or later on the destiny of the provinces. Men's views of things become broader; they go back to their home cities and towns with a much wider experience, and their influence is sure to be felt among their fellow business men.

A full report of this year's convention at Truro, N. S., is given elsewhere in this issue. It comes from our own representative and shows what are the live questions from a national standpoint in those fertile provinces down by the sea . It will be seen that Maritime men are greatly interested in railway transportation, in telegraphic communication with Prince Edward Island, in commercial education, agriculture, shipping, immigration, etc.

The report is one which should be read by anyone at all interested. It gives a broader view of things.

SYSTEM IN WINDOW TRIMMING.

Window trimming has become such an important phase of retail merchandising that more attention is being paid to it than ever before. In the average store, however, interest in the subject has not yet reached the pitch where a definite system is worked out to govern the displays. Nevertheless system is needed if best results are aimed at.

Some suggestions are given in an article in this issue which are worthy of consideration. It is not our intention to comment here on the various points made, but we desire to place particular stress on the suggestion that the window trimmer needs assistance. No matter how fertile the imagination or how resourceful the mind, there will be times when the most skilful will be lacking in ideas. It is always possible to learn from others. No better plan could be devised than the careful filing of all pictures in trade papers and magazines. Every picture will have a suggestion or contain a hint which may some day be utilized. Some men pride themselves on their originality and scorn to avail themselves of any assistance. Their viewpoint is narrow and they are not as likely to develop and improve in their work as are those who learn from what others are doing.

DECLINE OF CANADA'S DAIRY EXPORTS.

Canada's butter and cheese exports to Great Britain have sadly dropped away during the past ten years.

Ten years ago 13,000 tons of butter went from Canada to England; twelve months ago it fell to 776 tons. There was not sufficient Canadian butter on the London market to secure an official quotation. The situation is attributed to increasing home consumption.

The same reason explains the falling off in cheese exports. In face of the fact that we have a natural agricultural and dairy country this should not be. The trouble is that production is not going ahead as rapidly as it should. The Great West is filling up, but mixed farming is slow to move forward there. The East, therefore, has to supply it with butter and cheese that used to cross to the Motherland.

This condition of affairs has greatly aided New Zealand. British imports of cheese from that country have increased to extent of 22,000 tons, while imports from Canada have fallen off 15,000 tons.

Will Canada cease to export cheese at all by 1916?

THE GROCER ABSENT ON VACATION.

In last week's issue an article appeared in our news columns telling of something original by way of taking holidays. For two weeks in August a Toronto dealer closed his store entirely, tacked on an absentee sign, gave his clerks and drivers a fortnight's discharge and with his wife and family departed for wild game sanctuaries in the north.

Not many retail dealers can, of course, fall in with this suggestion. At any rate the majority who insist on a breathing spell annually, have already spent their appropriation for vacation, and they will not have any opportunity this year at least to give a trial to this innovation. Supposing next year more should decide to adopt such a course, would it not be advisable to consult him on possible difficulties in connection with the holidays?

Before hitting the trail for the watering place, it will be remembered customers were advised to lay in a heavy larder—one that would last the two weeks. In hot weather, we are told, certain well known staple articles do not hold on to their original quality for any great length of time; so the question naturally arises how fresh would a fresh egg become in two weeks time, that was two weeks old when sold.

Without being considered impertinent, one, too, might well inquire into the standing of a loaf of bread, aged two weeks, or a roll of butter that has lain on the cellar shelf for the same length of time. If these things could all be purchased green, like a bunch of bananas, for instance, the problem would be solved. But although we have dried eggs, frozen, fresh, select, new-laid and canned eggs, none of them have evolved from a state of greenness. So there lies the difficulty.

The sign which appeared on the door of this store announcing the absence is reminiscent of the one the preacher used long ago on a similar occasion. It ran thus:

Preacher is absent on vacation.
Church is closed until his return.

It mattered little whether there were any souls to save or whether any poor wandering sinner had trudged along the dusty road in search of comfort, only to find the church door closed against him, whether soul hungry or not. He must wait the good man's return.

Nevertheless here is a grocer that has sprung something new on the public and he must be given credit for it even if the rest of us cannot follow in his foosteps. The world loves originality, and admires the man who does something out of the ordinary.

HANDLING TEA IN OLD LONDON.

In 1911 about 350,000,000 pounds of tea passed through the London, England, market.

When the tea arrives by steamship from the East it is delivered to the warehouses and weighed by customs officials and inspected by agents of the merchants who own the tea to determine whether any damage has been done or not. If the merchant who owns the shipment is desirous of selling immediately on arrival he selects a broker and gives him instructions to "print" the teas for sale in public auction. This is the customary method, although in some cases the tea does not pass through the salesrooms, but is sold by private contract. The owner sometimes holds for higher markets.

The selling broker notifies wholesale buyers that certain teas are on sale through catalogues. These catalogues contain date and condition of sale, the garden where grown, the quantity, style and description of each grade and such as Pekoe, Broken Orange Pekoe, Pekoe Souchong, Pekoe Fannings or Dust.

Representative samples of each package are put on display by the warehouse keeper to give prospective buyers an opportunity to test the teas. This is carried out by the wholesale houses, who hold the permit of the Port of London Authority, sending samples to the various warehouses named in the catalogues.

The samplers present their authority to draw the teas, but that no loss of tea may accrue to the owner, returns of an equal measure and quality to the samples taken away, are left at the warehouse by the samplers.

The tea auctions are rapidly conducted, bidding being exceedingly fast if teas are low priced. As many as 300 lots are sold in an hour. Each item is not separately announced, but just as soon as one parcel is sold, the next one is immediately bid for. It takes a fast following brain and a clear head to follow the transactions at a London tea auction sale.

FRUIT CROP OUTLOOK.

At present time the crop of apples in Canada appears to be a fairly good one.

From nearly every quarter the growth is reported to be excellent, and in many cases larger than usual. At the same time all apples are likely to be smaller than usual and the average in parts of the St. Lawrence valley districts is less than half a crop, and in some instances total failures are reported.

The conditions of the markets, so far as Canadian apples are concerned, are fairly reassuring. The apple crop in Europe is universally short and this shortage has a direct influence upon the export price of Canadian apples. Germany imports an average of 3,000,000 barrels of apples from the surrounding continental countries annually, and there seems no reason why there should not be a splendid opening this year in Germany and probably other countries on the continent. The prospect for improved transportations from Canada direct to Germany is good. France may be expected to take fairly large quantities of the late winter varieties of apples and the British markets, where there is undoubtedly a general shortage of fruit, offer more than ordinary attractions this year.

Grapes will likely be an excellent crop, as reported previously in these columns. The same, however, cannot be said of pears, with possible exception of inland valleys of British Columbia. The plum crop, with exception of Nova Scotia and parts of British Columbia, will not be extra good either.

THE RESULTS OF PREJUDICE.

Prejudice has ruined many a man.

Because someone's father and grandfather shuffled along in an ancient looking store and eked out an existence, is no reason why the son and grandson should do the same. We see to-day in every centre of industry a few merchants in every class gradually rising above their competitors. If we take the trouble to make a thorough investigation of the cause, we shall likely find it lies in difference in methods, store equipment and store appearance. There are some exceptions but they are mighty few.

It is all very well to respect the opinions of our departed ancestors, but it was never intended that in business matters their example should be followed. We live in a progressive age when people want wholesome foods from sanitary stores and in as attractive conditions as possible. They want good service. They are susceptible to advice from only those dealers in whom they have confidence, and the way to gain this confidence is to operate a business suggestive of modern times.

It is time the old excuse, "my father got along without advertising, or without this register or this or that equipment," was forgotten. Our ancestors lived in a different age. Imagine the twentieth century farmer cutting his fields of grain with the sickle because his grandfather did. Times have changed and the people want service and advice they can depend on.

EDITORIAL NOTES.

And now we enter upon the first of the autumn months.

* * *

With September most dealers turn their thoughts to fish and oysters.

* * *

The oyster is something like a colt in one respect. To be much good either should be four years old.

* * *

It is a good sign to see merchants getting together. This undoubtedly spells progress.

* * *

To hear of the doings of the Hamilton grocers' "Hump," makes one feel he has missed a lot of this life's fun.

* * *

The constant rains that have been visiting us have been hard on cut and standing grains. Considerable damage to Ontario crops are reported.

* * *

If every dealer weighed or measured everything purchased he would have little trouble with short weight—and he would save a lot of money.

Current News of the Week

Western Canada.

E. Holmegreen has started a general store at Edmonton, Alta.

C. N. McCarthy has opened a general store at Lethbridge, Alta.

J. O. Petty, of Calgary, Alta., has sold his grocery store to MacLeod & Ware.

John Bird, grocery dealer of Monarch, Alta., has been succeeded by Moore & Brown.

W. R. Douglas, of Wetaskiwin, has secured the general store business of J. S. Dixon and Son, Strome, Sask.

The Canadian Credit Men's Association have opened a branch in Regina, Sask., with A. K. Ferguson in charge.

Moose Jaw is to have a $100,000 department store, according to reports. Plans and specifications are now being proceeded with.

A grocery firm in Winnipeg was recently fined for the eighth time for keeping the premises in a condition which was claimed by the health authorities to be unsanitary.

Davies & Moyle are opening a commission and grocery brokerage business in Edmonton. Mr. Moyle recently returned to Canada from the Old Country where he spent four months on business. He was with the E. W. Gillett Co., Limited, for nine years.

J. M. Dale, pioneer grocer of Maple Ridge, B.C., on the main line of the C.P.R. about thirty miles out of Vancouver, has sold his entire holdings to F. J. Hart & Company, of New Westminster and Vancouver, who in turn, being brokers, sold again to J. A. Cross, formerly of Nova Scotia for $20,000. Mr. Dale was in business twenty years at Maple Ridge.

Quebec and Maritime Provinces.

Ed. Cousineau, grocer, Montreal, is succeeded by J. B. Smart.

W. Johnston of Gunn & Langlois, Montreal, has returned from holidays.

J. R. Dube, general merchant, Becancour, Que., sustained loss by fire recently.

Thorne & Perry, general merchants, Cody's, N. B., have dissolved. Geo. M. Thorne will continue.

The employes of the C. H. Catelli Co., Limited, Montreal, had an enjoyable outing recently, spending a day on the river and on one of the islands. They were entertained at Iberville by Mr. Desmarais, manager of the firm.

In last issue of The Grocer when referring to new building of the A. W. Hugman Co. Limited, Montreal, it was stated that A. W. Hugman was president of the company. It should have been managing director, the president being Alderman Jas. Robinson of same city.

Zephirim Hebert, president of Hudon Hebert & Co., Limited, Montreal, has been indisposed for the past few days. It is understood that his illness is not very serious, and in passing it might be mentioned that this is his first absence from business on sickness for over twenty years.

J. N. Paulhus, of D. Hatton & Co., Montreal, was in St. John last week on his annual business trip in which he buys up large quantities of fish. It is understood that he placed with F. B. Lent of the Lent Fish Co., of Westport, N.S., orders for a quarter of a million pounds of prepared fish. From there Mr. Paulhus went to Prince Edward Island.

F. R. Dearborn, of the Dearborn Manufacturing Co., St. John, N.B., dealers in spices, baking powders, coffee, etc., has purchased a large block of land in Fairville, St. John, and intends erecting a big factory. He will have associated with him in the enterprise a large manufacturer of grocery supplies from the United States, who has been intending for some time to establish a Canadian branch. It is purposed to erect a four storey reinforced concrete building and have a railroad track running through the entire length.

Ontario.

Harriet Sanderson, Toronto, is succeeded by Leake & Co.

Geo. Hunt, a Hamilton, Ont., grocer, died last week.

A. W. Morrison, an Ingersoll, Ont., grocer, has sold his business.

Geo. Burwell, grocer, Hamilton, Ont., has sold to Rachel Miller.

C. W. Barnes, of the Eze Manufacturing Co., Toronto, is ill with pleurisy.

Hespeler, Ont. merchants met recently to talk over plans of re-organization as a retail merchants' association. A. Hagmeier, grocer, acted as chairman, and John Darwin as secretary. Another meeting will be held in near future when officers will be elected.

Kelly & Bowman, general merchants, Atwood, are removing to Port McNichol, Ont.

W. J. Chalk has purchased the general business formerly conducted by J. M. Steel, Clarksburg, Ont.

W. C. Omand, flour exporter, Toronto, has returned from a trip to England and Scotland.

Taber & Co., Ottawa, Ont., who have bought D. J. Dick's general store, opened it on Aug. 24.

F. R. Dalwe, general merchant, Port Stanley, Ont., has been appointed harbor master at that point, succeeding the late F. E. Shepard.

J. T. McGarrell, Cardinal, Ont., has installed a new meat cutter to his already well equipped grocery business. He is also getting a new automatic cheese cutter.

Wilbert Nicholls, grocer, Lindsay, Ont., has decided on a number of improvements for his store in the near future. The door will be placed in the middle of the store front and plate glass windows installed. A metal ceiling will also be added.

The St. Thomas Biscuit Co., St. Thomas, Ont., in return for a loan from the city of $35,000, a fixed assessment and other conditions, agrees to purchase a site and erect a four-storey brick factory, 160x60 feet, for the manufacture of biscuits, confectionery and paper boxes. A by-law will be voted on on Sept. 16 to determine whether the agreement will be ratified by the people or not.

THE VALUE OF THE SEASONS.

The retail dealer should make the most of the months and seasons. For instance, September, is now upon us and with it comes opportunities which we do not find in any other month. It marks the opening of the fish and oyster season, the finish of the late fruit and vegetable preserving season and it is a splendid time to sell the last of the fly destroyers.

G. E. Barbour Company

Limited

WHOLESALE GROCERS

Office and Salesroom - North Wharf
Saint John - - New Brunswick

BRANCH WAREHOUSES

Saint Stephen - - Woodstock

Importers and Dealers

Sugar, Molasses, Fish Flour, Provisions, Dried Fruits, Staple and Fancy Groceries, Teas, Coffees, Spices.

Wholesale Distributors

"Gold Bond" Canned Goods,
"Goodwillie's" Fruits in Glass,
"Hartley's" Jams and Marmalade,
"Lea's" Pickles and Mustards,
"Snider's" Ketchups,

Manufacturers

Flavoring Extracts, Baking Powder, Icings and Grocers' Specialties.

Proprietors "King Cole" Tea

¶ Grocers who build their trade on the sound foundation of "QUALITY" will reap the benefit in the confidence of satisfied customers.

Have you ordered your

Molasses

For Fall Trade?

Ask Your Wholesaler For

FAMILY BRAND for COOKING (In Tins)	HOUSEHOLD BRAND for TABLE USE (In Tins)

Also all grades in bulk---puns., tcs., bbls., half-bbls. and kegs

CROSBY MOLASSES CO., LTD. St. John, N. B.

Did It Ever Occur to You

that good coffee is the drawing card of a grocery business?

Just put in a line of Chase & Sanborn's High Grade Coffees and you will find people come from the extreme ends of your town for it—and incidentally purchase other commodities.

CHASE & SANBORN

COFFEES

MONTREAL

Morrison & Williams

WHOLESALE GROCERS

At Halifax, N.S

Our specialties are Wagstaffe's Pure Jams, Marmalades, Jellies and Preserved Fruit.

Griffin & Skelley's "Gold Bar Brand" Califorina Canned Fruit and Asparagus.

We sell "Middle Cut" Salmon and "Signet Brand" Essences and Spices.

Wholesale Grocers

Morrison Limited

WHOLESALE GROCERS

At Amherst, N.S.

Amherst is so situated that we can supply the wants of the trade in this section of Nova Scotia as well as the County of Westmoreland in New Brunswick, more promptly than from any other point.

In addition to a full line of Groceries we are "Selling Agents" for The McLean Milling Co.. Ltd., Manufacturers of Flour, Cornmeal, Feeds, etc.

WE ALL SELL "MIDDLE CUT" SALMON AND "SIGNET BRAND" ESSENCES AND SPICES

McCulloch, Creelman & Morrison

WHOLESALE GROCERS

At Truro, N.S.

We have booked, and are still booking, large quantities of

"Middle Cut" Salmon.
"Grand River" Canned Goods.

We use handsome labels on these lines, because "please the eye and you tickle the palate."

But always REMEMBER

"The quality goes in before the name goes on." Send along your orders.

Four Branches

Puddington-Wetmore-Morrison,

LIMITED

WHOLESALE GROCERS

At St. John, N.B.

St. John, N.B., is our manufacturing point. Our customers are certainly keeping the factory busy, and we appreciate it.

"Signet" Spices and Flavoring Extracts are now found in every well assorted stock.

If in St. John for the Exhibition we would be glad to see you either at the office or at the booth in the Exhibition Building.

RED CLOVER T

-the tea that helps keep the teacup popular

RED CLOVER TEA

Tea drinkers when they once try this blend are at once infatuated with its delicious, satisfying flavor.

As you know, much depends on the proper blending of teas to produce a really first-class article. This we are expert in, and the rapidly growing popularity of Red Clover Tea is our proof.

Try a sample order of Red Clover Tea and introduce it to your customers. It will pay you.

CHAS. H. McDONALD, Limited

Tea Importers and Blenders

ST. JOHN **NEW BRUNSWICK**

M. WOOD & SONS

LIMITED

Wholesale Grocers

Exporters of Choice Baled Hay and Straw

—ALSO—

Potatoes, Eggs, Butter and other Farm Produce

Agents for the Celebrated "Cross," Slag, and Mixed Fertilizer.

SACKVILLE, N.B.

OUR PRINCIPLE—Goods of Quality and full value given for every dollar received.

BLUENOSE BUTTER

IN TINS

A Maritime Province product that has advertised the Maritime Provinces.

Used by particular consumers from Yukon to Panama.

A high grade table butter packed in hermetically sealed tins for special trade.

SMITH & PROCTOR

HALIFAX - - - - - CANADA

AGENTS:
ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
PICKFORD & BLACK'S LINES.
THREE RIVERS STEAMSHIP CO.
ACADIA COAL CO.
CANADA SUGAR REFINING CO.
FURNESS, WITHY & CO., LTD.

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay, Eggs, Cheese, Butter

Charlottetown, P.E.I. **Canada**

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce **Wholesale Grocers**

CHARLOTTETOWN, P.E.I.

Our Specialty is Eggs

We are doing the Largest Egg Business in Canada
East of Montreal

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

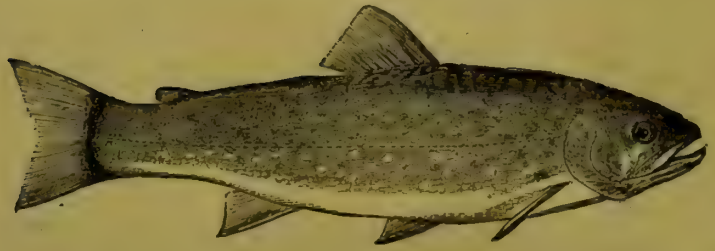
Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia



WE ARE BUSY

putting up an enormous pack of the popular Brunswick Brand of Sea Foods. The high quality and unvarying excellence have made for them a reputation among the buying public that serves to the best interest of the retailer who puts his selling powers behind the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Quit taking chances on your

FEED, CORN MEAL and PURE BARLEY OATS and CORN

The same thought applies to all feeds, also to Grain, Flour, etc.

Established away back in 1879, The VICTORIA MILLS have been striving towards PERFECTION ever since.

WE control ROYAL GOLD FLOUR for this section and specialize on GOLD DUST CORN MEAL.

To-day is the day to write us your needs. The most liberally handled flour and feed house in the Province.

C. B. McMullen, Proprietor of the **Victoria Mills**

TRURO NOVA SCOTIA

WE GUARANTEE all our goods to be just as represented.

YES. We are still doing business, and plenty of it too. The fire certainly gave us trouble, but we have held our trade and hope shortly to have our new factory ready. We had to send abroad for all of our machinery and it is at hand. The same sterling sugar which has made the reputation of the Acadia Refinery famous all over the Dominion will again be produced. At present we are filling orders as promptly as possible. Those who know us have been patient and we invite the trade to not overlook the fact that we have not been put out of business despite the erroneous reports to the contrary.

Acadia Sugar Refining Co.

Limited

HALIFAX, - - NOVA SCOTIA

View of Truro, N.S., the Convention Town—Bird's Eye View Looking North-East.

A Pretty Scene in Truro From the East—Symptoms of Good Agricultural Land Are Here.

Strong Maritime Business Men Unite

Annual Convention at Truro, N.S., of Boards of Trade of Provinces Down by the Sea—Questions affecting the Transportation Facilities of the Maritimes Among the Most Prominent—Cable Service to Prince Edward Island—Change Wanted in Militia Act Respecting Strikes—The Immigration Problem.

Special Staff Correspondence.

Truro, N.S., Aug. 27.—Fine weather greeted the nineteenth annual meeting of the Maritime Board of Trade which met in the Municipal buildings at Truro, Aug. 21-22. There was a decided rejuvenation of life in the Board in evidence. New delegates were present from various parts of the Provinces and the discussions were notable and interesting from a National as well as Maritime standpoint.

Dr. Dunbar, president, called the meeting to order at 11 o'clock, and reports from committees were heard first. He delivered a short address in which he regretted the absence of Mayor Stewart who was attending a Municipal convention at Antigonish. He referred to the beauties of the town, its attractions which would be seen by a drive about the place and surroundings. Industries were being attracted and Truro was going ahead. He again thanked the Board for the honor conferred upon him and officially welcomed the delegates to Truro.

The roll call showed a splendid representation of delegates.

The president then suggested that a committee should be appointed to arrange the order of subjects. Regrets were read from a number of prominent politicians and members of parliament, including Premier Fleming, of New Brunswick; also Premier Murray, of Nova Scotia. In all the letters, kind wishes were expressed for the meeting and comment made upon the many interesting subjects on the list.

British Manufacturers Visit.

A letter was read from W. Leonard Palmer of the Financial News of London and Paris who recently toured Canada with a party of British manufacturers in which he enclosed excerpts from most flattering opinions of the Maritime Provinces sent him by the manufacturers who had returned to the Old Land.

Mr. Palmer's letter was a follows:

Chairman, Maritime Board of Trade,
Truro, N.S.

Dear Sir:—

I am enclosing you some brief opinions upon the Maritime Provinces which I obtained from some of the members of the above party. Possibly you have already seen these as I forwarded same to the leading newspapers in N.S., and N.B., but they are of particular interest: inasmuch as they bear out and endorse all that I have personally said about the Maritime Provinces. I had hoped to have been able to visit Truro whilst your meeting was on, but regret to say it is not possible I trust however, that your convention will have the best possible results, and that from your discussions will emanate a plan or plans by which to bring the Maritime Provinces into that prominence which their great natural wealth, their infinite variety, their well established order of social, educational and other conditions warrant. I am not, as no doubt you know, one of those who believe that the comparative slow progress of the Maritime Provinces is due to a backwardness on the part of the people. Before forming such a hasty and harsh judgment as that people should become acquainted with the manifold causes which for some years past have been allied and determined to draw valuable human material away from and past Nova Scotia and New Brunswick.

Movement to Western Canada.

Previous to the opening up of the Great West, Canada was practically unknown to the outside world. It attracted few settlers and could invite little capital, and ever since the West was opened the movement there has been so pronounced that Eastern Canada has received no publicity whatever, and in addition to this, the lure of the West has been a serious drag upon your own progress and a drain upon your population. Notwithstanding this, however, the people of the Maritime provinces have more than held their own, whilst they have also contributed great sums of money towards the upbuilding of the West, to the railways, the cities and other public and private works. They have also contributed many of Canada's leading men to the Dominion, and in every part of the country, they are now to be found at the head of affairs. With so much of their energy, capital and human material expended in all and any directions but their own provinces, it is a great wonder that the Maritime Provinces should now be in so sound and satisfactory a state as they are. Considering all the difficulties you have had to face, and considering the killing apathy and pessimism which at times seems to have pervaded the whole provinces, the people of N.S., N.B., and P.E.I. are certainly to be congratulated upon their position to-day.

Awakening Day at Hand.

I earnestly believe that the day of awakening to the true value and opportunities of the Maritime Provinces of Canada is close at hand. All that is required is a more energetic movement on the part of those provinces to acquaint the outside world with what they have down there. In Great Britain the Maritime Provinces are practically unknown and unheard of, and the fault of

that, mind you, does not rest with us. If our people were informed of the true state of affairs in N.S. and N.B., I am convinced that you could obtain all the settlers you want ,and with the settlers would come the capital, or at any rate it would follow. In addition to taking adequate steps toward acquainting the people of Great Britain and other countries as to the opportunities existing in the Maritime Provinces it seems to me that a certain amount of reform will have to come from within. For instance it's no good inviting people to come and settle in the country if your own people are leaving it. Steps should be taken to keep your own population satisfied. Then you can hardly expect to interest outside capital in your country while you are yourselves sending your money out West instead of investing it and using it to build up your own provinces. Money attracts money, and every cent that leaves your provincial borders makes it harder to bring in money from outside.

Splendid Natural Resources.

The position of the Maritime Provinces is so unique. You have such ready access to all the great centres of civilization. You have such stores of natural wealth, such ports, such industrial opportunities, and so good a climate that were these things made known, nothing could prevent your rapid rise into a great and prosperous country. Already there seems to be an impression growing abroad that the Maritime Provinces will very shortly come into their own. I believe that this is so, and therefore it rests with such men as are gathered together at your conference to hasten the awakening. It is after all, upon the commercial men of the country that the burden of progress rests and must rest, for at no time in the history of the world did any great progressive work or movement emanate from the agricultural classes. It is for you gentlemen therefore who represent the business men of the Provinces to point out and lead the way to that great awakening of industrial commercial and agricultural progress which must inevitably be seen in the Maritime Provinces of Canada. In this you have my most sincere good wishes.

W. LEONARD PALMER.

REPORT OF THE SECRETARY.

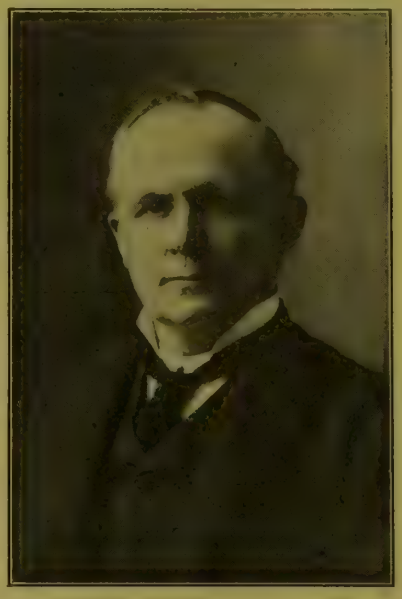
While the committee on subjects was out, the secretary's report was read as follows:—

To the President and Members of the Maritime Board of Trade:—

The annual meeting held at Moncton, August 16th and 17th, 1911, despite rather unfavorable weather conditions, was a successful gathering, with fifty-five delegates in attendance. After three interesting sessions the delegates were taken by the members of the Moncton Board to the gas and oil wells at McLatchey's, Albert Co., where a demonstration of the force and quantity of gas developed was given.

On the return of the party the members were entertained at a luncheon given on the grunds of Matthew Lodge, Esq., by the Moncton Board which proved to be a very agreeable and pleasing function.

A committee to memorialize the local governments of the Maritime Provinces on the matter of Maritime Union was instructed to be appointed and it was anticipated that the delegates from each province would meet and name their representation on this committee but this was found to be impracticable, and nominations were made after correspondence as follows:



MATTHEW LODGE, Moncton, N.B., Elected President Maritime Board of Trade at annual meeting.

NOVA SCOTIA.—R. V. Harris, Halifax; H. J. Logan, Amherst; A. M. Bell, Halifax; C. E. Bentley, Truro.

NEW BRUNSWICK.—J. M. B. Barker, St. John; R. W. Hewson, Moncton; C. W. Ketchum, Woodstock; W. B. Snowball, Chatham.

PRINCE EDWARD ISLAND.—Jas. Paton and J. P. Gordon, Charlottetown; Capt. Read, Summerside; G. A. Thompson, Montague.

To Influence Legislation.

Committees were appointed to watch legislation in the several Local Houses and Dominion Parliament on matters with respect to Immigration and other subjects which had been discussed by this Board, as under:

NOVA SCOTIA.—Local House—A. M. Bell, Halifax; E. K. Spinney, Yarmouth; H. J. Logan, Amherst. Dominion Parliament—G. E. Faulkner, Halifax.

NEW BRUNSWICK.—Local House—Geo. Watt, Chatham; W. F. Humphrey, Montcalm; E. A. McCurdy, Newcastle. Dominion Parliament—J. E. Masters, Moncton.

PRINCE EDWARD ISLAND.—Local House—W. Stewart, Summerside; E. T. Higgs, Charlottetown; G. A. Thompson, Montague. Dominion Parliament—Horace Haszard, Charlottetown.

On the 12th December last a circular was sent to all the Boards calling attention to a notice given by E. N. Rhodes, M. P. for Cumberland Co., N. S., on Immigration, along the lines of the resolution passed by this Board on that subject, and asking that the several Boards pass resolutions in support of Mr. Rhodes' motion, and send copies of same to him in order to strengthen his hands in the good work.

Canadian Grocer Copies Distributed.

Five hundred copies of The Canadian Grocer containing a full account of the Annual Meeting were distributed to the Boards in the month of September. This Board is under a debt of obligation to the McLean Publishing Co. for its very full report yearly of its proceedings.

Un-affiliated Boards.

Invitations to become affiliated with this board have been given the Sydney, New Glasgow, Sussex and Fredericton Boards of Trade, but without response.

Finances.

A number of the Boards failed to remit their per capita rate, and are still in arrears for the year 1910-1911 with the result that there is an empty treasury. They have been twice written to but without result.

Present Meeting.

On the suggestion of Mr. Saunders, secretary of the Halifax Board, I wrote Richard Grigg, Commissioner of Commerce, inviting him to attend and address the members on the new statistical branch of the Dept. of Trade and Commerce which it is proposed to establish to deal with Inter-province Trade as well as Foreign, and for which he desires to enlist the assistance of the Local Boards of Trade.

He regrets that pressure of work at Ottawa prevents his being present at this meeting.

I also wrote M. D. Coolen, secretary of Trades and Labor Council, Halifax, inviting that body to send a delegate to this Board to take part in the discussion of the subject—Workman's Compensation Act—suggested by the Halifax Board; and have received a reply stating they will endeavor to send a representative.

Invitations to Members of Parliament and of Houses of Assembly.

In accordance with the resolution passed at the last meeting invitations have been sent to the Dominion members and the members of each of the Legislative

Assemblies to be present at this meeting and assist at its deliberations.

All of which is respectfully submitted.

Yours truly,

T. WILLIAMS, Secretary.

Moved by Wm. Yould and seconded by C. E. Bentley. In seconding the resolution, Mr. Bentley wished that a vote should be included, thanking Mr. Williams for his most exhaustive and interesting report. (Carried.)

Mr. Williams in thanking the Board told them how many discouragments had been met and referred especially to one thriving city not far away.

Instead of the President giving his address then, it was decided to adjourn until 2 p. m.

Prior to adjourning the committee reported a revision of the subjects and it was moved by Captain Read, seconded by Mr. McKenzie, that it be adopted. (Carried.)

WEDNESDAY AFTERNOON SESSION

Address of the President.

Promptly at 2 P.M., the meeting reassembled and was opened by the annual address of the president D. Dunbar. He spoke as follows:—

Members of the Maritime Board of Trade,

Gentlemen:

"On behalf of the town of Truro, and the Truro Board of Trade, I extend to you our heartiest welcome, and hope that your brief visit here will be of pleasure to you individually and productive of future prosperity for the business interests of the various towns which you have the honor to represent.

"The programme tells you the object of a meeting here together, on the 18th anniversary of the Maritime Board of Trade. The subjects for discussion are of the utmost importance to the welfare of the Maritime Provinces.

Good Results Achieved.

"Last year's discussion of the various matters affecting these Provinces resulted in much good, and with your permission, I will review them:

"1. INSPETION OF FARM PRODUCTS:—The inspection of fruits for export trade is becoming more thorough. the Dominion Government is disposed to punish parties who attempt to evade the provisions of the Act; but the inspection of articles for local consumption is a matter for the Provincial authorities, and they do not appear to be willing to incur the expenditure incident to such inspection.

"2. GOOD ROADS:—The several provincial Governments claim to be doing all that is possible with the funds at their disposal; it is a matter of regret that the bill brought down during the last session of the Federal House by the Government for the improvement of our highways was defeated, as the construction and maintenance of a few first class leading roads through the provinces would not only relieve the Provincial Government of that expenditure and thus provide more funds for the by-roads; but they would prove such object lessons, to the farmer and others of the advantages of good roads, as must lead to a willingness to submit to the taxation necessary for the same. I feel this is a question that should receive your most favorable consideration. The advantages of good roads are many and need not be enumerated here.

"The Maritime Provinces would stand to gain far more than the cost of a national highway through increase of tourist travel as well as being an incentive for the making of other roads. Until we get a little of the Western spirit of enthusiasm and confidence in the future of our provinces, it need not surprise us if immigrants pass us by, and our sons and our daughters turn their backs to the old homesteads and seek their fortunes in the land of the setting sun.

E. T. HIGGS, Charlottetown, P.E.I.,
Elected to the position of First Vice-President.

Trade with West Indies.

"3. BETTER TRADE RELATIONS WITH CUBA AND THE WEST INDIA ISLANDS: — The negotiations of the Honorable Minister of Trade and Commerce of Canada with the leading British West India Islands and the adoption of preferential duties is being followed by negotiations with the Canadian Pacific Railway with respect to an improved steamship service with the West Indies. If these negotiations are called to a successful issue, a service similar to that of the Canadian Pacific Railway Company's service elsewhere may be looked for and the business both passenger and freight popularized.

"4. MARITIME UNION:—A committee was appointed in accordance with last year's resolutions, but little has been done. It is doubtful if it is advisable to move just at the present time, but the committee should be continued, so as to take advantage of the auspicious moment, when public opinion will be aroused in the Maritime Provinces, on the introduction of a new redistribution Act in the Dominion house with the loss of influence at Ottawa which must ensue from the loss of some five or six seats to the lower provinces; and the necessity of Maritime Union is thus emphasized:—

Getting More Desirable Settlers.

"5. ADVERTISING THE MARITIME PROVINCES:—During the past year there has been a closer co-operation between the immigration departments of the Dominion and the Lower Provinces. A more determined effort has been made to induce desirable settlers to remain in these Provinces, and the effort has met with greater success than formerly. There is room for more practical work along these lines. The question is a live one, and I trust we may see even greater results during the coming year. The visit of the body of capitalists from Great Britain arranged by the Financial News of London, England, has enlisted the interests of a large body of people on the other side, in these Provinces. How best to co-operate with Mr. Palmer and his associates in reaping the benefit that should accrue from such a visit is a matter that should exercise the minds of the several boards.

"6. FOREST PROTECTION: — The Provinces of Nova Scotia and New Brunswick appear to be alive to the necessity of the perservation of our timber resources and both have a system of fire protection which if carried out would diminish to a great extent the annual loss from fire. That step is good, but so far we have taken no steps to conserve our forests. Fire and indiscriminate cutting by the lumbermen are fast depleting our forests. We should be looking to the future and making some effort to preserve this part of our natural resources. In Germany they have legislation to conserve the forests and no one can ruthlessly cut down trees without replanting a certain percentage. By this their future supply is assured.

Need of Commercial Education.

"7. EDUCATION:—It has been said, I think, truly, that the bulwark of a nation is not its army or its dreadnaughts, but its commerce. It therefore behooves us to insure the education of future generations along commercial lines. To do this, it seems to me, that a change in our educational system is necessary. The present system meets the requirements for a professional education, but falls short when tried by the square of commercial efficiency. It would be justifiable to supersede some of the branches taught in our schools by a more thorough

training which would enable the young man to enter upon the activities of a business career without a handicap. By a business career, I mean, farming, mining, and any other occupation whereby a man must make his way in competition with the world.

"8. LOCAL BOARDS:—I would like to urge upon you the necessity of the local boards keeping alive during the year and would ask you to assist the officers of the Maritime Board in so far as to have your subjects for discussion sent to the secretary early, thus enabling him at an early date to map out the programme for the ensuing Maritime meeting.

Where Maritime People Lead.

"Gentlemen, I feel that we as a Maritime people have a wonderful heritage, I would take you for a moment back to ancient history, when that wise ruler Solomon traded with that Maritime nation the Phoenicians, he brought back the gold of Ophir.

"The first Colonizers were Maritime people. The first masters of the seas were Maritime, as is likewise the mistress of the seas to-day, and when you read of progressive people you will note that they were men who went down to the sea in ships and beheld the mysteries of the Creator in the deep. I feel I am not extravagant when I say that considering our geographical situation we should one day rule the commercial world. Our three provinces are a Trinity a (three in one) with a multiplicity of resources which should easily enable us to lead all Canada in the industrial race. We have coal in Nova Scotia, petroleum in New Brunswick, and in the fertile garden of the Gulf of P.E.I. enough food stuffs could be raised to feed all three, and which when the car ferry is established will be more than ever closely linked with her sister provinces.

"I feel that we can well afford to be optimistic about the future. Our destiny is in our own keeping. God has bountifully endowed us with everything wherewith to achieve commercial greatness. Our harbors are the finest in the world and are so situated that the ocean's path from here, and there, to everywhere, is via the Maritime Provinces. We, as the Maritime people, have a record for stability and honesty; let us make use of the good things, Providence has placed within our grasp and achieve the distinction of being progressive, as well.

"In conclusion gentlemen, I would thank you for electing me to this honorable position, and again express the wish that our deliberations here, may be productive of measures that will advance the interests of our fair provinces."

Great applause greeted the president and the report was adopted on motion of E. A. Saunders, seconded by A. M. Bell.

Heated Cars Wanted.

Mr. Fawcett took up the question embodied in the Sackville, N.B., subject, namely, that the railways should furnish heated cars when required, for the protection from frost of potatoes and other perishable freight. He pointed out that the I.C.R. should employ heated cars. He had lost a great deal in potato shipping last winter. He had tried his best with the railway authorities at Moncton, and had received lots of promises, but no tangible thing had been done. Many successful trips of perishable goods on the C.P.R. and other railways were detailed. He felt that if the Maritime Board would help, a change could be accomplished.

DR. DUNBAR, Truro, N.S.,
The Retiring President of the Board.

An Absence of M.P.'s.

Captain Read, in seconding the resolution, spoke of his potato shipping experience. He believed that properly heated cars would benefit everyone in commercial occupations. There was some excuse for the I.C.R. not having these cars, as they were a new idea. Last year potatoes were shipped in car loads to Cobalt, and in some cases were delivered there at a temperature of thirty degrees below zero. He regretted that so few members of parliament were present. Surely the Federal members should see the need of being at these meetings. They would do better to listen to these deliberations than to be sitting around the Russell House in Ottawa.

K. J. Mackenzie suggested that some of these men interested should be chosen a committee to call upon the Government, which would force this resolution into active life.

The resolution was put and carried unanimously.

A Question of Standards.

The Moncton resolution as follows was taken up by M. Lodge:—

"Whereas the Eastern terminus of the Transcontinental Railway is at Moncton, N. B., and

"Whereas the present route of the Transcontinental Railway between Moncton and the Atlantic Seaboard prevents the securing of the standard grades of the said National Transcontinental Railway, and

"Whereas it is necessary in order to secure a truly Transcontinental Railway that such standard grades should be provided,

"THEREFORE RESOLVED, that this Maritime Board of Trade call upon the Government of Canada to complete, with the least possible delay, a double track of the Intercolonial Railway between Moncton and the Atlantic Seaboard, and, it is necesary in order to secure the said standard grades that the second line be built through territory not now traversed by the present track of the Intercolonial Railway."

Mr. Lodge continued: "In presenting the foregoing resolution, I wish to state that I approach the subject with a great deal of diffidence. It is my opinion that the question of Railways and their extensions in the Maritime Provinces should have been brought to the attention of this Board and discussed by a railroad engineer or some practical railway man. Therefore, you must bear with me if I, in my remarks, do not keep very closely to engineering facts. It is my purpose to frankly place the matter before you on the broader basis of railway extension and development of the Maritime Provinces.

"When our Board of Trade decided that this subject was to be handled by me, I immediately sought the best information possible on the different routes. I found an article contributed in April of this year with a sketch plan of the route from Moncton to Halifax Harbor independent of the main line of the I. C. R. We find on this plan a line drawn from Moncton to Pugwash Junction. Then the Short Line of the I. C. R. is used from Pugwash Junction to Scotsburn, and then a direct line across country from Scotsburn to Glengary, from Glengary to Deans, from Deans to Dartmouth.

From Moncton to Dartmouth.

"So far as I can learn, there has never been any survey made of this route, and the information I have is very general. Whether it is possible to obtain a 4-10 grade going east and a 6-10 grade west is at the present time unknown to anybody.

"The distance from Moncton to Dartmouth by this route it is stated, is 10 to 20 miles longer than the present I. C. R. route. I find this statement in the article above mentioned, but said article is so full of generalities that I think the distance of '10 to 20 miles longer' must be accepted as an approximation. The writer of this article states the gradients will be about one per cent. For a few miles out of Dartmouth the line is rough, but when the Musquodoboit is reached the gradients are exceedingly easy.

"In fact, the same general statement is made in regard to the whole line from Dartmouth to Painsec Junction.

"We must ever keep before us the fact that a one per cent. grade is no longer of any use in the extension of the great Transcontinental roads to the sea; so future railway building in the Maritime Provinces must be discussed along the line of a 4-10 grade going east and 6-10 west, and no difference what projects or routes promoters may have in mind, it behooves the Maritime Board of Trade to interdict any route which does not come up to the standard. So far, it has not been shown that this proposed route is any better having regard to grades than the present Intercolonial. The distance is greater, and another objection I fear is that it does not at any point touch the towns of Dorchester, Sackville, Amherst, Springhill, Oxford, Truro, Pictou or New Glasgow. Still, possibly that would not in any way interfere with this route being carried through, provided it were the only route upon which a 4-10 grade could be secured from Moncton to Halifax.

The Plan Originally Suggested.

"When this route was first projected some years ago by the late Hon. B. F. Pearson and others, we believe it was their idea to carry it through to County Harbor, and if that were the port sought and not Halifax, then the greater reason for having the survey made immediately. This may not sound good to our Halifax friends, but there are people who believe that County Harbor may some day become one of the great Atlantic ports. However, I am not here to advocate any particular port or route, only to try and show you in my feeble way why we should have better railway facilities than the present to connect with the Atlantic Seaboard.

"I am indebted to James Taylor, C.E., for a map showing the grades of the Intercolonial Railway from Moncton to Halifax, and for all information regarding grades, etc. For your information I may say that from Oxford Junction to Debert you have a full one per cent. grade both ways, and much more at some points. One engineer says that the line can be double tracked from Moncton to Halifax giving practically a 4-10 grade going east and 6-10 west with only ten miles, where they would have to use a pusher over the Cobequid Mountains, and I have the highest respect for this engineer's judgment. But a ten mile pusher is a great obstacle, and would not make the double tracking of the I. C. R. from Debert to Oxford Junction feasable, in my opinion.

"Another engineer informs me that instead of ten miles there would be nearer thirty miles where they would require a pusher. Certainly a glance at this map from Athol Station to Belmont shows that the whole line must be reduced and practically rebuilt to get any way near the grade required for the great Transcontinental roads.

Another Route Necessary.

"From Dorchester to Sackville the present grade can be avoided by building a loop which will make the road

T. WILLIAMS, Moncton, N.B.,.
The Permanent Secretary, who presented an exhaustive report.

three miles longer between these two points. So the fact still stares us in the face that we must needs have some way of reaching the Atlantic Seaboard from Moncton other than the present Intercolonial Railway, and the Resolution suggests another route.

"If you will look at the map I will point out to you a survey that has already been completed under the direction of Jas. Taylor and other engineers, and this route will give a 4-10 grade going east to Truro and a 6-10 west, utilizing the present Intercolonial Railway as far as Amherst or Athol Station, a portion of the Cumberland Coal & Railway Company's road from Newville near Halfway River Lake, to a point a few miles outside of Parrsboro, where the road strikes east for Five Islands, and thence to Truro. The one fly in our ointment in regard to this route is the Garrish Mountain between Five Islands and Lower Economy. At this point there will have to be a tunnel of one mile, which is not a serious objection when compared to even ten miles of a pusher grade. This tunnel may be avoided by a diversion around the shore. Engineers say it is possible, but the survey is not yet made.

"I find two surveys from Amherst to Newville, one, as we said before, takes the I. C. R. as far as Athol, and the other goes from Amherst direct across Amherst Point, crossing the Nappan River at what is known as 'The Point,' thence to River Herbert traversing up the River Herbert to Newville where it touches the Cumberland Railway & Coal Co.'s line.

The Bridge Objection.

"An objection to this latter proposal is the big bridge over the Nappan River. Competent engineers have estimated that this bridge would cost about $400,000. This, however, is not a serious objection, where a large Transcontinental Road is being built.

"I cannot do better at this moment than to read you an article contributed by Jas. Taylor, C. E., to the Halifax Herald on May 1st of this year.

(Read article.)

"You will note that Mr. Taylor states that the distance from Amherst to Truro would be lengthened only thirteen miles.

"We note that the Halifax Board of Trade had this question under discussion on April 14th, 1908, with the Parrsboro Board of Trade, and the Truro Board of Trade on April 22nd of the same year. So, the route we are now considering has been well discussed by Boards of Trade and by many far-seeing men in Nova Scotia. I find on April 30th, 1908, and May 1st of the same year respectively, two excellent letters on the subject by Edw. Fulton of Bass River.

What C. P. R. Would Like.

"Sir Thomas Shaughnessy in an interview at Halifax on April 20th, 1908, stated that the C. P. R. was anxious to have conections with Halifax, as they were running into every other business centre in Canada. Naturally we would land our passengers at the nearest Port where we have rail connections. We have been trying to get satisfactory running rights over the I. C. R. to St. John for some time but so far have not succeeded.

"Since that date, the C. P. R. we believe have taken over the D. A. R. and its branches in Nova Scotia. No one can doubt that they are deeply interested in a through rail connection to Halifax Harbor. The question before us to-day is, Can we assist in the furtherance of this much desired end? We want the C. P. R., the Grand Trunk Pacific and the Canadian Northern to seek on outlet on the Atlantic Seaboard through Nova Scotia at the earliest possible moment, and we should be up and doing and urge the Government to have the most feas-

able route outlined and the contracts let for the building of a road or roads to take care of the traffic of these great Transcontinental lines from Moncton through the eastern portion of New Brunswick and thence through Nova Scotia to some Atlantic Port.

A Fine Country Traversed.

"The first route mentioned in the motion before this meeting may or may not be practicable; the surveyors alone will determine. There is no question but it passes through an excellent country and will open up new districts in both New Brunswick and Nova Scotia.

"The present route of the I. C. R. seems only to be a question of whether the engineers can double track the present route and operate more profitably than they can by building a separate route from Moncton or Amherst."

"Gradients are everything. At a banquet tendered to the foreign delegates of the International Railway Congress at Montreal, on May 24th 1905, the Hon. H. R. Emmerson, then Minister of Railways and Canals, said in part:—When I tell you that the gradients of the I. C. R., are in many places more than one per cent., you will realize the benefits that can be secured to the transportation facilities of Canada by the construction of this new transcontinental line with its magnificent gradients and curves. To realize what this result means to Canada it is only necessary to make a few comparisons from the operating standpoint between the Continental and the Transcontinental Railway.

Greater Haul Could be Made.

"The same power which now hauls 660 tons on the Inter-colonial Railway will, over the new line haul 1,260 tons eastbound and 990 tons west bound—that means in its relation to the cost of operating, that while it costs the Intercolonial 73c. per ton between the Quebec Bridge and Moncton, it will cost the Grand Trunk Pacific only 43c. per ton.

"Carrying the comparison a step further, it will be seen that ten loaded trains travelling daily in both directions over the new railway between the Quebec Bridge and Moncton, will be run at an annual saving of $2,157,544.00, as against the costs between these same points over the Intercolonial Railway.

"This saving to which I have referred if capitalized at 4 per cent. gives the large sum of $53,938,623.00. In other words, ten trains loaded at their maximum capacity on the Transcontinental Railway will accomplish what it now requires 34 trains to do on the Intercolonial Railway."

From Grand Trunk Official.

"Upon the same occasion the late Chas. M. Hayes stated:—We will cross this continent with a gradient not exceeding 21 feet to the mile in the direction of traffic. We will have a short line to the far West, Japan and China. This line will be the only Transcontinental line owning and operating its own terminals on both the Atlantic and Pacific oceans."

"Jas. J. Taylor in his report states that in his opinion "if the transportation benefits of the Grand Trunk Pacific Railway are to be extended to Nova Scotia and the Port of Halifax, I have to say that the route between Amherst and Truro, upon which I am now reporting is the only one offering the grade standard of 21 feet per mile and probably less."

"This line, Mr. Taylor says, will serve a population of over 20,000 people between Amherst and Truro and an ever-growing manufacturing and mining district.

H. J. LOGAN, Amherst, N.S.,
A debater on many of the Convention subjects.

Has Reached A Period.

"The Trancontinental has come to a full stop at present at Moncton. The C. P. R. is looking longingly for another outlet on the Atlantic Seaboard other than St. John, particularly for its passenger traffic. We are aware of the great objections made to the building of the Grand Trunk Pacific to Moncton. The members of Parliament from Nova Scotia and New Brunswick practically forced the government to build the road from Quebec to Moncton. Are the commercial forces of this province and New Brunswick going to allow that great highway to stop at that point?"

"We must now agitate for the road to be built on some one of the projected routes so as to bring not only the Transcontinental but any other of the great systems that may wish to find a port shores of the Minas Basin which I knew on the Atlantic Coast.

"This Board of Trade is not here to advocate the interests of promoters or speculators in railway franchises. We believe that the Federal Government having gone so far should now complete this end of the great Transcontinental system. There is much of course to be said in favor of Government ownership of railways, but if government ownership stands in the way of progress in these Maritime Provinces, then it must be swept aside. I may be permitted to say just here that my opinion has changed in the last few years in regard to the supposed great advantage the Intercolonial Railway (as the only railway) has been to the Maritime Provinces. Is it not possible that if the C. P. R. had been built through to Halifax years ago that they would have been the means of developing these eastern provinces as they have the west?

Request for Quick Action.

"We must get back to the resolution. I trust that this Maritime Board will now take immediate steps to bring to the notice of the Federal Government the fact that they should proceed at once to construct a railway from Moncton to Halifax by some route that will give to us a transcontinental road such as now has its terminus in Moncton. This work should be started immediately. Let us have the road and that quickly.

"The trade of the country demands it, the products of the west must be moved to the seaboard and the winter ports. The growing passenger traffic from the Continent of Europe coming through our Eastern ports must be moved westward over the great Transcontinental systems which must have their terminus on the Atlantic seaboard.

"The route from Amherst or Athol via Parrsboro, or what I should term the Minas Basin route, appeals to me very strongly, because it will more effectually open up the Cumberland coal fields and the magnificent marshes of Minudie and the River Hebert. It will in passing from Parrsboro to Truro traverse one of the most beautiful sections of country in the whole province of Nova Scotia, which is not only rich agriculturally, but has great possibilities for fishing and game. The scenery along the Minas Basin is magnificent. Five Islands, Economy and Parrsboro should become the tourists Mecca if proper railway facilities were furnished.

"It is not my province to direct the attention of this Board particularly to any one route. I am sure you will pardon my leaning towards the latter one mentioned when you know it passes through a part of the County of Cumberland in which I was born, and along the

shores of the Minas Basin, which I knew as a boy. No doubt there are many places more beautiful and more picturesque in the world, but while I have been for many years a resident of another province, I always come back to dear old Nova Scotia feeling that it is the grandest and best of them all."

Mr. Lodge was fortified by good maps which he placed on the wall, and illumined his speech by frequent references to them, and certainly he was received with great appreciative applause.

During the address he quoted articles from various daily papers contributed by a capable engineer, and dealing with the claims he was making for his resolution.

Hance Logan, in seconding the resolution, paid a compliment to Mr. Lodge's ability and care in his address, and he wished to say that the pith of the resolution was by all means one of the most important subjects before the Board. It was more; it was vital to the city of Amherst, to the city of Halifax, in fact to the Dominion of Canada. The construction of the G, T, P. from Quebec to Moncton was forced through. Its work was private history. He hoped it would be written some day. Maritime members of Parliament allowed the stop at Moncton under a compromise.

If the Maritime members insisted as the western men did, the G. T. P. would be now in the course of construction from Moncton to Halifax. If the western men wanted anything they demanded it or forced the Government out. They did not say "please" nor did they stand back as the Maritime men did. The four-tenths grade should be in existence from Prince Rupert to the Atlantic Seaboard. The Government was not building the road for the G. T. P.—it was for the people of Canada, and all railways. The Government bill provided that this N. T. Ry. should give running rights to all railways. That was a part of the bill. Excellent surveys had been made and the railway must be built as it was the best link in the whole railway.

He had dined recently with Premier McBride of British Columbia, who stated that in that Province alone he was spending this year over eight million dollars on the highways. Surely the expenditure of money would not stop the completion of the N. T. R. from Moncton to Halifax.

He referred to the two pulling forces of politics which drove the old railway up on top of the Cobequid Mountains. No new road would be wisely built if it paralleled the old road.

"Do it now," was the great slogan to keep before the Government, and the double track would be built from Moncton to Halifax. It would be "blossoming like the rose" for the entire east, and would show the world that the Maritime Provinces were even greater than was ever told or prophesied. (Applause.)

General Running Rights.

A. M. Bell spoke on the subject and referred to other grades than those noted on the resolution. He pointed out that as he understood the agreement of the government, it allowed running rights of all railways.

Nova Scotians should demand their rights, should claim their rights to connection with a transcontinental railway. He thought Nova Scotians should stand together and see that the connection from Moncton to the seaboard should be modern in every way.

Captain Read referred to a port in P. E. I. which would be a fine terminus for the N. T. Ry., namely, Georgetown. The harbor was perfect, and as a connection it would be fifty miles nearer Moncton than Halifax, and would be 150 miles nearer the docks of Liverpool. This place, with modern car ferry over the Northumberland Straits, would make a perfect port. There was no fog in Georgetown. However, he would not oppose the resolution as it was proper and reasonable. (Applause.)

A. M. BELL, Halifax, N.S.,
A prominent debater of the Convention for many years.

Mr. Youll said the double tracking idea appealed to him. The port need not be discussed, as the company building the railway would choose the port. Away back in 1876 the C. P. R. was bitterly opposed in the Maritime Provinces. It was very well to say "get busy," "do it now," etc., but he knew this Board had passed fine resolutions before and nothing had come of them. How were they going to go about it? Perhaps each individual Board of Trade might take up the subject and bring it before the various members of Parliament and thus forward the resolutions into real action.

Mr. Lodge spoke again and pointed out that something practical must be done. Committees must be appointed at once if any force would attach to these ideas. The Government must be seen and strongly appealed to. The chief engineer of the Government had very unjustly said that it would be a crime to build N. T. R. from Moncton to Halifax. Individual effort must be made. He was going after their local member of Parliament and he hoped others would do similarly.

Captain Elderkin stated it was plain that if the Government did not build this road the traffic would go elsewhere and possibly not in Canada. We should appoint a committee to deal with all railway questions with the Government. Cost of money was not to be considered any deterrent.

Frank A. McEcken asked what were the duties of the Council of the Maritime Board, as these resolutions being carried out depended upon it.

The secretary read the by-laws re this section of the body. In doing so, he said the whole trouble was that the local Boards did not take themselves seriously.

James Stairs, of New Glasgow, considered this question most important. They had heard the reason why the Board was not more effective and he would suggest that every delegate present who was interested in this resolution should meet after the gathering and name a date for a future meeting of these said delegates. Then, they would decide upon how to meet the Government.

Courtesies From the M. P.'s

Hance Logan, as a member of Parliament for 12 years, said it was no use to go home and see your member. A cordial letter was merely their response.

A committee should be chosen from men who had something at stake. These men should go to Ottawa and know what they were after and say so and they would get it. He told them just how to do that. "Who's going to pay the bill? We should find men who loved their Province enough to spend money and time on such vital interests," he added.

The question was put and carried unanimously.

Alarmed Over Railway Project.

The following resolution was moved by Hon. C. W. Robinson on behalf of the Moncton Board:

"Resolved, that the Maritime Board of Trade views with much alarm the action of the Grand Trunk Pacific Railway in obtaining charters and existing Railways in the New England States for the purpose of diverting traffic from the Canadian North-west to Boston, Providence and other United States ports; also the recent declaration of the President of the Grand Trunk Railway to the effect that the completion of the Transcontinental road between Winnipeg and Cochrane Junction is being hurried so as to estab-

lish a connection with Eastern Canada and the United States via Cochrane Junction and the Parry Sound Railway.

"That this Board is of the opinion that it is most important for Canadian interests that the G. T. P. Railway from Cochrane Junction to Moncton, now approaching, should be finished simultaneously with the mileage from Cochrane Junction to Winnipeg, and that the docks, elevators and car ferry at Quebec and the terminal facilities at St. John and Halifax should be built without delay, so that these cities, as well as Montreal, may be equipped to handle the trade of the Northwest as soon as the Railway is completed, and thus leave no excuse for its diversion to Providence, Boston, Portland and other United States ports;

"That this great public work which will shorten the distance between Winnipeg and the Atlantic by over two hundred miles, was undertaken with the pledge and expectation that its traffic was to be handled at Canadian ports; and without which, the Eastern Provinces would never have consented to the enormous expenditures involved thereby.

The Maritime Board of Trade would thereby respectfully urge upon the Right Honorable R. L. Borden, Prime Minister, the necessity of the earliest possible completion of the Transcontinental Railway from Winnipeg to Moncton, simultaneously with the train ferry at Quebec and the terminal facilities at Maritime Province Ports so that the latter may be in a position to handle the winter export traffic of the Grand Trunk Pacific when that railway is completed."

Of Vital Importance to East.

Mr. Robinson dwelt upon the interests of the East. He told how the East was gradually losing force and representation. And it was owing to their easiness of temperament which allowed this.

The resolution was seconded by J. Harris of Moncton.

Mr. Youll agreed with the resolution. It would be a crying shame to allow traffic from the West, on a railway like the N. T. Ry., to be diverted to U. S. ports. It was vital to attend to this now.

No Occasion for Worry.

Mr. Logan did not like the first part of the resolution which voiced alarm over the purchase of railways in New England. There was no alarm. Secondly, the paragraph re what the president of the G. T. R. said about the construction of the railway between Winnipeg and Cochrane Junction so as to connect with United States. He was sure the president of the G. T. R. had been misreported as it was unreasonable. Resolution should be redrafted.

Hon. Mr. Robinson said the main principle of the resolution was the important point, and he was sure that the pith of the resolution could be maintained without causing any challenge.

J. T. Hawke said he had declined to second the resolution because it did not go far enough in one way, and went too far in another. He believed we should condemn both railways if we condemned any railway. He was in favor of the spirit of the resolution but he thought it should be changed so that all offending railways would be included. He dwelt upon the importance of grades in railways and illustrated how these grades must compete with water routes.

No party politics should enter into this. All the parallels of latitude helped the Maritime Provinces. He proved that, by showing that Maritime Provinces were the base of the triangle which lead across the ocean to the mother country, when traffic with New

HON. C. W. ROBINSON, Moncton, N.B., Mainland representative on Telegraphic Service Committee.

York and Toronto and the West were in consideration. He illustrated by a map. It was important that by legislation or by improving avenues of traffic that the traffic born in the N. W. Territories should be diverted through Canadian channels. (Applause.)

Mr. McEcken said the Panama as a factor had not been discussed, and it was one that surely would be interesting.

Hon. Mr. Robinson thought it would be well to adopt suggestion of the secretary which would eliminate first and third clauses, leaving the resolution with second and fourth clauses as complete.

Mr. Lodge, as president of the Moncton Board, was quite willing to allow these changes.

This was done, and the resolution placed before the meeting. It was carried.

Mr. McEcken brought forward the resolution referring to the changing of the Militia Act. He read the following resolution passed by the Inverness, C.B., Board of Trade:—

"Whereas by Section 89 and 90 of Chapter 41 of the Revised Statutes of Canada, 1906—The Militia Act,—the pay, allowance and transport of the Active Militia, when employed in aid of the civil power, are recoverable from the municipality in which they are called upon to act;

"And whereas in 1909, the Active Militia were so called into several of the industrial centres of the province of Nova Scotia, at a cost of many thousands of dollars;

"And whereas the aid thus rendered was for the administration of justice and to conserve the means of livelihood of a large proportion of the population, as well as to conserve a very large part of the revenue of the province of Nova Scotia;

"And whereas the municipalities where this unfortunate condition existed in 1909 suffered severe loss directly thereby, and are now being pressed by the Federal authorities for direct payment of many thousands of dollars, owing to the presence of the militia within their confines at that time;

"And whereas the same condition may arise any day, not only in Nova Scotia, but in the other Maritime Provinces, and in fact, in any of the industrial centres of Canada;

"And whereas this Board deems the compelling of a direct payment by a county or town municipality, that already has suffered loss directly owing to cessation of labor, very inequitable, unfair and unjust, and that the same should be borne by the Provincial or Federal authorities, or both together;

"Resolved, that the Federal Government is hereby asked to amend the Militia Act in this respect, with a view to relieving the town and county municipalities of this burden;

"Further resolved, that the Local Government of Nova Scotia be asked to assist in procuring relief for the municipalities in Nova Scotia, that are now being pressed for payment of this very heavy militia tax;

"Further resolved, that copies of this resolution be sent to the Governor-in-council at Ottawa, and to the Lieutenant Governor-in-council of the different provinces of the Dominion."

Costs in Connection With the Strikes.

He pointed to the strike troubles and the assistance sent by the Militia Dept. The bill of $7,000 for the cost of sending troops for the protection of lines and property. He cited Glace Bay, Spring Hill and other mining points where strikes and militia had entailed cost. He felt the Militia Act should be revised and it was for this reason he spoke in favor of the resolution. The soldiery were

called out by the mayor of the town, and it seemed unfair to have to pay for soldiers who were already under payment from the Government. A strike or labor unrest might occur anywhere and there was a community of interest in this unsatisfactory Militia Act. (Applause.)

H. Logan seconded the resolution, and spoke from personal experience. In 1906 he had the honor to take part in getting the Militia Act changed, by moving a resolution in Parliament. He referred to the Spring Hill strike of 15 months duration, when militia were called out. The town of Spring Hill was called upon to pay a debt of $12,000. The only word in favor of the Act was a guard against calling out the Militia as when a mayor knows the cost he would be in no hurry to act. He thought it was an iniquity to force small, impoverished, little towns to pay militia bills. Why should not the Government of Canada pay it? He made a strong plea for the remission of the Act. The general lawfulness of the country was at issue and no one town should be burdened with such an Act. He hoped this resolution would be carried to Ottawa.

Captain Read said there were two sides to the question. The chief reason for the law was, that if tax payers should violate the law such act would recoil upon their own heads. That was sound reason why the Dominion Government should not pay it. The Nova Scotia Government should pay these bills as they received six or seven hundred thousand dollars a year of coal royalties. If any Government body should pay, then Nova Scotia Province was the one. He thought the Board should ask the Nova Scotia Government to pay these bills. He sympathized with small towns in their unhappy condition.

J. T. Hawke thought Captain Read forgot that the domain of trade and commerce and industrial dispute well within the power of the Dominion Government. The Government maintained a standing army which was for the purpose of keeping the peace. The revision asked for would not be sweeping, merely so as to safeguard the people's interests.

Strikers were frequently not property owners and the payment for the militia would not hurt them. There was great justice in the resolution. (Applause.)

E. A. McCurdy opposed the resolution and felt that the violators of the law should pay the bills for militia.

E. McCarthy thought the Government should pay these bills as it was a Dominion interest. He cited the Irish Constabulary, a body of soldiers paid by the British Government. He supported the resolution.

Secretary Williams spoke as a delegate and believed the striking miners and the owners should be assessed for the money due.

W. Youll thought there was no legitimate charge except the railway fare. The question was put and carried.

EVENING SESSION.

The Resources of Moncton.

A 8 sharp the Board met again. R. T. Hawke was on his feet promptly and asked the president if he would inquire of the Board in session if they would care to hear the exact facts regarding Moncton, its gas, oil and shale resources. Mr. Lodge, the founder and promoter was present, as president of the Moncton Board of Trade.

With one accord the response came, "Let us hear him."

Mr. Lodge then described the resources at Moncton at considerable length. He told of the difficulties and the successes. He attributed great credit to O. P. Boggs, a United States expert, who had practically made the oil wells. The gas was remarkable as it would not freeze and it was exceedingly dry. It was too dry to manufacture gasoline from, but its other advantages proved a remarkable asset. Gas and oil were the prime factors in attracting and promoting the great steel industries of Pittsburg. Similar conditions would be in vogue in the neighborhood of Moncton. He hoped to be able to get the gas into St. John, to Halifax and New Glasgow. In the West they were carrying gas from Beau Island to Calgary, a distance of 175 miles. Experts stated that the Moncton gas was purer in every way. The cost in his own house had been found one half that of coal. He thought the Provinces were a little slow in taking hold of these properties. He told how some men had gotten "cold feet" at the wrong time.

As a power boon the wells could hardly be estimated. Experts who tested the wells said they were the best they had ever seen, as far as continuous supply was concerned. The earth formations guaranteed a long continuous flow of gas. The oil wells were good also. He gave much data re phenomena of oil and gas; told how the wells were put down and exactly what they were doing in oil. They were boring their 26th well and will bore more.

He followed by dwelling on the bituminous shale found in great quantities near Moncton. A new plant was being erected in the shale beds by Sir William McKenzie, who formed a twenty-five million dollar company to exploit it. The shipment of gypsum from Nova Scotia to fertilizing companies in the States, and the fertilizers came back at great profit to United States makers. The shale deposits in Albert County would produce fertilizers unequalled on this continent. He further expected to see some shale deposits under development at New Glasgow, N. S.

Fundy's Tidal Wave.

The power of the tidal waves of the Bay of Fundy should sooner or later be harnessed and the future of these great Provinces can hardly be estimated. All Boards of Trade should be active and should be looking for new industries all the time. The future of the Boards would be in individual effort. Every man must help. The Moncton gas was six times better than Medicine Hat, five times better than natural gas in calorific power. He referred to the opinions of the British manufacturers in reference to Maritime Provinces. The benefits of the Panama Canal to the Maritime Provinces were untold for shipping to the West. He named some places where there were iron deposits in the Cobequid Hills, and by the aid of two tides the ore could be brought to Moncton. He told how scientists were wrong re Moncton oil and gas wells, and especially the Geological Dept. He referred to the foolish money spent on the militia which might be better spent on the resources of Canada.

Communication with P. E. I.

The resolution of the P. E. I. delegates was then introduced by the Summerside Board of Trade by Captain Read, re reference to better telegraphic service between the mainland and P. E. Island. In introducing his subject, the Captain said the Dominion Government had not treated the Islanders in accordance with the agreement of confederation. He detailed the difficulties. There was a rotten old cable 30 years old, which broke often and the Island was shut off from mainland connection. They had no night service, no lettergram service. He illustrated how the Island cable service got the majority share of the money paid for telegraphic service and big companies like the Western Union got the small share.

Further Difficulties Cited.

C. McArthur seconded the motion and detailed further difficulties that were experienced by the Islanders, owing to the faulty cable service. He said that the cable company received a subsidy on the strength of giving a continuous service. Further, the Government Council had promised to formally protest, so that these ideas would be supported by the right power.

E. T. Higgs, Charlottetown, told how long since the Island had been after a good telegraphic service. He told how the contract made by the Government at the time the Island came into confederation in 1873, had not been maintained. He told of the breaks in the cable, mentioning one of last month which lasted two weeks. He accentuated the absence of lettergrams on the Island, He showed how the hours of operators

on the Island such as 3½ hours open on Sunday, and daily closed for at least 4½ hours. Holidays were rigidly kept by the operators also and the service was simply awful. He however could not support the resolution just as Captain Read brought it forward. He therefore moved an amendment. The amendment was seconded by R. H. Jenkins.

Captain Read declared that the amendment meant exactly what his did, and he would like a ruling on the question.

Mr. Prowse, M. P. P from the Island, said he agreed that the resolutions were so much alike that one was not an amendment to the other. The movers should get together and save the time of the Board.

A. E. Saunders, secretary of Halifax Board of Trade, said he understood that the agreement with the Anglo-American Cable Co. had ceased.

F. McEcken said it was a matter for the Exchequer Court, not the Maritime Board.

Under the Railway Commission.

J. T. Hawke spoke as a most interested party, being a newspaper publisher. He told how grievances of the Press Association were dealt with by the Railway Commission. If then the Government was giving a subsidy to this cable service, the grievance came under the direction of the Railway Commission.

The president here asked the delegates to get together and bring in a new resolution, which they did. The following was passed, which embodies really both main and amendment resolutions as formally brought forward:

"WHEREAS the Dominion Government is under a statutory obligation to maintain telegraphic communication with P. E. Island under the Act of Confederation;

"AND WHEREAS the present service is inefficient, unsatisfactory, expensive and frequently interrupted by the breaking of the cable;

"BE IT RESOLVED, that the Maritime Board of Trade, now in session in Truro, request the Dominion Government to take immediate steps to place the Telegraphic Service between Prince Edward Island and the mainland on such a basis as will insure a continuous service equal in cost and efficiency to that enjoyed by the people of the mainland.

"And in the opinion of this Board a second new cable is necessary to do this."

Hon. C. W. Robinson was selected as mainland member of the comminttee.

The British Preference.

H. Logan, of Amherst, brought in the resolution re limiting the British preference to goods coming to Canada ports only. He cited resolutions passed by the Board back three years ago, also from speeches made by himself in the House of Commons in 1904, also of Hon. R. L .Borden and Hon. W. S. Fielding at that time. He even quoted Sir Wilfrid Laurier at the same time sanctioning such an idea as embodied in the resolition. He showed that about twenty-five million dollars worth of goods came into Canada, receiving the preference tariff of 33 1-3 per cent., through United States ports, mostly in the winter time. This benefited U. S. railways greatly. If this resolution could be put into operation, Halifax, Sydney and St. John would be transformed into hives of activity all winter long. He denied that it was necessary to use U. S. ports. Canada was independent of United States. It was no retaliation. U. S. A. had been protecting their own interests at all times. They favored every colony they acquired with preferred legislation. He quoted the laws of United States re shipping from and to their colonies and United States of America. He showed conclusively that such legislation embodied in the resolution would be a great asset to Canada and especially the Maritime Provinces.

Should Look After Ourselves.

He desired no friction with the neighbors to the south. We should, however, legislate in our own interests. Canada should not "lie down" and let United States enjoy any of her advantages which were unnecessary.

The employment of the resolution would encourage shipping. This subject should engage the Board at every meeting. Nothing had been done for eight years and it was about time that the Maritime people forced something through in the way of legislation. He had just visited Canada west, travelling 12,000 miles, and with all the beauties there he returned east with greater love for the Provinces of his nativity. (Applause.)

The Maritime Provinces should stand side by side and fight for their rights, regardless of politics. A vote for this resolution was a vote for not only the Provinces, but for the building of a National spirit; a policy of independence of United States, and the belief in a country which deserved the support of every man, woman and child born within the boundaries.

Where Some Delay Occurred.

A. M. Bell seconded the resolution and said they must do something to force the hand of the Government. However, he knew that goods arriving at Halifax in winter took much longer to go west than they did via U. S. ports. It also took three weeks to get goods down from Toronto. That was because of lack of railway facilities. He could not see any retaliation in the resolution. Canada could stand alone. (Applause.)

Captain Read pointed out that this resolution would strike right at the G. T. P. and the C. P. R. who had U. S. terminals.

J. DeWolf urged that he had seen a great many resolutions passed by various bodies similar to this one. Now they should go further and see that this was carried into effect. (Applause.)

The resolution was carried unanimously.

THE THURSDAY SESSION.

The morning session was occupied first by a financial statement of the secretary. Moved by E. Higgs, seconded by E. A. McCurdy that the report be adopted.

The auditing committee comprised of Messrs. Aitken, Bell and Saunders reported that the accounts had been audited and found correct.

Several speeches were made re having the meeting at a place where the newly elected president resided.

D. A. Morrison said he thought the very best man should be chosen regardless of where he might reside.

Mr. Lodge also dwelt upon the importance of having good men as officers.

The New Officers.

It was moved by K. J. Mackenzie, seconded by D. A. Morrison, that the Board should proceed at once with the election of officers. Carried unanimously. The nominating committee was then chosen including Capt. J. Read, D. A. Morrison, J. Harris, R. H. Jenkins, J. E. De Wolf.

The following officers were chosen: President, M. Lodge, Moncton, N.B.; 1st Vice President, E. T. Higgs, Charlottetown, P.E.I.; 2nd. Vice Pres., H. J. Logan, Amherst, N.S.; Secretary, T. Williams, Moncton.

Compensation to Workmen.

The Halifax Board put forward the subject "The Workmen's Compensation Act," namely:

That in the opinion of the Board a more equitable agreement between employer and employee could be arrived at than the provisions of the present Nova Scotia Act provides. (Chapter 3, 1910.)

A. M. Bell voiced the question. He did not wish to go into the details of the Act so much as the spirit behind it. He was surprised that the government of Nova Scotia pressed such legislation. Capital and labor should work together harmoniously if progress could be maintained. He was strongly in favor of organized labor. He was not a supporter of tyranny of either labor or capital. Nearly all governments looked with deference to the labor party. He mentioned that the legislation had to do with

the coal industries and perhaps a good case could be made out for the government because of coal royalties. He illustrated how certain coal companies and miners met together in harmony. There was such a thing as going too far and the labor interests who helped to pass legislation such as the Act in question were going too far.

He hoped the board would give a strong resolution asking for the amendment of the Act. (Applause.)

Mr. Schon, of Halifax seconded the motion, and dealt with the Workmen's Compensation Act in Germany showing how workman's death called for the government to pay full wages for 14 years. Thus, any child young at that time would be able to make a living at 14 years of age. He advocated this form of legislation in Nova Scotia. He spoke from memory but merely outlined the suggestion.

Hon. C. W. Robinson said the law was similar in New Brunswick. He thought it was a question how far they should go on this matter. He was sympathetic with labor on the question, but unless the subject had maritime interest the Board should be careful.

Mr. DeWolf suggested that they insert word "Provincial" instead of Nova Scotia and thus make the subject broader.

Mr. Bell acceeded to this request and so did the seconder, making the resolution to read the same with the erasure of "Nova Scotia" and insert "Maritime Province Acts."

F. McEcken explained the question was far too large to discuss. Each province was unfamiliar with the Workmen's Act of the other and so the resolution should be confined to Nova Scotia as originally brought forward.

Question for Careful Consideration.

J. T. Hawke said he had noticed that in times past he had heard class speakers take part in discussions. No arguments had been brought forward. The features of improvement in the Act, brought forward were insufficient. The subject was inadequate. No New Brunswick delegate had asked for an amendment of the Act. These Acts were necessary. Some employers were extra thoughtful and some were careless. Capital did not pay the piper any more than did the laborer. He believed that the Maritime Board should be very careful in passing upon such questions. He was afraid the subject would create hostility from the laboring classes, and he would suggest that the motion be laid on the table for future reference.

D. A. Morrison agreed with Mr. Hawke that this subject should not have been brought up. However, he wished to say that the dismissal of a careless employe at Spring Hill mines, caused the big strike up there.

He knew the labor act was not perfect, but surely they were all anxious to strive toward an improvement.

Hon. G. E. Faulkner, M.P.P., agreed with Mr. Hawke. He dealt at some length with the idea of a Workmen's Compensation Act.

Whether one Province or another had a better Act, might be discussed anywhere, but they should be more specific. He knew of the German law which in this connection was the best extant.

Sections of the Act that were objectionable should be noted and they could be amended. Captain Read offered a unique resolution instead of the one on the table, and created a laugh.

M. Lodge said he was interested in the resolution but Mr. Faulkner had shown him the way out. The legislature was the place.

M. E. Finn confessed, as a member of the local parliament, that the Act was not perfect, and it could be easily amended. He cited hazardous risks and pointed to the rights of workmen and the rights of capitalists. He showed how the Act was interpreted and that a judge or jury had the privilege of allowing damages. He read from the Act and showed that it was not drastic either to employer or employe. The Government of Nova Scotia could not afford the high standard adopted by Germany much as they might like to do so. The law was fairly sound as it existed. He was sure the government was anxious to satisfy either the wishes of capital or labor. Equitable treatment was what the government was anxious to give.

Great applause greeted Mr. Finn.

C. E. Bentley made a resolution that Mr. Bell would withdraw the motion on the table.

Mr. Bell said it was the Halifax Board for whom he spoke, and if the Board were willing to withdraw, he was. After a few moments conversation Mr. Bell withdrew the motion.

Mr. Lodge the newly chosen president was called to the chair by Dr. Dunbar.

Before vacating, Dr. Dunbar thanked the Board and hoped they would carry away pleasant memories of the meeting. He invited the delegates to a drive about town during the afternoon.

Mr. Lodge said he had not expected the honor but he was grateful. He would like to see new life put into the Board. Great things awaited the Board and the Provinces were teeming with resources and life which required exploiting. They should all try to do something for the East. He referred to Truro where one big mill made goods sold all over Canada, and which were unmistakably the best in the world.

Hance Logan arrived at this moment and begged that his name be left off the list of officers as he would be unable to take active part. As the future of the Board would be one of progress , he thought all the officers should be active.

Mr. Elderskin, said Mr. Hogan, was over modest and he should act. If they hoped to get legislation, Hance Logan should be the man.

Mr. Logan insisted that he could not accept. He would assist any way that he could. Mr. Lodge thought that they ought to have a vice president who would have the ear of the government.

The name of John Stanfield was proposed but he declined.

The Nominating Committee retired and shortly afterwards brought in a new name for 2nd vice president.

The Immigration Problem.

The subject of how to secure a desirable increase in immigration to the Maritime Provinces was taken up by Mr. Blanchard, of Truro, in an exhaustive paper.

Mr. President and Gentlemen:

"The subject upon which I have been asked to address you this afternoon is not a new one, and needs no introduction from me; but it is one of such importance as to claim your undivided attention during the short time at our disposal. 'How can we best attract to our shores a desirable class of immigrants?"

"It is an unfortunate fact, unfortunate at least so far as these Maritime Provinces are concerned, that while other portions of this Dominion, particularly the Western, have increased in population during the last decade, by leaps and bounds; we in these provinces by the sea have practically been standing still; and the question at once presents itself to the thinking man, why do not we in the East increase in population as does the West?

Many Have Gone West.

"The reasons are obvious and need hardly a second thought. The opening up of vast areas of virgin soil of great fertility, which could be had free, or at small cost, together with practically unlimited markets for its products, naturally attracted settlers of large or small capital, both from the older provinces and across the water, and consequently, we in these Maritime Provinces, have suffered in that the young and vigorous men, and maidens too, have felt the "Lure of the West" and in scores, and hundreds, have severed the ties that bound them to these provinces by the sea, and with many regrets have settled either on the prairie or in the rising cities of that wonderful land. And who can blame them, for is not this our her-

itage, and we have rights there which are ours by inheritance.

"But while we are glad to see these Western provinces settled by such a desirable class of settlers as are furnished by these provinces, (and they are unequalled the wide world over), we regret the enormous drain which it has made, on the producing capacity of our agriculture particularly, and in discussing the question of immigration at this time, it will be our duty to point out as far as we are able, some ways in which this great loss may be met, and a desirable class of immigrants induced to cross the water and make their homes in these far famed provinces.

The Man For The Soil.

"And let me first speak of the agricultural immigrant, because, while we have natural resources in mines and minerals, equal to any similar acreage on which the sun shines, it is upon agriculture, as the foundation of our national prosperity, we must mainly depend for our national greatness. Your mines may cease to give an adequate return for the labor which you have bestowed on them, your minerals may in future years become exhausted, your fisheries may fail to bring you that reward which you anticipated, but your agriculture never; according to the skill, and energy with which you prosecute this calling, so will be your sure return. Seed time and harvest shall not fail. So then, Mr. President, it is the agricultural immigrant that we must strive to attract to these provinces, and he must be of a particular kind in order that he may succeed. As far as my information goes, there are three classes of agriculturists in the old land, or to be more particular, Great Britain, viz:—The land owner, the large tenant farmer, and the small tenant farmer. We cannot get the land owner to change his conditions, nor can we hope to attract the large tenant farmer to this country, so we must content ourselves with hoping to show the small tenant farmer that, with the limited amount of capital at his command, he can improve his condition by emigrating to this country; that he can with a small amount of capital, own his property in fee simple, and make for himself a competency against old age. We must be able to show him truthfully the conditions which prevail here, as to soil, climate and markets, and the necessary capital requisite to make a start, with assurance of success. I have said, Mr. President, that he must be a particular kind of man, trained in a particular way, in order to compel success. I now say that it is imperative that he be either a market gardener, or dairyman, better a combination of both, and that his training shall have been in that specific direction.

"I have known men induced to come to this country, who did not have the qualifications which I have mentioned, and although having quite an amount of capital at their command, make complete failures. The report which such a man sends to his friends is more than likely to deter men who could have made good, from making the venture.

Importance of Dairying.

"And let me say here, Mr. President, (and I make no apology for the digression, because it bears directly upon the subject in hand), that upon improved methods of dairying, i.e., upon the proper selection and care of the dairy cow, rests the future agricultural prosperity of these provinces and their national greatness. I speak advisedly, because, I have only to point you to the Principality of Belgium, which less than fifty years ago was under conditions not any better than those which prevail in this province of Nova Scotia; a country no better agriculturally than we, smaller in area, and even less fertile; and last year, this little country produced over $100,000,000 worth of dairy products, while we in Nova Scotia produced only $4,000,000. Can we improve our conditions? We most certainly can. We want two things:—First, we want the assistance of the English and Scotch dairy farmer, men trained in the profession; and second, we want the widest possible markets for these products.

"I have said Sir, that it is unfortunate that our young men and maidens are leaving us for the West; that the farms which it was natural that we should suppose would be cultivated and improved by their hands, are falling into a measure of decay, or cultivated as best they may be by the older people. But again I say, we cannot blame them, it is their duty to improve their condition, they have not been trained for generations in the dairying business as these English and Scotch farmers have, they have been lumbermen and fishermen as well as farmers, and have thus acquired somewhat of a roving disposition; many of them have spent a portion of their early days in the cities of the neighboring republic, and consequently chafe at home restraints, and we can hardly expect to keep them. But the English and Scotch are different, and experience has proven that where settled in these provinces undr conditions at all favorable, they have been permanent and successful.

"I am well aware that in certain sections of these provinces the people make a distinct business of fruit raising, and depend almost solely for a livelihood on the production of apples and small fruits, but it is only very occasionally that you can find across the water any one wishing to come to this country who has had a special training in this direction; and those best acquainted with this branch of farming say that it can be most successfully conducted when associated with dairying, and mixed farming.

Best Markets Wanted.

"And now, Mr. President, allow me to say a word about markets. I previously said, that for the successful prosecution of the dairy industry in these provinces we want the widest possible markets for our products; and anything that I must say in this regard must not be construed as having a political tendency, because governments are simply obeying the mandate of the people; but for the full development of the dairy industry in these maritime provinces, it is imperative that we obtain free access to the 15,000,000 of people who occupy the cities on the Atlantic seaboard of the neighboring republic. Protect your manufacturing industries if you will, but the dairy farmer in these provinces needs no protection for his products. He wants to be allowed to enter the markets of the world free of duty if at all possible. But someone says what has this to do with the subject of immigration—very much; because one of the first questions which is asked by the prospective immigrant is, where are your markets? If we say England we are are at once told that it is a long haul of over 3,000 miles, and also that Holland and Belguim now have that market to the extent of over $100,000,000 annually. If we say that we have a good home market in the provinces, we are told that our total population would only make a good big city, and that two-thirds of them are farmers; we are also told, and quite truthfully, that if this is a dairy country, we should with such a population of farmers be exporting millions of dollars worth of dairy products, somewhere, annually.

"The truth of the matter is, that we have not developed this industry to one tithe of its possibilities, chiefly because of restricted markets.

"I am perfectly well aware that the prices which are obtained for dairy products at present in these provinces are good; and it is not that very much better prices would prevail, but it is the fact that if your output were increased four-fold there could be no glut in the market, and you would still have the assurance of fair profits.

Value of Maritime Milk.

"There are at present in these provinces about 300,000 milk cows, yielding a gross return of about $10,000,000 an-

nually. The numbers of cows could easily be increased to 1,000,000, and the individual return from each animal by careful selection and feed, more than doubled; so that we are annually incurring a distinct loss of millions of dollars in this industry, which a trained immigration from the old land would do very much to curtail.

"I do not wish to detract in any way from the laudable efforts which the different local governments are putting forth, in order that a better understanding of these things may be given to the people, but it is hard to get the old men to change their methods, and as we said before, very many of the younger are casting their lot in western lands.

"I have dwelt longer with this phase of the subject than perhaps I should, but it is the side with which long experience has made me more familiar, and on which I feel I can speak with some authority. I now come to the labor question and this has become quite a problem in both east and west. Complaints are constantly made by our farmers that they cannot get skilled help to work their farms, and consequently they are obliged to curtail operations. There is very much truth in this statement. From the way in which our farms are at present operated, nearly all the hired help is required in the summer season, and it is not to be expected that a small army of laborers can do nothing for the greater part of the winter and be at our doors when spring opens, to give us the required assistance.

English and Scotch Laborers.

"In order to overcome this difficulty we must learn to employ most of our help by the year; and this is just where we can utilize the English or Scotch laborer to advantage. There are many of these men with families, who would be willing to emigrate to this country provided they had the assurance of steady work by the year, with a cottage in which to live on the farm, and in the course of time, these men and their children would, after becoming acquainted with the country, take up holdings for themselves and make splendid citizens. There is no question Mr. President, that in the matter of advertising our country and its resources, the west has had more attention paid to it than the east; but at the same time, I could not give my approval to any system, which would be the means of inducing immigration to these provinces in large numbers, without first making the proposed settler fully acquainted with prevailing conditions. That there is room in these provinces for large numbers of farmers there is no question. That a fair measure of success is practically assured to the right kind of settler, with a certain amount of capital, is reasonably sure; but the Government should see to it that each man is properly settled and honestly dealt with and not allowed to become the prey of designing men who think an Englishman was only made to be robbed. So good an authority as Sir Wm. Van Horne believes that these maritime provinces offer a splendid field for a certain class—the best class— those with sufficient capital to start with comfortably, because they could surround themselves with conditions similar to those to which they have been accustomed, and he suggests that the Government as an experiment should adopt a system of ready made homes, such as has been so successful in the West, and this could be done without any ultimate loss. That these homes should be grouped as much as possible so as to form neighborhoods, and that a certain oversight should be had of them to see that their methods were of the right sort. I think the suggestion a good one and could be carried out without any loss.

"I would add to this suggestion another, as a partial solution of the labor question. That the Government take immediate steps to find out from our best farmers who are in want of permanent help, if they would be willing to employ such laborers as I have suggested and erect suitable cottages on their farms for the accommodation of the men, and their families; and also the terms on which they would employ them. In very many instances the women would be of great assistance in the farm house for a portion of the day.

Land Flowing With Milk and Honey.

"The subject is a most interesting one and deserving of our serious consideration. I have given it my best thought with the time at my disposal and I find no fault with any one who may take a different view. The land in which we live is truly a land which flows with milk and honey and offers a sure competency to the intelligent and willing worker. Nature has withholden from us those illimitable stretches of fertile prairie on which can be grown for generations to come the wheat to feed the more densely populated countries of the world; but she has opened her hand most bountifully in the bestowal of an inhertance of mines and minerals so that situated as we are it would appear that sooner or later we are bound to become the very workshop of the world. She has also given us a beautiful land—a land of rivers and brooks ,mountain and valley, truly the dairy man's paradise. No other land that I know of will give surer returns to the intelligent prosecution of this great industry. The time is surely coming when the tide will turn eastward and abundant prosperity will be the reward of him who works and waits."

James Stairs of New Glasgow admired the address of Mr. Blanchard, but while agricultural labor was vital, he was sure labor for the industrial work of the East was needed. Mr. Blanchard had not suggested a remedy or a means of getting desirable immigrants. He was not familiar with agriculture, but he was with industrial matters. He found that many of the government immigration men were not practical. They might encourage labor men to come out who were quite incompetent. He thought the government should appoint a man to visit industrial plants and find out how much labor would be required in all the towns and cities of the East. The Dominion Coal and other companies brought out men from the Old Country who were chosen by their own paid agents whose expenses were paid by the company. He told how hard it was to get good men.

M. Lodge said he did not think that the immigration officers were of great importance to the Maritime Provinces. Better men should be sent over to Britain—men who know about the country. He firmly believed that some of their own men should be sent over there to tell of our advantages. He did not think the Englishmen were very desirable immigrants for the Eastern Provinces. He would prefer Danes, Swedes and Germans and others from the other countries where the products of agriculture etc., were produced, they would be better men. North of England men and Scotchmen, would be good men, but the Londoner would not suit the East.

Industrial Training at Home.

W. H. Belyea, of Newcastle, made a suggestion re keeping their own people at home. He declared they had no agricultural colleges in New Brunswick. Their own people should be trained along industrial and agricultural lines and not so much along classical lines.

Mr. Faulkner was shocked to hear such a suggestion, as the matter of agricultural and technical education was being most efficiently dealt with in Nova Scotia.

E. A. McCurdy seconded a resolution along the lines suggested by Mr. Belyea, but the president ruled the resolution was out of order as the constitution would not permit it.

Mr. Lodge believed the subject was a good one, and of great interest to New Brunswick.

The New Second Vice.

The nominating committee brought in the name of John Stanfield, of Truro, as 2nd Vice-President. Mr. Stanfield was unanimously elected in the place of H. J. Logan.

To Newcastle Next Year.

E. A. McCurdy extended an invitation from Newcastle for the next meeting.

D. A. Morrison moved, seconded by J. E. DeWolf that Mr. McCurdy's invitation be accepted. Carried unanimously.

The Prospects of The Board.

The future of the Maritime Board was brought forward by Halifax Board through A. E. Saunders, secretary. He said that the Maritime Board was robbed of some of its life by the abolition of contentious subjects. They felt at Halifax that controversies were always interesting. Further, something definite should be done to get these resolutions before the government.

H. J. Logan said he was glad to see the Board take on new life. He had attended many meetings and he would offer the chief suggestion namely "union." Let there be more union and he believed under Mr. Lodge, the Board would go ahead.

E. A. McCurdy suggested that Provincial Boards would be another solution. If all the Provincial subjects were threshed out on these Boards the Maritime Board meeting would be much more interesting. This would not abolish the Maritime Board, but would strengthen it.

Captain Read said that a political union in the Maritime Provinces was impossible; the best union to maintain would come through the Maritime Board of Trade. What they wanted was to get rid of croakers. Get the optimism of the West. It was very nice to ask Mr. Lodge to take this or that, but it would not be fair to ask any man to do this out of his own pocket. He thought they should ask the government to give a subsidy to the Board. He suggested that a committee be appointed to try to arrange funds for the Board.

Hon. C. W. Robinson felt that the officers had a great deal to do with its success. He felt sure that this year would see a regeneration of the Maritime Board. He was opposed to Provincial Boards. That would not be good for the Maritime Board. The Maritime idea was a good one and deserved encouragement.

Dr. Dunbar said that the Maritime Board would depend upon the vitality of local Boards. He told his experience with local Boards last year. Boards everywhere seemed in a moribund condition. He was opposed to Provincial Boards and he presaged great things for the future.

Ed. McCurdy concluded the meeting by proposing the following resolution which was seconded by Capt. Read and adopted unanimously.

"Resolved:—That the Executive of the Maritime Board be requested to call upon the Railway Commission when in Ottawa and obtain an assurance from them that steps will be taken forthwith to compel the railways to charge in future the same passenger rates from West to East as from East to West in order that all provinces of the Dominion be placed on an equal footing."

Delegates Are Entertained.

The Truro Board entertained the visitors to a delightful auto drive about the town of Truro, and wound up by a reception in the Park (considered one of the most beautiful in the world.) There a band concert was given lasting from 3 to 5 p.m., and a most appetising luncheon was served. Speeches and songs enlivened a pleasant afternoon and many compliments were extended Dr. Dunbar and his faithful committee who contributed so much to the success of the function.

The Delegates in Attendance.

The delegates present were:—Wm. Youll, Kentville; E. A. Saunders, Wm. Schon, A. M. Bell, Hon. G. E. Faulkner, R. E. Finn, Geo J. Metzler, C. W. Stairs, J. E. DeWolf, W. J. Hall, W. A. Major, Halifax; D. A. Morrison, H. J. Logan, E. B. Elderken, Amherst, N.S.; R. H. Lamb, Bridgwater, N.S.; K. J. Mackenzie, Pictou, N.S.; Frank A. McEchen, Inverness; Capt. Joseph Read, Creelman McArthur, Summerside, P.E.I.; James A Stairs, New Glasgow, N.S.; A. P. Prowse, M.P.P., Murray Harbor, P.E.I.; G. A. Fawcett, Sackville, N.B.; C. W. Robinson, J. T. Hawke, M. Lodge, J. H. Harris, T. C. Robinson, H. C. Charters, W. H. Price, E. McCarthy, Moncton; E. T. Higgs, E. Aitken, R. H. Jenkins, Charlottetown, P.E.I.; E. A. McCurdy, W. H. Belyea, Newcastle, N. B.; C.C. Avorde, Sackville, N.B.; R. T. Craig, D. Dunbar, C. G. Bentley, C. P. Blanchard, H. C. C. Yuill, John Stanfield, M.P., R. S. Boyd, J. K. Fraser, C. W. Montgomery, A. R. Coffin.

Some Advantages of the Convention Town

Location of Truro, Nova Scotia, and Its Commercial and Educational Facilities—Has an Agricultural Model Farm—Boasts of One of the World's Most Beautiful Parks — Contains More Than a Thousand Acres.

Teeming with historic interest and great natural beauty the town of Truro, N.S., where the Maritime Board of Trade met this year served to attract the delegates during their stay. Truro was founded away back in 1761, and today has a population of about 7,000. Situated in the geographical centre of the Province of Nova Scotia, Truro lays claim to special attractions for the special investor. The town is best known as an educational centre, yet it has two or three large factories, the products of which enjoy a reputation limited only by the two oceans. It has good schools, well kept streets, fine churches and all the progressive elements that go to make up a modern town.

One of the important institutions of the locality is the Nova Scotia Agricultural Model Farm, which is conducted by the local government for the benefit of such farmers as are desirous of acquiring technical and scientific training. The assessed valuation of property for 1912 was $3,398,300 with existing debentures of $461,000. Since 1899 annual deposits are made to a sinking fund which will retire all debentures maturing after 1919 as they fall due.

The shipping facilities of Truro are excellent, and it is said there are few towns in the Dominion possessing any better. Every day there are over a dozen freight trains from Truro (exclusive of specials) as well as 12 regular passenger trains. These trains are operated by the C.P.R. and I.C.R. The town is within 1¾ hours ride of Halifax harbor At present there is in course of construction a handsome freight shed and railway depot. The depot it is said will have no equal east of Montreal.

John Stanfield, who was made 2nd vice-president this year is one of Truro's ablest men, and is head of the well-known manufacturing establishment of Stanfield's Ltd. Mr. Stanfield is also member of the federal house. It is said that 50 per cent. of the goods manufactured in Truro are marketed in the Canadian West. The park is considered by many as to be the most beautiful in the world, and it is here that the visiting delegates were entertained to a luncheon by the local board of trade. The park contains over 1,000 acres, and certainly is unlike anything in the world in its peculiar beauty.

The surrounding country is fertile, and lends itself readily to dairying, beef raising, mixed farming and market gardening.

Pink Salmon Reduced 50c. per Case

Below Figures First Named—One Packer Said to Have Cut and Others Followed—Foreign Pea Pack Short This Year—Sugar Has Taken on a Firmer Tone—Cooler Weather Expected to Help Syrup and Molasses Trade.

QUEBEC MARKETS.

POINTERS—

Sugar.—Good demand.

Pepper—Foreign markets fluctuating.

Corn Syrup—Better demand.

Montreal, Aug. 29. — When all has been summed up, it is felt that business in grocery lines for August will compare favorably with that of other years. Collections are reported as fairly good and prospects for the fall now appear bright.

With preserving season in full swing, there is a good demand for sugar, while jobbers are finding a sorting trade in fruit jars and associated lines. Corn syrup is moving better and with advent of cooler weather will be taking on its usual fall activity.

SUGAR.—There was quite a flurry recently in sugar in New York and reports locally were to effect that an advance of 15 cents had been scored. A good volume of business was done on the strength of it but later advices showed that advance was only ten cents. In spite of this, however, no change took place 'locally.'

There is quite a good amount of business passing at present and it looks as if those dealers who were holding back expecting a decline are now tired of waiting and are replenishing depleted stocks. It is said, however, that there is not any oversupply of refined anywhere, so that in view of big demand, dealers would do well to keep their eye on this market.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 [illegible]
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUP. — Recent advance in prices of maple syrup with a higher tendency still has stimulated to some extent the sale of corn syrups, which have been meeting with full attention from the trade.

Molasses is in strong demand and a good season's business is ahead. Prices are steady with no immediate change.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — Just before new crop raisins arrive there seems to be a move on the part of wholesalers to dispose of old crop holdings, but no concessions are being made. Tone of market at the coast is firm.

Up to the present, prunes were being held stubbornly by packers and there was no anxiety to sell. To-day, in spite of reports of failure of European crop, prices have eased and it is not any too difficult to obtain supplies.

New crop figs are coming in for some show of interest and opening prices should be named soon. Apricots are dull, the market showing no signs of brightening up.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—As frequently stated future of coffee market depends entirely on the new crop, and it is interesting to note the effect various advices about the crop have on the market. When reports came to hand of good flowering and larger crop, prices began to ease, but the reaction took place when weather conditions become more unfavorable. Of course the August flowering has a lot to say on the matter as it never sticks so fast as during October and if it is good it lessens the October growth, so that with adverse conditions climatically under these circumstances a reduction in the new crop would be a foregone conclusion. However, taken as a whole news from centres of production is encouraging so that a good crop is expected.

Though market has its ups and downs primarily the prices here do not change so that following quotations still prevail.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Though pickling season is now in full swing, trade is fairly quiet but there is an increase in demand over corresponding period of last year. Some large dealers are beginning to look ahead and secure fall supplies. Pepper is becoming tricky because the fluctuations are more than erratic with a downward tendency. Still at time of writing cables from foreign points indicate firmness making the situation all the more perplexing.

There can be no doubt but that supplies of spices are limited so that the large consuming countries will have to look to the primary centres again. This will make the situation interesting and we expect some interesting developments around the fall.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—Reports to hand re condition of crops in China are reassuring though in some parts serious damage has been done by floods. Around Wuhu for instance the dykes have been washed away and with them the hopes of a bumper crop, it being stated on pretty reliable grounds that rice to the value of £1,750,000 has been destroyed or in our own currency $8,750,000. In spite of the reduction of the import duty, the high prices prevailing in Japan have undergone little change.

There is a medium amount of business passing locally without any change in prices.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65

Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is an easy tone to the peanut market but prices are unchanged and keep pretty steady. Stocks also are none too heavy. The Californian crop of almonds has practically all been cleaned up, while Tarragona varities are receiving little attention. Old crop walnuts are now being asked about, the tone of the market for mixed nuts being steady.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb...	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb..	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb. ..	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop..	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Pink Salmon—50c case lower.

Foreign Peas.—Higher.

Sugar.—Change to steadiness.

Toronto, Aug. 29.—Exhibition is in full swing this week and local wholesalers are having many visits from country merchants who while in the city take the time to do a little business.

The large crowds in the city help business for local retailers, but country merchants appear to be getting a fair volume of trade. Jobbers report a good movement of general grocery lines. "Indeed" said one wholesaler, "business has been particularly good this summer. Even during July, which is usually quite a quiet season, we were busy."

Sugar, which has taken on a firmer tendency is moving well. An entirely new line to be exhibited at the exhibition this year is sugar, the Canada Sugar Refining Co., having a display. The new carton sugar is the feature.

SUGAR.—There has been quite a decided change in the complexion of the sugar market during the past week. A market which only a short time ago gave indications of an easier tone has assumed quite a steady front. This is shown by an advance of 10 cents made in refined in New York.

Raws in New York have been firming and are now 61 points above lowest figure for season Slightly adverse crop conditions in Europe caused a strengthening there and Cubas followed. Market is now one of the uncertain propositions in which it is hard to tell what the future may be, but there is no denying the fact that the market is showing a much steadier feeling at present.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUPS AND MOLASSES—There is no outstanding feature to either syrups or molasses. We are nearing the end of probably the quietest period of the whole year. The advent of cooler weather should instil greater activity into trade.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 00
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS—Spot dried fruits offer no special features. This is not the busy season, but a normal demand for time of year is apparent.

Interest in new crop is fairly active. Cables from Greece note a slightly easier tone in currants, but it is apparent that there will be considerable poor fruit this year. Valencia raisins also show just a slight tinge of easiness.

California prunes are unchanged. Raisin market on coast shows a slight improvement.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12

Uncleaned, ¼c less.

Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¾
Seeded, 16-oz. packets, choice	....	0 08¾
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

SPICES—Spices continue to move out well, the advent of the pickling season acting as a stimulant to certain lines. There is a general tone of steadiness including such lines as cloves, cinnamon, nutmegs, and pepper. It is perhaps most marked in the case of cloves. There was a slightly easier turn to pepper on foreign markets which, however, had no effect on local situation. There is a somewhat firmer tone to peppers again.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

COFFEE.—There was a weaker and irregular market in coffee for a time but it has given way to a firmer undertone again. We speak of the New York market. There was no change here. Probably the anticipation of a large yield of coffee in Brazil for 1913-14 caused the weakening.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

RICE AND TAPIOCA. — Although there is some improvement shown in rice in Far East, dealers are looking for no concessions here as some lines at least have not been advancing in proportion to values on primary markets. Considerable business was done in Texas rice here last year. It then sold around 6 cents, but will probably be higher this year in keeping with other lines.

Tapioca prices are well maintained.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—With the fall fairs now commencing, there will probably be more activity in nuts, especially peanuts. Local prices show no change. Filberts are

higher in the primary market. Future walnuts are also quite strong.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Spot beans show absolutely no change, continuing scarce and firm.

First estimate on California lima bean crop places yield at a figure between 1,000,000 and 1,150,000 sacks. This falls below output of last year about 150,000 sacks or more.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

The Situation in Canned Goods

TORONTO. — Lower prices on pink salmon than anticipated is an interesting news feature. It appears that prices on this grade of salmon have been reduced 50 cents per case from the opening figure named.

The version given by one local jobber is that one packer cut the price 50 cents per case below that first named and that others followed. There is no price to the retailer set by packers on this line as is the case with sockeye. As pinks opened at same figure as last year, this reduction makes them lower than last season's pack which is decidedly contrary to the general trend of salmon.

Local dealers say that the prices quoted on this year's salmon across the line which is lower than last year will have little effect on price of salmon in Canada.

As pointed out before foreign peas have been stiffening on account of poor outturn of pack. Prices were named early in the spring but higher values would be demanded now but as one wholesaler said, "You would probably be unable to get a price because they haven't any to sell. We have also received word from English packers that they will only be able to deliver a small percentage of orders."

Advices say French sardine pack is small and fish large.

A strong situation has been developing in California fruit lines and the association has found it necessary to issue a new list making some advances for the most part 10 cents per dozen over opening prices.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal. golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Extra fine sifted, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Coffee—Weaker.

Sugar—Unsettled.

Canned Goods—Scarce and Dear.

Winnipeg, Aug. 28.—The expectation of a very heavy yield in Brazil for 1913 is responsible for an easier feeling in coffee ,but the present visible supply does not seem to warrant any noticeable decline. Coffee situation is to say the least complicated, the market perhaps more than any other being in the hands of factions who attempt to manipulate it for their own ends.

There is much dissatisfaction here at the proposed new freight classifications by the railroads and they will be opposed strongly by the Canadian manufacturers association.

On cereals cooked and ready, the new classification would increase charges on a car lot $48 to Winnipeg, $117.60 to Calgary and Edmonton, $88.50 to Regina, and $100.80 to Saskatoon.

As regards present trade conditions, business is brisk and the outlook good. Prices are unchanged.

SUGAR—Sugar market is in an unsettled state. Raw sugars are dearer and refined sugars cheaper. At the same time there is a good demand and certainly there was never more sold in Western Canada.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUP—Syrup prices are now steady, and as is usual at this time of year orders are coming in in quite considerable volume for stocking up in anticipation of brisk fall retail trade as butter promises to be scarce and dear.

Syrups—		
24 2-lb. tins, per case	....	2 38
12 5-lb. tins, per case	....	2 78
6 10-lb. tins, per case	....	2 66
3 20-lb. tins, per case	....	2 67
Half-barrels, per cwt.	....	4 04
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half-bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS—There is nothing new to report in dried fruits. A good average trade is being done, but with green fruits and vegetables plentiful and cheap no great activity is to be expected.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07⅜
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08⅜
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 06
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES—The New York markets have shown a much weaker undertone in coffees of late, but there is nothing to note in the local market.

			Per lb.
Coffee—			
Green Rio	....		0 18
Roasted	....		0 22
Green Santos	....		0 19
Roasted Santos	....		0 24
Chicory	....		0 12¾
Teas—			
China blacks, per lb.	....	0 15	0 40
Ceylons	....	0 25	0 40
Japans	....	0 20	0 50

BEANS—Prices steady, demand average. The market is firm and an advance should not cause surprise.

Beans—		
Hand picked, bushel	....	3 15
3 lb. picked, bushel	....	3 10
Split peas, sack 98 lbs.	....	4 00

NUTS—The nut trade with the end of the summer season is back to normal.

		Per lb.
Nuts—		
Brazil, per lb.	0 18	0 19
Tarragona Almonds	....	0 16¼

Peanuts, roasted Jumbos	....	0 12¾
Peanuts, choice	....	0 11
Pecans	....	0 18
Marbot Walnuts	....	0 13½
Grenoble Walnuts	....	0 16
Sicily Filberts	....	0 11½
Shelled Almonds	0 33	0 34
Shelled Walnuts	....	0 31

NEW BRUNSWICK MARKETS.

St. John, Aug. 28.—Business with local trade continues quite promising. Haying being done by the farmers has caused a slump in many districts with travelers for local wholesale houses, and has also been responsible for a jump in price of butter and eggs, as these commodities are not being brought to the city in quantities which the demand would warrant. Hand-picked beans seem to be adding to their already firm standing.

Potatoes have taken a marked slump this week, falling to 80 and 90 cents a bushel. There seems to be a good crop in most sections of province, despite the fact that early reports indicated a falling off compared with other years.

Bacon	$	$0 15
Beans, hand picked, bushel	3 10	3 15
Beans, yellow eye, bushel	3 00	3 05
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 27½
Peas, No. 3	....	1 32½
Peas, No. 2	....	1 37½
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 27	0 28
Eggs, case	0 25	0 26
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 14¾	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35½	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	24 25	26 50
Potatoes, barrel	2 50	3 00
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

NOVA SCOTIA MARKETS.

Halifax, Aug. 28.—There is a fair volume of business passing in wholesale grocery trade, considering high prices for most market leaders. Pork and pork products continue to advance. Hams are quoted at 18½ cents, with probability that they will go still higher. Roll is up to 15 cents, and sides are quoted at 19 cents, highest price that has prevailed here for many years.

Butter is in fairly good supply, creamery prints being quoted at 27 cents, while choice dairy in small tubs is selling at 23 to 24 cents. Nearly all butter on market now is of good quality.

There is heavy demand for sugar, as preserving season is at its height. Standard granulated is $5.10, United Empire $5, bright yellow $4.30, No. 1 yellow $4.60, and unbranded $4.50.

Canners have notified wholesale dealers that only sixty per cent. of their orders will be filled this season.

Potatoes are selling freely at $1 per bushel. Outlook for crop with province this season is not very favorable. The weather has been wet and cold. Fruits of various kinds are coming on market now. The early variety of apples is fairly good.

EXHIBITS AT THE C. N. E.

Toronto, Aug. 29.—At the Canadian National Exhibition this year the following foodstuff and store equipment manufacturers are exhibiting:—

American Metal Polishing Co., West Somerville, Mass; Battle Creek Toasted Corn Flake Co., London, Ont.; Brand & Co., Toronto; The Brantford Scale Co., Brantford; The Brantford Motor Truck Co., Brantford; Corneille, David & Co., Toronto; Cowan Co., Toronto; Christie Brown & Co., Toronto; Chisholm Milling Co., Toronto; Computing Scale Co., Toronto; Canadian Oil Companies, Ltd., Toronto; Wm. H. Dunn, Montreal; Wm. Davies & Co., Toronto; Dalton Bros., Toronto; Dominion Soap Co., Hamilton; Dustbane Mfg. Co., Ottawa; F. F. Dalley Co., Hamilton; Dominion Register Co., Toronto; Domestic Specialty Co., Hamilton; The A. J. Deer Co., Hornell, N.Y.; T. H. Estabrooks & Co, Toronto; Eureka Refrigerator Co., Toronto; J. S. Fry & Sons, Toronto; Gorman, Eckert & Co., London; Genessee Pure Food Co., Leroy, N.Y.; Grimm Mfg. Co., Montreal; Gunns, Ltd., Toronto; Huylers, Toronto; Holbrooks, Ltd., Toronto; H. J. Heinz Co., Pittsburg, Pa.; Hargreaves Bros., Hull, Eng.; The Harry Horne Co., Toronto; Jno. Hillock & Co., Ltd., Toronto; The Harris Abbatoir Co. Toronto; Ingersoll Packing Co., Ingersoll; Thos. J. Lipton, London, Eng.; T. A. Lytle & Co., Toronto; Walter M. Lowney & Co., Montreal; Litster Pure Food Co., Toronto; Lever Bros., Ltd., Toronto; Lea's, Ltd., Simcoe; P. C. Larkin & Co., Toronto; Chas. Lauder & Co., Toronto; Maclure & Langley, Toronto; Minto Bros., Toronto; MacLaren Imperial Cheese Co., Toronto; Midland Vinegar Works, Birmingham, Eng.; Maples, Ltd., Toronto; Molassine Co., Ltd., London, Eng.; Meakins & Sons, Hamilton; National Cash Register Co., Toronto; Nugget Polish Co., Toronto; Postum Cereal Co., Battle Creek; Jno. B. Paine Co., Toronto; Quaker Oats Co., Chicago, Ill.; Royal Polishes Co., Montreal; Snap Soap Co., Montreal; St. Charles Condensing Co., Toronto; E. D. Smith, Winona; W. Symington & Co., Toronto; Stimpson Computing Scale Co., Detroit, Mich.; Soclean, Ltd., Toronto; E. D. Smith, Winona; Toledo Computing Scale Co., Toronto; Jno. Taylor & Co., Toronto; The Torsion Balance Co., New York; Harry Webb Co., Ltd., Toronto; Wagstaffe, Ltd., Hamilton; Wondershine, Ltd., Toronto.

SNAP FOR COUNTRY MERCHANT.

How Simple it is for Him to Conduct Business Smoothly.

Here is an interesting soliloquy from a country merchant on the "snap" he has operating a business:

"Yes, I certainly have a snap. Wholesale houses send duns every month and draw on me at sight, but if I send a bill to a farmer he becomes swearing mad and quits trading at my store. While I am hard up for money, many of those who are owing me are sending money in advance to mail order houses. If I contribute money for any cause people say I am bidding for trade. If I don't they say I am a hog. Every day I am expected to dig up for everything that comes along from a raffle ticket to a church fund by people who claim I ought to do this because they do part of their trading here, but our friends Robert Simpson and T. Eaton neither buy tickets nor help the church fund, and yet they get the cash in advance. If I sell a pair of pants I must treat the family to candy and cigars; if I buy a load of potatoes I must do the same.

"Customers who are able to pay hang on to their money while I pay 10 per cent. at the bank to get ready cash. I have a big business during hard times and poor crops, from people who are willing to do trade with me provided I can duplicate catalogue house prices and wait until harvest for money. My scales weigh too much, when I sell sugar and too little when I buy butter. I am a thief, a liar and a grafter. If I smile I am a soft soapy hypocrite, and if I don't I am a grump. Yes, certainly this is a snap."

And he looked over $10,000 worth of accounts, all good, and wonders how he could raise $350 to pay a sight draft due to-morrow."

Many Prizes for Well Decorated Rigs

Vancouver Grocers Have Another Successful Picnic—Held It at Exhibition Park—Winners of Interest to the Trade in the Parade.

Vancouver, B.C., August 28.—(Special).—Practically all grocers in the city closed for the annual picnic this year which was held at the exhibition grounds, it being exhibition week. The affair was most successful, a large number taking part in the procession to the grounds, and in the events which formed the programme of the afternoon.

The procession formed down town at 11 o'clock, and nearly one hundred vehicles of different kinds followed the band. Most of the vehicles were decorated, some of the motor trucks being filled with pretty girls dressed in white; others with samples of goods, while flowers, bunting and flags were lavishly used. In one a coffee grinding machine was set up and was worked, demonstrating how that portion of the grocery business is conducted. The parade was conducted without a single drawback, and was well worth seeing.

Prizes for Decorated Rigs..

It was grocers' day at the fair, and in addition to special events put on by the exhibition directors, the dealers had a programme of their own. Prizes were awarded as follows:—

Best decorated rig in parade.—First, Swift Canadian Company; second, Parkinson & Archibald; third, Parkinson & Archibald.

Best decorated retail delivery wagon.—First, D. S. G. Kelly; second, A. & C. Grocery; third, F. T. Rolston.

Best decorated delivery automobile.—First, Kelly, Douglas & Company; second, Kelly, Douglas & Company; third, Oscar Brown.

Best decorated retail delivery automobile.—First, London Grocery; third, A. & C. Grocery.

Wholesale grocers' and produce teams.—First, Campbell & Muir, 75 points; second, Canadian Swift Company, 67 points; third, Kelly, Douglas & Company, 60 points.

Retail grocers, single delivery.—First, J. McTaggart, 80 points; second W. H. Walsh, 70 points; third, T. F. McDowell, 65 points.

Retail double delivery.—W. H. Walsh, 80 points; W. H. Walsh, 60 points; third, Duke's Grocery, 50 points.

Manufacturers' float.—First, Kelly, Douglas & Company; second, Canadian Swift Company.

Wholesale grocers' and produce drivers' race.—First, M. McKay; second, Mr. Gillespie; third, Mr. Fairgrieve.

Tug-of-war, retail employes.—Messrs McKay, Miller, Brown, Gillespie and Hurst.

Grocer drivers' race.—G. Wilson, T. Fairgrieve, J. Milnes.

Tug-of-war, wholesale employes.—Messrs Hayward & Scott.

Traveller's race.—Messrs Edwards, Slade and Storey.

Horse race.—A. & C. Grocery.

Grocery clerks' race.—Messrs Livingston, Petch and Powell.

Hamilton Grocers "Hump" a Success

Visiting Dealers From Brantford and Toronto in Attendance—A Number of New Features Dovetailed into the Usual Programme—Visitors Win Tug-of-War But Lose the Ball Game to Locals.

Hamilton, Ont., Aug. 28.—(Special)—A while before the leaves begin to turn, there is a certain annual twitching sensation which seizes the members of the local Retail Grocers' Association and elevates their buoyant spirits. The cause may easily be traced to the near approach of the annual "Hump." When the day arrives—and it came this year on Wednesday last—one may see a "trecking" of men from behind the counter to the conveyance which carries them to the stamping grounds where the "Hump" is held.

Imagine the stride of the strong muscled camel as it nears the oasis in the heart of the desert, where troubles will be banished and contentment found. Then you will have the eagerness with which the Hamilton grocer hies himself off every year to the annual "Hump."

Everyone knows full well that prayers avail little unless they inspire one to work. The prayer of the Association was fully realized this year again because those in charge of the event saw to it that the necessary preparations were perfected. And it was a great "Hump."

Brantford and Toronto Visitors.

The "Hump" went to Mountain Park, located east of the East End incline. It not only included Hamilton grocers, but fellow members of the trade from Brantford and Toronto were there. It was an afternoon of fun. With Secretary "Bay" Hill engineering the function what else could be the case? His serious looks always belie the underlying humor. Frequently from his appearance one might expect a Sunday School announcement, while instead, it is likely to be that of a four-legged race, a pick-a-back, or a bottle-breaking competition.

Among the feature events were a tug-of-war, a ball game, bottle breaking contest, and the aforementioned four-legged race.

The tug-of-war was between a team of visiting grocers and the locals. The visitors won despite the fact that such strong men as W. Waters, Ed. Hazel, Andy Bain and W. Smye were opposing them. The victors line-up included: H. G. McDonald, S. W. Hall, D. W. Clark, D. McLean, all of Toronto, assisted by Messrs Clarke, Moore, McKew, J. Burns, A. Burns, jr.; S. Miller and E. J. Church, of Brantford.

The locals were: J. L. Brown, F. Hutchinson, R. D. Saul, O. W. Robins, M. Cummings, W Waters, W. Smye, E. Hazell, M. Burkholder and A. Bain.

Display of Markmanship.

It needs considerable marksmanship to break a bottle with a broom blindfolded—that is, the marksmen were blindfolded, not the broom. A great deal depends what's in the bottle, no doubt, as one bystander remarked during the contest, as well as the power of one's olfactory nerves. In spite of handicaps in this regard the first prize went to D. W. Clark, of Toronto.

Marksmanship with the aid of the eye was also exhibited, the victor in this contest being none other than James Mellen, President of the Brantford Retail Grocers' Association.

Hamilton grocers won the baseball game from the visitors—remember the score, 23 to 10. No wonder they lost the tug-of-war. The winners included: Cann, Semmens, Knox, Smith, Slater, Brown, Cummings, White and Copple.

Visitors: Burns, Church, Miller, Burns jun., Moore, Davis, Hall, McDonald and Clark.

Umpire—Bay Hill.

John Forth was chairman of the outing and he has reason to feel proud of the result, and still remain modest.

—⚙—

Advertising is a transference of ideas to the minds of others in such a manner that those ideas will become rooted and will ultimately influence the recipient to act in the way the advertiser desires.

Lesson 20--Course in Card Writing

Course of Twenty Lessons Comprising Edwards Short-cut System, Closes With One on Lower Case Script—Note the Accompanying Plate and the Three Cards Demonstrating its Use.

By J. C. Edwards. Copyright, Canada, 1911.

Commencing with the plate it will be wise for the student to go over every letter and study it carefully, practicing every stroke until he becomes thoroughly acquainted with it.

In reviewing the previous lesson it will be noted that, in actual use the letters were almost always joined together as we were taught to do in our school or business college days. This is absolutely essential, and another point always to remember is—that every letter should be on the same slant, i.e., supposing that a line were drawn at an inclination of say 20 degrees, every letter should be so balanced as to have this same slant. Practice, of course, is necessary to acquire a uniform line of letters, each having the same slant, same proportions and no open spaces between the letters of a card.

Get Away from Conventionalities.

If Christopher Columbus had not thought that something lay beyond the vast expanse of water he never would have set out on the voyage that terminated in the discovery of America. So it is with everything else to-day. The idea of learning something new, of discovering something different, something out of the ordinary, leads to new inventions and promotes civilization. The cardwriter who contents himself with learning the technical points of lettering, if he practices diligently, will be a maker of cards, not a cardwriter. He must break away from the old rut and drift into new channels of his own and add his own originality.

Script in Outline.

More care needs to be taken in writing outline script when it is to be filled in solid. The strokes must be made as uniform as possible. A sample of this style of letter is shown in the "French gowns" card. The letters are outlined as shown in the plate and then filled in with the shade. The form of decoration in this card is very simple. The card is deep champagne and the decoration is white which shows up very faintly, except in the case of the fleur-de-lis design at the top of the card which has a shade rubbed in with dry color before the design is put on. This gives it a relief effect and makes it stand out strong.

The Decoration Suggests the Heading.

In the "Blue Bird Series" card the design suggests the heading at first glance. It is a blue bird cut out of wall paper and pasted on at the top of the card, breaking into the top display line. We all know that this is not always possible, yet if one keeps his eyes open he can often pick up such appropriate suggestions or if he has access to a first-class wall paper department many good ideas may be got without much effort.

And the Spacing—Don't Forget.

Watch your spacing and don't get a one-sided effect. A light line may be drawn down the centre of the card and one across, then lay out the card in pencil, at first (only roughly) to make sure that the lettering comes out right, leaving the same space on both sides of the card and the same top and bottom. Also watch the letter spacing which is even more important. In the case of the "Blue Bird" card, where a reader occurs and a sentence is written in lower case, the words should be almost the space of a letter apart, but when it is necessary to crowd them or, by mistake, two words are crowded, the idea used in this card may be brought into play, viz: "edition" was commenced too near the word "last" and, therefore, the two words run together. A small circle or dot was used to separate them and it was also necessary to balance the line by using the same between the words "the" and "last." You will notice that the ornamentation of this card comes up very near the top while the reading matter does not come as near the bottom of the card. This is a warrantable exception to the rule as the ornament is not at all the important part of the card and is only an auxiliary to help out or strengthen the wording and is a minor or subdued tone. This may often occur in cardwriting where a bunch of flowers or some other decoration is used.

Continued on page 70.

Three cards illustrating the use of brush outline script.

Plate No. 20—Brush Outline Script

— Lower Case —

a a a a a a b b b b b b

c c c c d d d d d d e e e e f f f

f f g g g g g h h h h h i i i i j j j

j j k k k k k k l l l l m m m m m

n n n n o o o o p p p p p q q q

r r r s s s t t t u u v v w w

w w x x y y y z z 1 2 3 4 5 6

7 8 9 0 $ ¢

This plate illustrates the brush outline script used largely for fine cards.

Proprietors Relationship to Salesmen

Co-operation Rather Than Running the Business Single Handed is Advised—Some Responsibility Should be Placed on Trusted Employes—This Tends to Make Them More Loyal to the Business.

By F. C. Williams.

The great question confronting many proprietors especially in the small places is not so much the high cost of living as competent help.

During my sixteen years of experience in the retail business along this line, I have had several changes in the management of my business but have been very fortunate in the selection of competent managers and clerks.

I believe that a good method to obtain the best that is in your staff is to shoulder all the responsibility you can on them. Make them feel they are a part of the concern; turn over as much of the weight of the business as possible on them. Make them feel the dignity of their calling and that you value their weight and ability in your behalf.

Consultations are Suggested.

Discuss twisted problems with the staff. Get their opinions and ideas and decide mutually on the best policy to adopt under difficult circumstances.

Frequently a good manager will understand certain phases of the business, perhaps a little better than the owner himself, and only by mutual, earnest discussion can this ability of the manager be brought to the front. I have known managers who understood certain points of the business better than the proprietor, viz: The buying of certain lines of goods and the selecting of certain lines to best suit that particular trade as well as the amounts most advisable to buy. Yet many proprietors will continue to ignore all this valuable assistance at his disposal, and will act on his own and less competent knowledge in that particular branch of the work.

I do not like too much stress put on set hours. A good manager will not watch the clock, but rather the sales, the service given to customers and the condition of the stock. If a manager has the business end at heart and is made of the right kind of stuff, the question of hours will not be considered but rather, the increasing of sales and the enlarging of the business in general.

Privileges and Favors.

A proprietor and his manager and clerks should be closely associated with no differences between them. A man in whom you can place unlimited confidence, who has been tested and found worthy of it, should be granted certain privileges and favors. He should be made to feel that he is a partner in the concern rather than a mere figurehead or piece of machinery. A working together as one united firm should be the rule rather than having vacancies or gaps of interest between the members.

Climbing the Ladder.

Some employes get along better than others. This is evident to anyone. One manager I had walked right up the ladder quickly. He made good at every turn and in a few years with the writer, bought out a business in an adjoining town, forming an equal partnership. Results are, after about two years duration, gratifying in every respect. He has developed into a bright and clever proprietor so to speak and will some time own a large business entirely of his own. My experience has taught me that in the future, my policy shall be not to hold down or stand in the way of any deserving employe, but on the other hand will encourage and assist him all I can.

DRYING AND FREEZING EGGS.

The Department of Agriculture of the United States Government, has issued a statement dealing with dried or frozen eggs and their use in food products. Good eggs may be so treated, says the department, and used for food without injury to health. The statement reads as follows:

"Frozen and dried eggs intended for human consumption are largely used for cooking purposes where inferiority may be concealed. The traffic in eggs sold for drying and freezing has greatly increased in the last few years.

"Strictly fresh marketable eggs in the shell command a high price and there is difficulty in meeting the demand for them, but large quantities of questionable eggs, often bought at very low prices, have been broken out for cooking purposes by disreputable firms, being preserved by freezing or drying until ready for use.

"There is no objection to drying or freezing good eggs under proper sanitary conditions."

In the United States six sugar firms now put up sugar in cartons. In Canada it is put up in cartons by two companies, The Canada Sugar Refining Co. and the St. Lawrence Sugar Refineries.

Following items are from The Canadian Grocer of September 2, 1892:—

"A number of Ottawa grocery stores were visited on the 27th by one of the officers of the Inland Revenue Department for the purpose of ascertaining if there were any violations in the law providing for the keeping of tobacco in the same boxes as it was originally purchased in. Some 400 pounds of the weed was seized."

* * *

"Egan Bros., grocers, have purchased from J. H. Price, a store on Talbot Street east, St. Thomas, for $3,000."

Editor's Note.—Egan Bros. are still in business on Talbot St., St. Thomas after a lapse of 20 years.

* * *

"W. E. Zimmerman, a traveler in the employ of W. H. Gillard & Co., Hamilton, died on Monday evening of typhoid fever. He was well known and much sympathy is expressed for his young widow. Mr. Zimmerman was 36 years of age and was formerly with A. R. Kerr & Co."

* * *

"The demand for eggs is about the same as last week. Receipts are still heavy and some of the stock arriving is not up to much. We noted last week that the export trade had been stopped nor is it likely to start for some time. Prices at this point are about the same and we quote the 11 to 12 cent. figures."

Editor's Note.—This item is from our Montreal market report of September 2, 1892. Note the contrast in the price of eggs 20 years ago and to-day. In this week's issue they are quoted from 29 to 32 cents on Montreal market for selects and new laids respectively.

An inventory of the estate of the late Thomas A. Snider, catsup manufacturer, was filed at Cincinnati on July 31. His personal estate amounted to $97,704.50, with real estate valued at $100,000. Among his effects was found $93,628 worthless stock and worthless debts of $5,720. Debts collectible of $22,500 also were listed.

Lemon Prices Likely to Be Maintained

As There Will Be Few More Coming Along Before New Crop —General Strength in Markets—Domestic Fruits Coming in for Good Deal of Attention—California Fruits Also Selling Well—Malaga Grapes In.

The lemon market has had an undertone of firmness all summer. It was pointed out in these columns early in the season that strong lemon market could not be expected this summer and such has been the case. What might have been if we had had as warm a summer as last year is difficult to say. There has been a fair and steady demand but it did not reach the big proportions of last year.

While the major portion of the summer has been left behind, there is nothing at present to indicate any weakening in lemon market. On the other hand it presents a strong front. There will be no more lemons of any account coming along until the new crop begins to move out about Nov. 1. One Canadian importer reports that the Italian Government has seized all lemons in Sicily for the use of their solders in Tripoli. This means present supplies will have to tide us over until new crop arrives. There has been a general strong feeling, values are higher in New York and it looks as if Canadian prices will be well maintained.

These are busy times now on the fruit markets, domestic fruits being the centre of attraction. Peaches are running more to the freestone variety but prices hold at fairly high level. Considerable business is being done in canteloupes while fancy fruit from California is selling well. Peaches are more reasonable while plums also shape that way. California pears are about to an end and Oregon will be commencing. Malaga grapes are also coming along now.

Supplies of new onions are being received. Summer stock of Spanish onions has been selling for some time but is now being replaced by winter stock. They are more fully matured and therefore keep better.

MONTREAL.

VEGETABLES.—Vegetables continue to move out freely, the chief varieties being Canadian, a very small assortment coming from the other side. Sweet potatoes are exceptionally scarce while New York leeks are no longer quoted. U.S. potatoes are coming along in barrels and are having a ready sale.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen	....	1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Lettuce, Boston, doz.	....	0 25
Leeks, dozen (N.Y.)	....	1 00
Radishes, dozen	....	0 20
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—The domestic fall fruit trade is now getting under a good head of steam and will shortly be moving at its liveliest clip. The fruit market is a busy spot these days, as a result, while shippers in the fruit sections are also sending goodly quantities to country retailers direct.

Good peaches are coming in this week, stock running more to the freestone variety. Prices on these maintain quite a stiff front. Fancy varieties are in demand this week on account of exhibition while California fruit is selling briskly. Malaga grapes of sweet and fancy stock are in this week at $2.50 to $2.75 per box. Some fine canteloupes are coming in at 50 to 75c per basket.

Lemons hold quite a strong front and are likely from present indications to continue so.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	1 25	1 65
Lemons, Verdelli	5 00	5 25
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 11	0 13
Oranges—		
Watermelons, each	0 30	0 50
Musk melons, basket	0 50	0 75
California Fruits—		
Peaches, box	....	1 25
Pears, Bartlett, full box	....	3 00
Plums, box	1 50	2 00
Grapes, Malaga, per box	2 50	2 75
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 25	0 35
St. Johns, 11 qt., Leno	1 00	1 25
St. John, 6 qt.	0 50	0 60
Pears, basket	0 40	0 65
Plums, basket	0 40	0 50

VEGETABLES. — While tendency of corn on the cob was considered as downward by dealers last week, it has failed to move in that direction. Growth of this line appears to be real slow this year.

Winter stock of Spanish onions is now coming along and commands a slightly firmer figure as they are better matured and better keepers. Potatoes are increasing in supply and Ontario stock is now selling at 1.50 to 1.60 per bag with imported stock now a small factor.

Cucumbers and tomatoes are now being given considerable attention.

Beets, new, Canadian, basket	0 25	0 30
Beans, green, Canadian, basket, 11 qts..	....	0 30
Carrots, new, basket	0 25	0 30
Cabbage, new, per crate	1 25	1 50
Celery, per doz.	....	0 50
Corn, 10 doz. bags	1 40	1 50
Cucumbers, Can., basket	0 20	0 25
Marrow, bushel basket	....	0 25
Onions—		
Spanish, per crate	....	3 00
White onions, 100 lb. sack	....	3 00
Yellow onions, 100 lb. sack	....	2 25
Potatoes, new, per bbl.	....	3 00
Potatoes, Ontario, per bag	1 50	1 60
Peppers, green, basket	....	0 35
Tomatoes, per basket	0 35	0 50

MANITOBA.

FRUITS AND VEGETABLES—Local produce in vegetables has entirely supplanted imported lines and the supply is large, quality excellent and good demand. Some fruits are cheaper. Melons are out.

Fresh Fruit—		
Oranges, Valencia	5 00	4 50
Bananas, bunch	2 50	3 50
California lemons, crate	....	7 50
Limes, box	....	2 25
Washington apples	....	2 25
Cocoanuts, sack	....	6 00
Cucumbers, per doz.	....	0 75
Peaches	....	1 25
Plums	....	2 00
Bartlett pears, case	....	3 00
Bartlett hardy pears	....	2 75
Washington peach plums	....	1 50
Ontario tomatoes	....	1 10
New potatoes, per bushel	....	0 60
California, late Valencias, case	3 75	4 25

Another Oyster Season Has Opened

Shipments are Now Coming Along—Will Act as Stimulant to Fish Department—Advantages of Starting to Handle Early—More Attention Being Given to Fish by Wholesalers.

The opening of the oyster season gives another line which should assist in stimulating business in the fish department. Quintal shipments of the line have come along to most Canadian markets and from now on will continue, although quantity will be somewhat limited until cooler weather sets in.

Much might be said about the advantages of starting to handle oysters early, but one of the most prominent reasons is that appetites should be keen for this line after long period of non-supply.

Greater interest is being given to fish by wholesalers and this is shortly expected to be reflected in the retail trade. Increased varieties of fancy sea fish are being brought in to swell the list of available lines. Smoked lines are creating more interest. Factories on the coast are running full time and report a good call for smoked lines from inland Canadian points.

QUEBEC.

MONTREAL.—Halibut have been scarce this week owing to storms along the coast. Small shipments of Gaspe Salmon are coming to hand, while B. C. salmon is also difficult to secure in any quantities. Haddock and cod are not so plentiful as last week, but prices remain the same. Supplies of lake fish are improving. Prices for fancy New York fish such as Bluefish, Sea Bass, remain firm and the quality of the stock is fine.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod-tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	.8, 10, 11, 12	
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		2 10
Boneless strip cod, 30-lb. box		0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Week has been marked by the initial shipment of oysters for the season, which came in on Saturday last. The season can now be said to be really started and regular shipments in limited quantities will be coming along till the weather becomes cooler and makes a general activity possible.

Wholesale fish men are already putting greater efforts behind trade as is shown by increased varieties of fish now being offered. The additional lines are principally ocean fish. Whitefish and trout are scarce at present. Frogs' legs are quoted at 50 cents per pound.

New kippered herrings and mackerel are in, the former quoted at $1.50 for 40's and latter at $2.50 for 80's.

In shell fish, there are winkles at $1.00 peck, clams at $1.50 per 100, whelks and mussells at $1.00 peck and dulce at 15c lb.

In the window of the Wm. Davies' store on Queen St., near Yonge this week is a monster sword fish. It is only a year old yet weighs about 1,000 pounds. The sword is about a yard long. Sword fish steak is being sold off it, retail at 20 cents per pound.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring	....	0 08

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Finnan Haddie	....	0 08
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—Unfavorable weather has greatly interfered with fishing operations along Nova Scotia coast during past week. There has been little sun and fishermen ashore have been unable to dry their fish. Fresh fish are in light demand, and there is little doing in the export line. Some small catches of mackerel have been made along the coast. The fish are extra large and were quickly bought up.

Swordfish are in abundance, but few are sold here. The most of these fish are shipped to the United States market, where good prices are obtained. Smoked fish factories are running full time, and substantial orders continue to come along from upper Canadian points.

COMPLETE COURSE ON CARD WRITING.

Continued from page 66.

Black and White Always Strong.

The millinery card demonstrates the use of white script lettering with a black, left-hand shade. It also shows the application of the script lettering in two bold diagonal lines, giving it the proper spacing and using no decoration outside of the relief panel. The card, however, is of oatmeal finish in green which adds much to the effect and gives it a fancy touch. "Advance Styles" is an eccentric form of lettering giving a half script and half Roman effect which is quite in keeping with the other lettering.

Interesting Facts About Oyster Growth

Formation of the Spawn, How it Comes to the Surface and Gradually Sinks on Becoming Heavier — Year Old Shells Placed Where Embryo Can Hang On—Oyster is Sensitive to the Cold—Trouble in Winter When Bays are Frozen Over—Sometimes Causes Shortage When Big Supplies are Expected.

With the coming of September—the first of the autumn months—the oyster season is also ushered in and retail dealers who go after the extra profit in the sale of oysters, will soon be making preparations for the early first-of-the-season trade.

To effectively sell an article necessitates a good knowledge of that article. The same applies to the oyster. The dealer who studies the oyster, its growth, capture and its habits, etc., is in a much better position to sell it. He has more confidence in himself and the greater the confidence he has in his own powers the more goods will he sell in many lines.

Formation of the Spawn.

The propagation and cultivation of oysters is an interesting study. The spawn begins to form in the oyster in June; it continues to collect until the sack around the muscle is well filled. This spawn is discharged usually in August, the time depending on climatic conditions. If the summer is warm, they spawn out early; if cool, the spawning is later and sometimes they do not spawn at all. For instance, this year an oyster man who returned a couple of weeks ago from an inspection of his company's beds found that in some places the oysters had all spawned out and the embryo had set on the new shell.

In other beds he found the oysters had not let go of any of the spawn. This spawn comes to the surface in the form of a milk or cream and with the assistance of the sun is fertilized and a primitive shell is grown. As the oyster develops it becomes heavier and sinks to the bottom.

How Embryo Hangs On

Each embryo is provided with a hairy appendage with which it clings to anything that is smooth and hard, but the object it clings to, must be clean. For this reason oyster growers take the empty shells which accumulate from the oysters opened the year previous, load them onto scows, take them out and shovel them into beds of the spawning oysters. The spawn being a liquid will come up through the empty shells to the waters' surface and when it fertilizes and returns to the bottom, the fresh clean shells are there for the embryo to cling to. One hundred young oysters might be found on a single shell, none of the embryo being larger than that of a pin head.

As these oysters grow they of course take up more space and crowd each other off the old shell they originally clung to. These oysters are dredged up and usually planted on ground that has been cleaned up during the season just past. Some growers leave them on that ground until they are ready to take them up and market them.

Should be Four Years Old.

It is generally considered most profitable not to open oysters until they are four years old. They are fully matured at that time and have as much flavor and strength as they will ever have.

It is generally conceded, however, that oysters do considerably better if transplanted to other grounds. The term fattening or finishing ground, is usually applied to places where the currents are such that the oysters will fatten more quickly, or places where the water is shallow and will as a result heat up quicker; oysters fatten more quickly in warmer waters. When they come out of spawn they are poor, but pick up very rapidly until about the middle of November. This is also regulated by the weather.

Don't Like the Cold.

When the water gets cold, the oysters hibernate, the gills being very sensitive to cold. They do not improve after about the first of December until spring. It is during January and February that the oyster grower has his real trouble combating the ice and heavy storms. Some people are still of the opinion that salt water will not freeze.

In February last there were points along the Atlantic Coast where they claim they had 8 feet of ice over oyster beds that growers had expected to be getting oysters from at that time. These are matters that the inland dealer cannot appreciate. It is hard for the retailer to understand why it should be more difficult to obtain oysters when they are most needed, but it is a fact that there are days when it is a physical impossibility for boats to get away from their docks. Many times an attempt is made, but they have to turn back. In such cases the expenses of the growers continue with no recompense.

Dealers will therefore realize the troubles and difficulties the grower sometimes has in mid-winter getting material to supply his trade, and will criticise him less severely in future.

SWORD FISH AND HALIBUT.

Two Lines Now in Season—Comparisons Made Between Them.

Some leaders in the fish line just now are Haddock, Cod, Herring, Halibut, Salmon, Mackerel and Sword Fish.

Perhaps the majority of dealers are familiar with the above lines, and others which are here omitted, but there is considerable doubt as to whether the sword fish is edible, so that a few words about it will not be amiss.

The sword fish season is not a lengthy one, lasting at the limit from six to eight weeks, nor is the catch ever certain or large. But it is claimed that it offers good nutritious food with a greater sustaining power, even than that of the halibut. Furthermore, the grocer can offer a customer a sword fish steak at a most reasonable price.

The dealer, again, who has a fish department—and every grocer should—has a splendid oportunity right here to cause intense interest in his store by securing a sword fish and placing it in a window specially prepared for it. The number of people who would inquire about the monster could be given a little selling talk, and ten to one made carry away enough to try and satisfy themselves of its good rich flavor.

The halibut is another fish of the larger tribe which should have a ready sale everywhere. It is mostly cut up into steaks by the dealer, but the flesh is most delicate and sweeter than that of the sword fish. The bulk of the halibut is caught off the shores of Vancouver in deep water, though they have often been found in shallow inlets. With the large influx of immigrants to the Western provinces there is a ready market for the generally good catch there, while Eastern Canada, supplied by the fisheries off the Maritime coast also provides a steady demand for the full supply.

Editor's Note.—In future issues other seasonable lines will be dealt with in this column, so that clerks and dealers can talk along intelligent lines when asked about any particular fish.

OYSTER CAMPAIGN OF EDUCATION.

The Oyster Growers' and Dealers' Association of North America have decided to spend $15,000 in a campaign of advertising favorable to the oyster. Part of the money will go to monthly and weekly publications. The balance will be used in paying for the preparation and distribution of pamphlets dealing with the oyster as a healthful article of food.

Rolled Oats Decline 25c. Per Barrel

As Predicted Last Week—Approach of New Crop a Weakening Factor—Good Yield Anticipated—Export Flour Trade is Slack—U. S. Exporters Underbid Canadian in Foreign Markets.

Rolled oats are down 25 cents per barrel or 12½ cents per sack this week. The change was announced on Tuesday and is in keeping with our predictions in former issues. True, it is that old oats are a rather scarce commodity and hold a fair tone of steadiness but are lower than when former figures were set on rolled oats.

However, the principal weakening feature that has brought about the decline is the approaching new crop of oats which at present promises well. Estimates ranging from 175 to 200 millions as the yield in Western Canada have been made, while in other parts of the Dominion conditions appear rosy. For instance, Ontario gives promise of a good crop, although numerous rains have not been beneficial by any means.

The decline in rolled oats may probably have the result of stimulating trade somewhat. Some mills report a fair trade and say they expect some booking to be done now.

There is a fair volume of domestic trade in flour for season but export business is slack. Exporters of winter wheat flour are confronted with a difficult proposition. U. S. dealers can buy their wheat cheaper and therefore underbid them in flour on foreign markets. Deliveries of winter wheat in Canada are slow and there was a report current this week that Canadian millers were bringing in U. S. wheat and milling it in bond for export.

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MONTREAL.

FLOUR.—Local market remains steady and indications are that there will be no changes in prices just at present. Export trade in spring wheat is quiet for this time of year, chief cause being the fact that a large good quality crop is expected and lower prices are looked for immediately it is marketed. Consequently the buyers across the water are inclined to wait, making their present supplies last out.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS—Those dealers who followed the market closely and took our recent hints about possible decline have saved money as the market has dropped as forecasted, to the appreciable extent of 25 cents per barrel. There, of course, must have been some doubt about statements as the oat market is getting stronger. However, here is the proof. Trade passing locally is fair, though dealers are not inclined to stock up heavily pending new crop.

Fine oatmeal, single bag lots	....	2 64
Standard oatmeal, single bag lots	....	2 64
Granulated oatmeal, single bag lots.....	....	2 64
Bolted Cornmeal, 100 bags	....	2 25
Rolled oats, jute bags, 90-lb. single bag lots	....	2 27½
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 32½
Rolled oats, barrels	....	5 25
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30

TORONTO.

FLOUR—There is nothing particularly new to report in Manitoba flour. Trade is running along in the usual manner for this time of year and millers and dealers in general are carefully watching the progress of the Western Canadian wheat crop.

The coming together of values on winter wheat and bids on winter wheat flour which is necessary to cause any business to be done is as far off as ever. Deliveries are on a small scale as farmers are busy and wheat prices are maintained while bids from foreign countries will not go above the par of prices offered by other countries. American competition is strong and prices must come down here if business is to be done.

Manitoba Wheat.

1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00

Winter Wheat.

Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS—The decline in rolled oats predicted in our last issue was announced on Tuesday of this week, when prices were reduced 25 cents per barrel or 12½ cents per sack. While there has been a fairly steady tone to old oats, approach of a good sized new crop has brought a weakening in the market and a consequent concession in the finished product.

Rolled oats, small lots, 90 lb. sacks	....	2 37½
Rolled oats, 25 bags to car lots	....	2 27½
Standard and granulated oatmeal, 98-lb. sk.	....	2 64
Rolled wheat, small lots, 100-lb. bbls....	....	3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS—There is no change in mill feed prices. A good demand continues with little offering. This is liable to be the order until milling commences on a larger scale when new crop wheat begins to move forward.

Bran, ton, car lots	....	$22 00
Shorts, ton, car lots	....	26 00

WINNIPEG.

Domestic flour sales are well maintained in the local market, and the export demand is looking up. Rolled oats are easier.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 60
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 20

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Arnold S. Rowntree, York, Eng., and a member of the cocoa firm bearing his name is a visitor to Canada at the present time. He will visit Western Canada.

Produce & Provisions

Pastures Excellent, But Butter High

Reasons Suggested for This State of Affairs—Not Enough Cattle—Season Was Late is Getting Started—Extraordinary Demand for Eggs—Market is Firm—Cheese is Quiet.

It is rather puzzling to some dealers why butter in face of excellent pastures which are now general throughout the country refuses to be dislodged from its present high level.

There is no denying that there is lots of grass. This has been made certain by the abundance of rain we have been having. What then keeps butter at its present fairly steady position?

"There is certainly plenty of grass," said an Ontario wholesaler this week, "but there are not enough cattle to eat it. A year ago last spring farmers sold off their cattle at high prices and now we haven't cows enough to expect any big production. However, there is quite a bit of stuff coming along now. I don't expect to see any big killing in butter this year but it looks like a nice profit for those who have supplies in storage."

Another dealer also referred to the excellency of the grass just now and and also to the fact that the number of cattle was not increasing at same rate as population. "Besides," he said, "the amount of milk being used is increasing enormously and we can't have the milk and butter too. This year is rather exceptional ,too, for stocks were completely cleaned up this spring and the season late in getting under way."

The feature in eggs has been the extraordinary demand bringing somewhat of a change in the situation. At some points receipts have not measured up to demand and wholesalers had to break into fall storage stocks. A week or so ago, dealers thought the U.S. would be able to lend a helping hand in such a case as this but an upward trend in values across the line has shut off the possibility of this just at present. As a result Canadian prices are firmer with slight advances at some centres.

Cheese at present time is rather quiet but holders are firm in their ideas. Country markets keep up pretty well owing to competition in securing better grade of goods, August and September cheese being considered among the best long keepers of the season.

MONTREAL.

PROVISIONS.— Prices for all lines of smoked meats are steady but pure lard is becoming scarce and prices have advanced a quarter cent. The demand for hams and bacon was expected to be large during the past few weeks owing to cooler weather, but it was disappointing though dealers say it must liven up.

Long clear bacon, heavy, lb.		**0 13½**
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		**0 14¼**
Large sizes, 20 to 28 lbs., per lb.		**0 16**
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		**0 18**
Windsor bacon, skinned, backs, per lb.		0 14½
Spiced roll bacon, boneless, short, per lb.		0 14½
Boiled ham, small, skinned, boneless		0 26
Hogs, live, per cwt.		8 50
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		**0 10¾**
Cases, tins, each 10 lb., per lb.		**0 14½**
Cases, tins, each 5 lbs., per lb.		**0 14¾**
Cases, tins, each 3 lbs., per lb.		**0 14¾**
Pails, wood, 20 lbs. net, per lb.		**0 14½**
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		**0 14¼**
Tierces, 375 lbs.. per lb.		**0 14**
One pound bricks		**0 13½**
Compound Lard—		
Boxes, 50 lbs.. per lb.		**0 14½**
Cases, 10-lb. tins, 60 lbs. to case, per lb.		**0 10¾**
Cases, 5-lb. tins, 60 lbs. to case, per lb.		**0 10¾**
Cases, 3-lb. tins, 60 lbs. to case, per lb.		**0 10¾**
Pails, wood, 20 lbs. net, per lb.		**0 10¼**
Pails, tin, 20 lbs. gross, per lb.		**0 14¾**
Tubs, 50 lbs. net, per lb.		**0 10¼**
Tierces, 375 lbs., per lb.		**0 10¼**
One pound bricks		**0 11**
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		27 00
Bean pork		19 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		**23 00**
Clear fat backs		**25 50**
Heavy flank pork, bbl.		**26 50**
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14

BUTTER.—At end of last week prices firmed up at country points and slight advances was scored but an easier feeling has developed and local prices have not been advanced. The demand and consumption are large and indications point to full price throughout the fall and winter.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.		0 25

EGGS.—There has been quite a demand for all grades of eggs and on top of the falling off in supplies this has brought about an increase of a cent all round. The tone of market remains firm and prices may work up further in near future. The market on the whole may be considered active.

New laid eggs, per doz.		0 33
Selects		0 30
No. 1's		0 27

POULTRY.—Practically all lines are on the scarce list and prices show an upward tendency, though an actual increase may not take place, as no heavy demand is expected from the West until the new crop is harvested. There is a fair demand locally with prices unchanged.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

TORONTO.

PROVISIONS. — Mention was made last week that certain dealers had higher ideas on lard. This seems to be becoming more general and quotations are firmer by about ½ cent per pound. Stocks cannot be described as large, while a good selling season is not far distant.

As far as smoked and cooked meats are concerned, there is nothing particularly new to report. Cooler weather than usual may have robbed trade of some of its activity this summer but on the whole, dealers appear quite well satisfied with the season.

Live hog market shows little change.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 13	0 13½
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13½	0 13¾
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.		0 13½
Lard, tubs, per lb.		0 13¾
Lard, pails, per lb.		0 14
Lard, compounds, per lb., tierces		0 10
Live hogs, local		8 55
Live hogs, at country points		8 25
Dressed hogs	11 75	12 25

BUTTER.—With the goodly number of rains that we have been having for some time, the growth of grass is luxuriant. This does not appear to be weighing down the butter market much, although some dealers note a good quanti-

ty coming along and a slightly easier undertone. This has not been reflected in quotations, however, for some dealers for instance, are quoting dairy slightly firmer.

There appears to be a fair supply of butter moving marketward just now but there has not been much accumulation. It is pointed out by one wholesaler that season was late in getting under way so that production has kept behind what it otherwise would have been.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 24
Dairy solids	0 22	0 23

EGGS—The egg market is still rather puzzling. While production is on a fair scale and outside dealers say they are not storing, still market maintains a strong front, values in the country haven't taken on a somewhat firmer tone during past week.

Eggs across the line have taken a firmer tone. There is no change in selling prices here.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—Practically no old cheese left on market. Prices are nominal. New cheese shows no marked change, a fair volume of business being transacted. Stiltons in box of about 40 lbs—4 cheese to box—is quoted at 18 cents. Limberger is worth the same price.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14¼	0 14½
Twin	0 14½	0 14¾
½ Twin	0 14¾	0 15

Poultry.—There has been quite a marked change in poultry situation, there being flood of goods with corresponding slump in prices. Values are generally lower. This is a fair selling season but not real busy, while good quantities of poultry are being shipped in.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	....	0 14
Spring ducks	0 10	0 12
Old fowl	....	0 10
Roosters	0 07	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 20	0 23
Spring ducks, dressed, lb.	0 14	0 18
Fowl, dressed	0 12	0 13

HONEY.—There is quite a quantity of new season's honey coming along. It is meeting with a fair sale. No. 1 pound combs of white clover honey are worth $2.75 to $3.00 per dozen, No. 2, about $2.40, and some No. 3 at $2.25. Nearly all comb honey is sent out in glass front cases which makes an excellent method of displaying the goods.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS — There is a first-class local demand for cured meats and lard with prices steady. Butter is unchanged this week. Eggs steady, and in good demand. Cheese is firm and any hopes of declining prices may be abandoned.

Lard, tierces	....	0 13¾
3 lb. tins, cases	....	8 [illegible]
5 lb. tins, cases	....	8 80
10 lb. tins, cases	....	8 20
20 lb. pails	....	2 85
50 lb. tubs	....	7 00
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 14
Short clear	....	0 14
Shoulders	....	0 14¼
Bacon	0 18	0 19½
Cheese—		
Ontario large	....	0 15½
Ontario twins	....	0 15¾
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 29	0 27½
Dairy	0 18	0 24
Eggs, fresh laid, Manitoba	0 22	0 23

Making Most of Provisions in Summer

How Dealer in Summer Resort District is Making Good Profit in Lines Such as Breakfast Bacon and Cooked Meats — Uses Display Refrigerator Because He Maintains These Goods Will Sell Better if They Can Be Seen.

That bright opportunities for the sale of provisions lurk where many a person would hardly consider it possible to work up anything like an appreciable trade is shown in the case of C. Coon, general merchant at Trent River, Ont.

This is a small country hamlet near Havelock, Ont., which during the greater part of the year can lay claim to but a meager population. This, however, is swelled to appreciable proportions during the summer months. It is a summer resort which lures to its neighborhood, people from many of the surrounding towns as well as many from Toronto and other cities of Ontario.

Provisions a Feature in Summer.

It is this annual influx of campers in search of the usual features that go along with an outing that makes this provision department possible. This store has not been slow to take advantage of the opportunities thus presented and specializes on this particular line during the summer months.

Mr. Coon, realizing that fresh meat was difficult to secure at this point, concluded there would naturally be a call for smoked varieties. This demand he prepared to care for. True, it is that the river close at hand offered the possibility of fresh fish to the camper, but all people do not go there to fish and some who go to fish find that their catch falls far below the amount of sustenance their appetite demands.

Bacon and Cooked Ham.

One of the lines which has been given particular attention is breakfast bacon. Anyone who has spent some time in camp knows what an appetizing thing, breakfast bacon is for the morning meal. The result is that a good deal is sold.

Another line that has been swung to the fore in this department is cooked ham. The reason for this is apparent. Such uncongenial work as the cooking of meat on a warm summer's day does not connect up well with holidays. When they betake themselves to summer haunts, people evade cooking as much as possible. They want something ready-prepared, and this is the reason that cooked ham is an especially popular article at the summer resort.

Went Strong After Sales.

Carmen Coon, son of the proprietor, realized that it was good business to specialize on these lines during the summer. He also recognized that meats had to be kept in proper condition if more business was to follow. It was also evident to him that if best results were to be attained these lines must be placed where people may see them. It is the display that begets purchases. He set to work to devise a means of display.

An ordinary flat glass counter show case six feet is length was secured. In the centre of this a galvanized iron tray which would hold a fair-sized piece of ice was placed. Leading from the tray was piping to carry off the water from the ice. On either side different varieties of provisions were placed. Thus meats were kept at the proper temperature and always prominently before people who visited the store.

Mr. Coon states that his display refrigerator has helped the sale of these lines considerably.

PUT ON A 25 CENT SALE.

Toronto, Aug. 29.—Miller's Grocery, 632 Yonge St., took advantage of the coming of the National Exhibition to do a little extra advertising. A circular headed ,"Exhibition Specials," was sent out to customers. It contained a list of goods which might be purchased for 25c which was headed "25c Bargains," and contained such items as 3 lb. currants, 3 lbs. raisins, 6 lbs. cooking rice, 4 lbs. cooking figs, 2 tins new seasons finnan haddie, etc., etc. At the bottom attention was called to fresh shipments of fruit received daily.

PON-HONOR
GUNNS
FOOD PRODUCTS

We extend a cordial invitation to the trade to visit our exhibits at the Toronto Exhibition

in the Dairy Building,
in the Manufacturers' Building,
in the Horticultural Building,
also our Packing House at West Toronto.

GUNNS LIMITED, PORK AND BEEF PACKERS

WEST TORONTO, ONT. **Montreal, St. John, N.B.**

Travellers and Agents everywhere.

FEARMAN'S "STAR BRAND"

English Breakfast BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 50
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss ...	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case).....	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Pioneers of Canada's Fish Trade

By entrusting us with your business, you can rely on receiving only the highest quality fish, because we started out years ago to develop the Canadian fish business with quality as our basis. To-day, our products are being distributed right from Halifax to Vancouver and the general consensus of opinion is—" they are excellent."

FISH IN PLACE OF MEAT REDUCES BILLS 50% — ASK US AND WE'LL SHOW YOU WHY.

"Canada" Brand Pure Boneless Cod Fish

BONELESS FISH

Canada Tablet	20 1 lb. Tablets.
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips.
Atlantic Special	20 lbs. 1 lb. and 2 lb. Blocks.
Mariner Brand	25 lbs. Bulk.
Cod Bits	25 lbs. Bulk.

SKINLESS FISH

Eastern Fifties	50 lb. Boxes.
Eastern Hundreds	100 lb. Boxes.

"CANADA" BONELESS COD.

For purity, tastiness and delicacy, is the undoubted leader, and besides netting you a handsome profit, you can count on it to bring the customer back for more.

Large Dried Cod Fish by the Quintal. Large Fat July Salt Herring by Car Load.

The North Atlantic Fisheries Limited

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch, 47 William Street, MONTREAL

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $8 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	3 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅜
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."		
1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35
"IMPERIAL SCOTCH."		
1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz.	2 50
Vanilla contains 2 dozen	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	$ 3 00
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Exhibition

You are coming to our great Fair next week and we shall be glad if you will call and see us when in the City and use our offices for your convenience.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs.. at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.
Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	33
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz...	$1 85
3's, 2 doz case, per doz .	1 35
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	60
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.
MINTO BROS.
45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

COME—LOOK AND LEARN

How to increase your profits with a **Royal System**

Our display will be found in the north wing near the north door of the Industrial Building at the

Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee

One of 72 styles

Royal Coffee Roasters enable the progressive **merchant** to roast his **own** "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

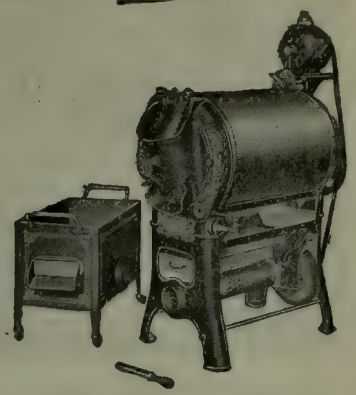
Write for free catalogue to-day

The A. J. DEER CO., Inc.

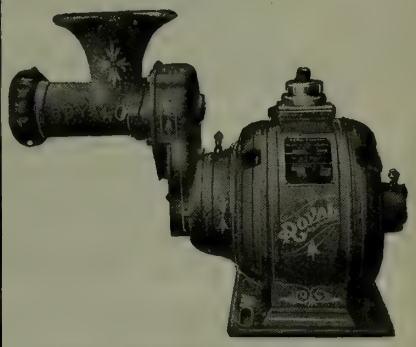
154 West St., - Hornell, N.Y., U.S.A.

Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER



Capacity from 10 to 150 lbs. according to size.



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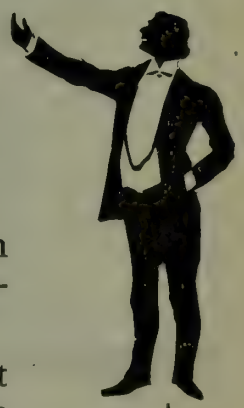
Cuts the meat twice in one operation

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?



We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, agressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

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NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

BANANAS
Tomatoes
Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

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LEMON BROS.
Owen Sound, Ontario

"St. Nicholas,"
"Home Guard,"
"Puck,"
"Kicking" Brands

Messina Lemons are honestly packed with fruit of Quality — they are money-makers for you — year in and year out.

J. J. McCABE
Agent
Toronto, Ont.

WHITE DOVE
Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey
MONTREAL, QUE.

53 Highest Awards in Europe and America

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CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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Established 1780
Montreal, Can. Dorchester, Mass.

Supplied by Appointment to the House of Lords

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Delicious
Fruity
Appetizing

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Ask your Jobber or apply direct

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J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
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The Standard Brokerage Co.
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Peaches

Plums

Pears

Fine quality Crawford Peaches arriving in large quantities. Local Fruits and Vegetables in abundance.

Oranges, Lemons, Bananas, California Pears, Peaches, Plums, Grapes.

WHITE & CO., LTD.

"THE FANCY FRUIT HOUSE"

TORONTO and HAMILTON

Everybody's Doin' It

DOIN' WHAT ?

Why ordering their fruit supply from WALKER'S either at Guelph or North Bay.

Full supplies of all seasonable fruits at both places.

Have us put your name on our mailing list for weekly quotations.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

A Scientific Discovery

The mechanical process of homogenization is a recent scientific discovery by which milk can be kept indefinitely in any temperature but frost. It intricately mixes the milk and cream by the breaking of the little globules, which makes it more wholesome and nutritious than ordinary milk. When drinking it one has the sensation of drinking thin cream. It is always pure, sterile and sweet, and is the great boon to mankind by which every dealer can profit.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited

371 Queen Street West, Toronto, Ont.

CARTER'S

Big Wheel Lemonade Powder

Table Jellies Mustard Powder

etc., etc.

H. W. Carter & Co., Ltd.

BRISTOL - - ENGLAND

WORLD RENOWNED
C.F.St.&Co.
BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

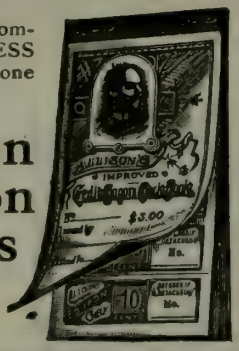
(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, - - - ONTARIO

CREDIT customers make LESS trouble than anyone else, where

Allison Coupon Books



are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Ind.

For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WN.

When writing advertisers, kindly mention this paper.

When writing advertisers, kindly mention this paper.

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. **"Litster's" means purity** and **satisfaction for your customers** and **satisfactory profits to you.**

Half-Minute Puddings,
Jellies,
Custards, Salad Dressings
(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell *McVITIE & PRICE'S Biscuits* you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

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Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY, EDMONTON and LETHBRIDGE

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case	$3.50
Princess Condensed Milk, 4 doz. in case	$4.20
Banner Condensed Milk, 4 doz. in case	$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following Jobbers for our illustrated catalogue

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HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

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Woodruff & Edwards
CO.
ELGIN ILL., U.S.A.

PATERSON'S WORCESTERSHIRE SAUCE

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it, you will find Paterson's Worcester Stock a winning item on your list.

ROWAT & CO.

Glasgow, - Scotland

CANADIAN DISTRIBUTORS:
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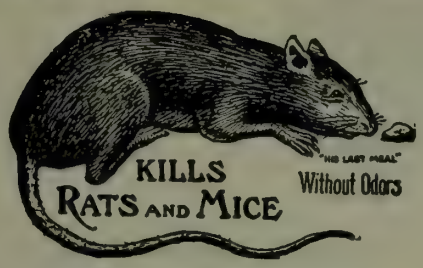
RAT CORN



Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.20	$14.40	One dozen in box for counter Display.
25c Can	2.00	24.00	
50c Can	4.00	48.00	Half dozen in box for Counter Display.
1.00 Can	8.00	96.00	

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

Sterling BRAND

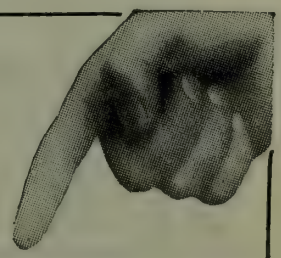
BRAND CATSUPS

are just like the kind mother would have been able to make if she had known and used all the modern and scientific methods and machinery and the best quality of ingredients in making catsup. Your customers will not want "mother's" when you sell them Sterling Brand. So piquant and appetizing, the kind your customers will like, and it's the kind that makes a good business for the grocer

If you are at the Exhibition over the holiday (Labor Day) make your headquarters at our booth.

THE T. A. LYTLE CO., LTD.
STERLING ROAD - TORONTO

No Sound
No Odor
No Danger
with the



A well-made match, with a substantial stem and head. An excellent shelf stock which brings you good profits.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

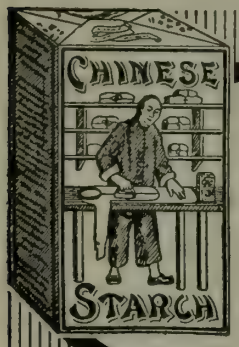
Trade Mark of Quality

PICKLING SEASON HERE

Now, is the time, Mr. Grocer, to have a full line of spices, chillies, peppers, etc., to supply your customers for the pickling season.

Our SWEETHEART BRAND SPICES are guaranteed to be absolutely pure. Cleaned by our new vacuum system, and free from dust and dirt, our PICKLING SPICE is a favorite with all.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.



Do You Want A Good Seller?

CHINESE STARCH

has proven itself a popular seller wherever introduced. The quality and quantity are the two big features that take so well with the housewife. Each package contains full 16 oz., while the Chinaman on the package is a guarantee of the quality. The profits are large.

Write for list of our products and prices.

AGENTS: Standard Brokerage Co., Vancouver, B. C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhee, Hamilton, Ont.. The Lawrence Nfld.Co., Ltd., St.John's, Nfld. J J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, M quelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS MONTREAL

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

'TIS SAID

that the housewife's work is never done, but any article that will lessen the labors of wash-day is a welcome guest in any household.

WONDERFUL SOAP

is unequalled for rapid and thorough cleansing of soiled clothes. Wonderful soap does not injure the finest fabrics—its good value is maintained until the cake is finished.
We sell the good article and offer *no* premiums.

The Guelph Soap Company
GUELPH - - ONTARIO

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.
Quebec Winnipeg

WRITE ABOUT

Maple Sugar - - Chewing Tobacco
Master Mason - - Smoking Tobacco
Rose Quesnel Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 3c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION WANTED

FRENCH PENSIONED OFFICER, WITH medals, energetic, has been in business for the last 6 years, requires representation of reliable articles yielding good profits. Write, with conditions, to Mourcois, 17 Bureau Restant, Prefecture, Marseille, France.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat. alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

INVITATIONS GALORE

have been issued to housewives from every part of the country to visit us at The National Exhibition and let us tell you that the thousands who have already come and seen

The Ermaline Cooking Bag

in use are tickled to death!

There are thousands of others yet to see us. The natural result of our demonstration will be

A Big Demand

Get Ready Now.
Ask Your Wholesaler or Write Direct.

Edward Lloyd

LIMITED
MONTREAL

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.

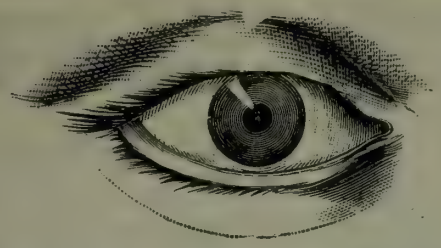
Agents:

Wm. H. Dunn Montreal and Toronto

Hamblin & Brereton Winnipeg and Vancouver, B. C.

T. A. MacNab & Co., St. John's, Newfoundland

CARR & CO. CARLISLE ENGLAND



Keep Your Eye

on Jam this year. Prices of Old Country Jams have advanced, and may go higher. You will have a ready sale for a high class compound.

King (Compound) Jam

is the leader to-day. This is no idle boast. We can prove it, and the price is suitable both to you and consumer.

"Delicious" is what the trade says.

Let us send you a small pot for trial.

Labrecque & Pellerin

MONTREAL

AGENTS

J. HUNTER WHITE - St. John, N. B.
J. J. GILMOR & CO. - Winnipeg

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Sardines

Are a Healthy Food

By Special royal permission

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and ecomonical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

SPICELETS

The purest spices sell the surest—
SELL HUGMAN'S PURE SPICES
For a proper spicy pickle flavor—
SELL HUGMAN'S PURE SPICES
Pure vegetables and impure spices disagree—
SELL HUGMAN'S PURE SPICES

(Facsimile of package.)

HAND THE CUSTOMER HUGMAN'S SILVER PACKAGE AND SHE GETS SPICES AS PURE AS GOLD.

A. W. Hugman, Limited
286-288 St. Paul St. - MONTREAL

How About Cheese Sales?

Made in Canada

Are there as many as you expect? Are you getting the profit you should? These are questions that should interest every grocer, and if we prove our claim that we can increase these sales and guard your profit you will be pleased you wrote us.

Hundreds of grocers from all parts of Canada have benefited with our advice. Ask us for information that will enable you to sell **more** cheese and receive **better** profits from the sales. The **safe** way is the **Perfection** way.

AMERICAN COMPUTING CO.
OF CANADA, Limited
HAMILTON, - ONTARIO

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :--

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

"By Their Works"

Every housewife must needs use a broom, and unless you stock a good trade your other business will suffer. Sell them a W. W. Co. broom and you are sure then of giving them satisfaction. By their works you will profit by getting the buyer's steady trade in all lines.

Walter Woods & Co.
HAMILTON and WINNIPEG

Elgin Brand

Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

There is a Demand for BOVRIL!

YOU SHOULD KEEP IT IN THE FRONT

Goods that are not advertised are not asked for, but goods that have a demand already created through extensive advertising are a good buy. Bovril is in this class, and if you will push it you will find your customers know it and its value, consequently you make an easy sale. Let us supply free to you a set of handsome store and window cards, which will bring you immediate trade.

There is a good summer sale of Bovril. The great size of the Bovril concern is a clinching proof of the public patronage. Consider it—the Bovril estates cover 438,082 acres in the Argentine, and 9,261,400 acres in Australia.

BOVRIL
LIMITED
MONTREAL

BE PREPARED FOR THE HOME-COMING OF YOUR CUSTOMERS

They will arrive home to find their carpets and floors covered with dust, moths flying around and a musty disagreeable odor in the house. It is only natural that they should look to you to help them out.

Supply them with

SOCLEAN

the dustless sweeping compound. It will uphold your recommendation, for the housewife will find that it takes up every particle of dust, brightens the carpets, kills the moths and leaves a clean, sweet odor after sweeping.

Order to-day from your wholesalers or direct and reap the splendid profits and repeat orders SOCLEAN will give you.

SOCLEAN LIMITED

"Originators of Dustless Sweeping"

TORONTO

J. J. GILMOR & CO., WINNIPEG,
Agents for Western Canada.

HEDLEY M. SUCKLING & CO.,
Agents for Montreal.

W. R. BARNARD & CO.,
Agents for Ottawa.

Certainly You Are Working To Make Your Business a Success

You can ease it a whole lot if you study your lines, and when you are satisfied that you have obtained the finest procurable, in VALUE and QUALITY, then push the sale of them.

If you are not already pushing L. & B. Banner Brand Jams and Jellies you should try them, because they are a **Value** and **Quality** line that assist the success of the business.

Packed only in 2, 5 and 7 lb. gold lacquered pails, and 30 lb. wooden pails.

Lindner & Benner
291 Arthur St., TORONTO
Phone Park 2985
WESTERN AGENTS:
Laing Bros., Wholesale Grocers, Winnipeg, Man.

With
SELECTED VALENCIAS
Costing 8 Cents
THE WISE ONES
Are Getting In
Their Orders Now

MATHEWSON'S SONS
Montreal

"Le Soleil" PEAS "Le Soleil"

Our big shipment of canned peas of this famous brand is expected daily, and we will be ready to start delivery after September 1st.

Of this large lot we have but 1,570 cases assorted left unsold.

Orders are coming in daily, so if you do not wish to be disappointed, book your order immediately.

IMPORTED MUSHROOMS.
700 cs. assorted.

We need not say anything about the high quality. They are from France, the brand being **Lecourt.**

EXTRA CHOICE,
FIRST CHOICE,
CHOICE,
HOTEL.

Deliveries will be made after Sept. 1st.

WATERS FROM THE VICHY BASIN
Always in Stock.

LA ST. NICOLAS — LA SANITAS
LA NEPTUNE — LA CAPITALE

These are the purest of waters at Rock Bottom Prices. Order now.

LEMONADES FROM VICHY BASIN
The superior quality of
LA SAVOUREUSE & LA ST. NICOLAS
has created a universal demand.

JUST IN
A CARLOAD OF LAGER
From Miller, Milwaukee.
In bbls. of 120 half btls. .....$12.50 bbl.
In cs. of 2 doz. ..... 1.30 doz.

ALSO
1 carload of the famous Malt Extract
(Miller)
In bls. of 8 doz. .....$1.95 doz.
In cs. of 2 doz. ..... 2.00 doz.

A post card now will save money surely.

WRITE, PHONE OR WIRE.

Laporte, Martin & Cie.
Limitee
Tel. M. 3766 — 568 St. Paul Street
Montreal

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Don't Miss the Exhibit of

Redpath Sugar

At the Toronto Exbibition

REDPATH Sugar is to the front again with a most interesting exhibit in the Manufacturers' Building Annex, under the Grand Stand at the big Fair.

Here are shown samples of sugar in the different stages of refining, from the raw sugar to the pure white crystals of REDPATH Extra Granulated, and the sparkling Paris Lumps. The Exhibit shows very clearly the great difference between REDPATH and second grade sugars.

REDPATH was the first sugar refined in Canada—the first shown at the Toronto Exhibition—the first Canadian Sugar marketed in 2 and 5 Pound Sealed Cartons—and for over half a century it has stood first in the estimation of both the Trade and the public.

The Canada Sugar Refining Co., Limited, Montreal

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO MONTREAL WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S

Worcestershire

SAUCE

WORCESTERSHIRE SAUCE
HOLBROOK & Co
LONDON,
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
AND THROUGHOUT THE CIVILIZED WORLD
THIS LABEL IS ISSUED BY HOLBROOKS, LIMITED

Imported Absolutely!!

The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

Don't be hobbled—

Cut Loose From Poor Flour

WHEN a flour stops pulling, Brother Grocer, it *drags*. How can you forge ahead with poor quality neutralizing your efforts?

Are you working for your competitor or for yourself? Stop wasting your energy, your planning, your enthusiasm.

Cut loose from *poor* flour once for all.

For the very best salesmen you have can't make bad flour good, nor can it ever make good itself.

Cut loose from dissatisfaction, impatience, apologetic explanation, from dreams that never come true.

Consider now FIVE ROSES flour, Brother Grocer.

Ever since 1888 it has helped realize the hopes of the best retailers, brought back the customer and done missionary work outside.

Many a grocer has *changed the drag into a pull* by merely changing his brand to FIVE ROSES.

What else could you expect from a flour that has jumped its sales from 800 barrels to 10,500 barrels?

Customers with the *same* flour needs as *you* write us that FIVE ROSES sales are going up, *always going up.*

Are you going to be held back any longer?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Toronto
Ottawa
London
Sudbury

"The House of Character"

Capacity—10,500 bbls. daily

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached

Not Blended

THIS IS THE 1,291st ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, SEPTEMBER 6, 1912 No. 36

"REGAL" SALT

Will stay dry and free running at all seasons of the year.

"Regal" Salt will stop all Salt "Kicks" Bro. Grocer.

"REGAL" Salt will put you in right with your customers. You'll never have a complaint about salt getting damp or soggy—after you start to sell "Regal" Salt. This is the very finest grain of the famous WINDSOR TABLE SALT with a small percentage of Magnesium Carbonate added, to make the salt free running and dry at all times. Better still, we put up "Regal" Salt in airtight, germproof, parafin-coated pure wood fibre cartons, which protect the salt from dust, moisture and odors. Be the first in your town to sell "Regal" Salt, and get all this fine trade. Write for prices.

The Canadian Salt Co., Limited

Windsor, Ontario

Three Essential Points

Quality—Value—Popularity

Imperial Products

Comprise the Three

MacLAREN'S PEANUT BUTTER

Is becoming more popular every day.

Both the Children and their Mothers sampled it, and will want more.

See you have it for them.

THE CENTRE OF ATTRACTION

Our demonstrators at the Exhibition report that

PIMENTO CHEESE

was quite the rage.

See you have it in stock to meet the demand of the thousands who sampled it.

Order through your Jobber or Provision Merchant.

MAC LAREN'S
CANADA
CREAM CHEESE
NEVER BECOMES HARD OR DRY
THERE IS NO WASTE AS EVERY ATOM CAN BE USED
KEEP IN A COOL PLACE
MANUFACTURED AND GUARANTEED BY
MAC LAREN IMPERIAL CHEESE CO LTD.
WOODSTOCK
WELLESLEY AND TORONTO ONT.

MacLAREN IMPERIAL CHEESE CO., Limited

Offices: TORONTO MONTREAL CALGARY DETROIT, MICH.

Factories: WOODSTOCK WELLESLEY BANCROFT, MICH.

GRIFFIN & SKELLEY'S

Dried and Canned Fruits are High Quality Goods. Your Energy Will Not be Wasted if You Push Goods with the Griffin Trademark.

ARTHUR P. TIPPET & CO.

AGENTS

MONTREAL *TORONTO*

WASTING YOUR ENERGIES?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it, 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of products we represent, because they have stood the test. People who buy them once will buy them again and again. Briefly the intrinsic merit of these articles backs up the highest praise you can give them.

DRIED FRUITS

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy

CANNED FRUITS

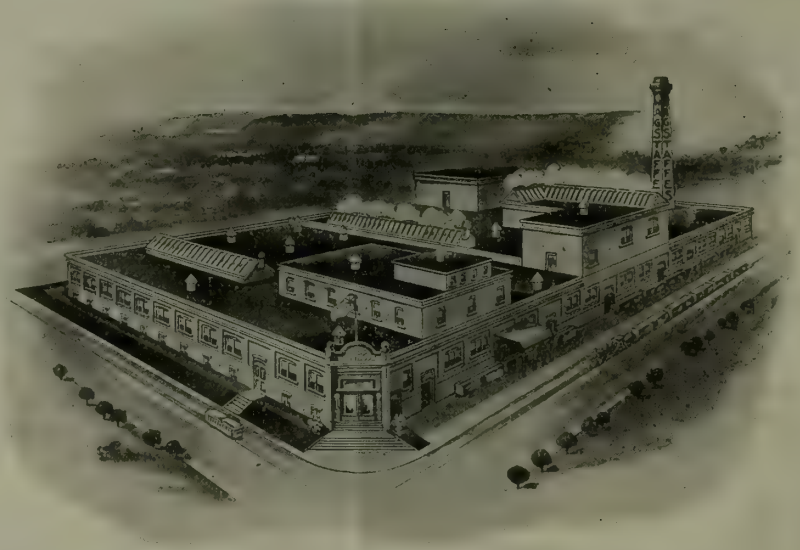
Griffin & Skelley's Pure Canned Goods, picked by skillful hands, chosen by ever watchful eyes, packed in the Factory of Precision—the best that Dollars and Cents and Brains and Sense can offer particular folks.

Canned Apricots, Peaches, Plums, Pears, Cherries, Asparagus, and other wanted table fruits. Quality Goods.

WAGSTAFFE'S

Fine Old English

Prepared in Copper Kettles boiled in Silver Pans



Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

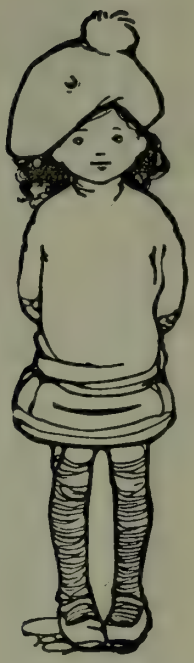
ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.



The Original and Leading Brand
Since 1857

CHILDREN of all nations flourish on the BORDEN BRANDS of Milk products, the wholesomeness, purity and the nutritious qualities of these lines are unsurpassable. This makes one of the best talking points to your patrons and the best recommendation to you to stock and feature

BORDEN'S PRODUCTS

Only the richest full cream milk is used in the scientific, careful and perfect condensing in a clean sanitary plant.

You know our brands, your customers know them because they are widely advertised for you to your customers, in newspapers, on billboards the country over and a large exhibit at the Toronto Exhibition. It's easy to sell Borden's Brands, and one sale ensures another, and that means money for you.

BORDEN MILK CO.

LIMITED

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver

Two Brands of RAISINS with An Unequalled Reputation

"BEAVER" "W. ABEL"

VALENCIAS

These brands—"Beaver", the fancy quality—and "W. Abel", the standard—you probably know well by their unequalled reputation.

They are yearly increasing in favor with the grocery trade of Canada because of their uniform high quality. Shipped by Mahiques, Domenech & Co., Denia, Spain.

TRADE MARK

This Name---

Jose Segalerva MALAGA SPAIN

Means Perfect Quality and Packing in Malaga Table Raisins

Users of table raisins, and they are constantly increasing, know and appreciate this brand of Malaga Table Raisins. Jose Segalerva name is the guarantee of perfect fruit, perfectly packed.

Your wholesaler can supply you.

Rose & Laflamme Limited
Montreal - Toronto

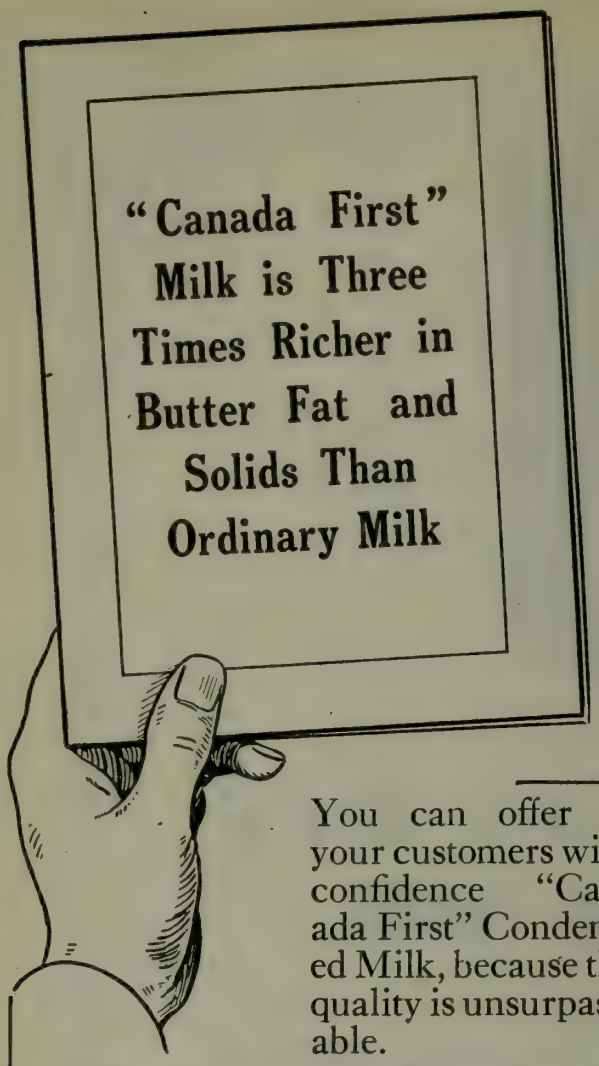
Sell Your Customer a Full Case of "SIMCOE" BAKED BEANS

Suggest to your customers to buy "Simcoe" Baked Beans by the case. They will at once appreciate the saving they can make in buying the larger quantity. Tell them how much cheaper "SIMCOE" Brand Baked Beans are than other brands. Tell them how we bought in advance when beans were only $1.80 per bushel and now when the market quotations for White Beans are $3.00 per bushel we still sell the family size at the same low price. This will help reduce the high cost of living and will mean a rapid and large turnover for you.

Feature the 3's Family size.
"A larger tin at a smaller price."

DOMINION CANNERS LIMITED

HAMILTON, CANADA



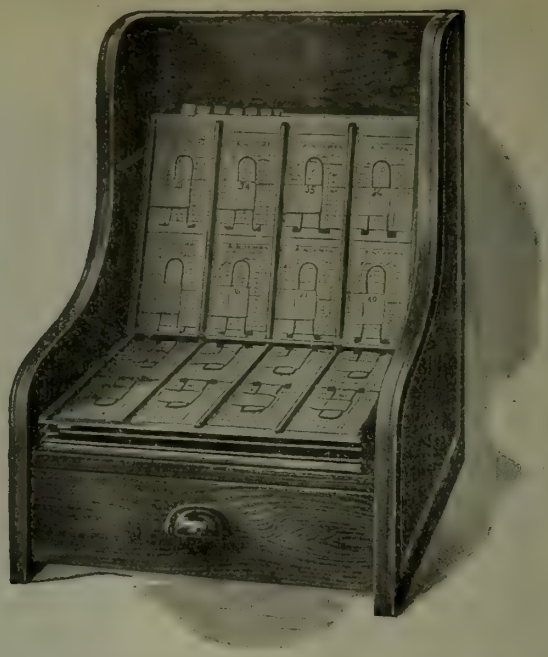
You can offer to your customers with confidence "Canada First" Condensed Milk, because the quality is unsurpassable.

Your customer also knows that his source of milk supply is always sure, ready and reliable.

Canada First Milk (Sweetened and Unsweetened) is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

It sells easily and rapidly.

The Aylmer Condensed Milk Co.,
Limited
Factory: AYLMER, ONT.
Business Offices: HAMILTON.



With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN
Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail bookkeeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON

Clark's Pork and Beans

Your Own Experience.

Mr Grocer, is usually your safest guide in the selection of your stock in trade.

Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

Does your own experience coincide with Clark's?

We leave it to you to decide.

WM.

CLARK

MONTREAL

Enlarged Size of Package

The popular 25c pail of **Soclean** has been enlarged, and the higher priced 50c and $1.00 pails have been reduced to 40c and 75c respectively.

We always aim to give the best possible value, and as the quality of the product had reached the acme of perfection, it was impossible to give better quality, so we decided to give more quantity.

YOUR CUSTOMERS are returning home from their summer vacations now and will begin at once to clean up the dust and dirt that has accumulated during their absence. While now, as fall advances, all of your customers' minds will be turned to thoughts of cleaning, it is to every dealer's benefit to stock and recommend **"SOCLEAN"** (the Dustless Sweeping Compound). Tell your patrons of its dust absorbing qualities, the way it cleans floors, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping. Soclean gives good profit and makes satisfied customers.

Order from your jobber or direct.

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.

Agents for Montreal: HEDLEY M. SUCKLING & CO.

Agents for Ottawa: W. R. BARNARD & CO,

SOCLEAN LIMITED

" The Originators of Dustless Sweeping "

TORONTO

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S
GOLDEN PUFF

PRICES AND SAMPLE ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE MINE WITH CHEESE"

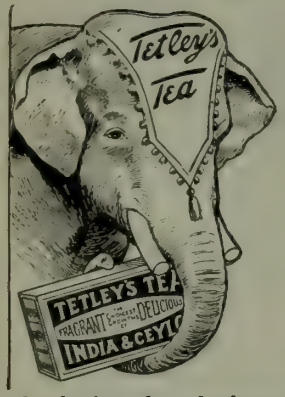
ILLUSTRATED ALBUM ON APPLICATION.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

TETLEY'S



Look for the elephant on every package—the guarantee of quality and excellence.

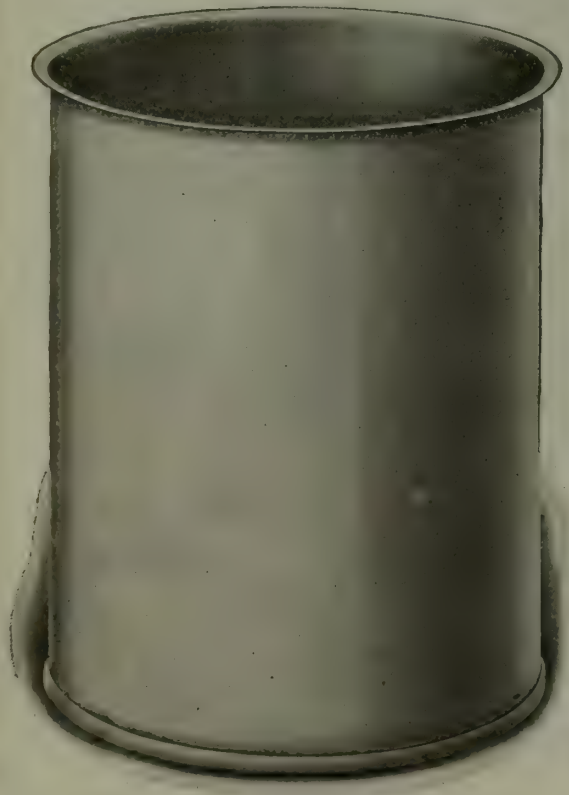
Beware of Imitations

has no rival. It is in a class by itself. There is always one by which the rest are measured. In the tea market that one has always been, and is to-day, **TETLEY'S**. Ask the particular buyer of good tea, and the answer is invariably **TETLEY'S**.

Put up to sell at $1.00, 75c, 60c, 50c, 40c.

JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

A RECORD

has been created by

White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices.

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg.

L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.

Schofield & Beer, St. John, N.B.

CANADIAN AGENTS:

Standard Brokerage Co., 1640 First Ave., West, Vancouver, B.C.

W. L. Mackenzie & Co. 606a Centre St., Calgary.

WHITE-COTTELL'S MALT VINEGAR

CAMBERWELL, LONDON, ENG

WHITE-COTTELL'S MALT VINEGAR

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT LIMITED

Manufacturers

MONTREAL

Uniformity | Reliability

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

Manufacturers, Agents and Warehousemen

For twenty-seven years we have been represented in Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

are stocked at all times with our wares:

Matches, Woodenware, Fibreware, Washboards, Wrapping Paper, Paper Bags, Printing Paper, Paper Cutters, etc.

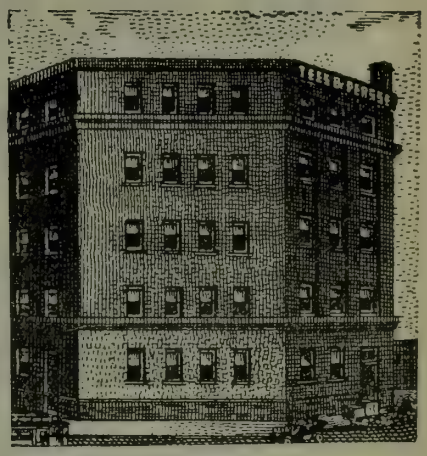
Their operations extend

"From the Great Lakes to the Rockies,"

The E. B. Eddy Co., Limited
Hull, Canada

TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

How Would You Solve This Problem?

There are, say, half a dozen makes of electric coffee mills. They are of all types and sizes and of all prices. Your problem may be to select the one to suit **your** taste, and not what someone **thinks** your taste ought to be. How would you go about it?

Would you take somebody's recommendation and let it go at that, satisfied with your efforts?

Or would you find out for yourself which machine suited your taste, and then be satisfied to know th you were getting the best.

Wouldn't it be a good idea then to look into the COLES? It ranks with the best and meets your price.

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LOVELL'S BAG and PACKET MACHINERY Limited, - - - LONDON, Eng.

ANTI-DUST

would not enjoy the popularity it does to-day if there was not merit with it, nor would dealers keep doubling their orders if they were not satisfied that it is the fastest selling and most reliable *sweeping compound* on the market.

Sure death to germs, etc.

Makes old carpets like new.

Anti-Dust in the Green and White Tin has the housewife's attention. Are you getting your share of the trade?

SAPHO MFG. CO., Ltd., Montreal

Ontario Agents: MacLaren Imperial Cheese Co., Toronto

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

MR. GROCER!

Don't let the hot weather interfere with profits.
Investigate the merits of the new

"WALKER"
Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

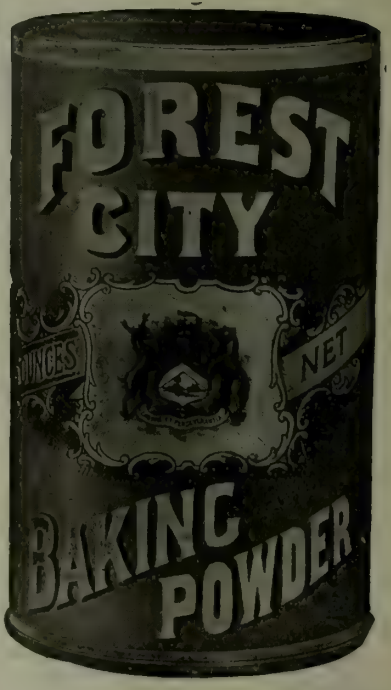
Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.



GORMAN, ECKERT & CO.
LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

When you are selling sugar for fine preserves give your customers the BEST.

St. Lawrence Granulated

is made from Pure Cane raws and contains 100% of Cane Sugar.

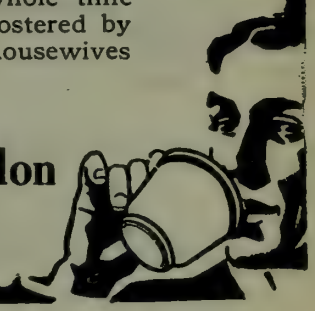
SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES

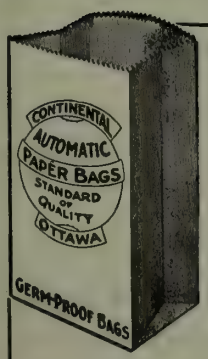
Pure Food Products

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz's foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. HEINZ COMPANY



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA - - - ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

FURUYA & NISHIMURA

are receiving shipments of

JAPAN TEAS

every week. Ask their Brokers for samples.

'NUFF SED

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
148-149 University Ave., TORONTO

A SUGGESTION

A good many Red Rose Tea coupons obtained at the Toronto Exhibition will probably be handed in to you by your customers.

We served the 40c quality at the Exhibition—why not suggest to your customers when they present the coupons that they try a package of the 40c this time, mentioning that that was the tea they drank when they obtained the coupon.

It seems to us a good chance to change some of your tea trade from the 30 to 40c. We hope the suggestion may prove of some worth to you.

T. H. ESTABROOKS CO., LIMITED
7 Front Street East
TORONTO

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.
You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N
KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

CURRANTS
We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

It arises them up **Common Sense** **KILLS** { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders, is rapidly winning its way.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Buyers' Guide

YOUR TOBACCO DEPARTMENT

will look a great deal better if you have our travellers call and suggest some re-arrangement.

PIPES CIGARS TOBACCOS

CANADIAN LEAF TOBACCO (Specialty)
J. A. FOREST, 189 Amherst St., Montreal.

WRAPPING PAPER

has advanced. You know that, eh? Have you got the best at the price? Perhaps not. We can supply it, though.

Paper Bags—A Specialty.
Courtesy. Satisfaction.

COUVRETTE & SAURIOL - Montreal

I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave. Montreal.

AUTO ROACH KILLER

means **awe** to every class of insect, because where this powder is sprinkled no insect or vermin can possibly exist. There are other preparations on the market, but this one is positively guaranteed. We want representation.

AUTO ROACH KILLER CO. - Montreal.

COON SHOE POLISH
FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanorale, P.Q.

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

WHEN COMTE'S COFFEE

was first marketed it "took" because of its unequalled flavor. It has been "taking" ever since. Have you tried it yet? If not, **do it now.** Write

AUGUSTIN COMTE & CIE - Montreal

VOL-PEEK

No necessity to throw away pots or pans or any agateware when **Vol-Peek** is at hand. Mends **surely** in 2 minutes. Just fancy the sale!

Fine Proposition for Western Agent.
Agents, write us about selling rights for Western Canada.

H. NAGLE & CO. - - - Montreal.

SULTANA (Brand) TURKISH DELIGHT

is the big confectionery seller to-day. The real thing, the most delicious of confections. Write

ORIENTAL PRODUCE CO. - Montreal.

Ontario and Northwestern Agents,
MacLaren Imperial Cheese Co. Ld, Toronto

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

BOURQUE'S PICKLES

have an enormous sale. There's a good reason. You can guess why.

H. BOURQUE & FILS - - Montreal.

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal Agents.

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER
Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

SHOWCASES

Attractive, Finest Workmanship,
Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

QUALITY

is the keyword as far as our

Biscuits and Confectionery

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

EXO—RATS—EXO

Must eat Exo once they smell it, but that's the end of them. Instant death and NO ODOR. Cats or dogs won't touch it, though. Have it at hand for your warehouse and customers. We have an interesting proposition for a large wholesaler.

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

A STEEL SECTIONAL BAKE OVEN

BLACK DIAMOND OVENS

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

A NEW STANDARD THAT CREATES NEW CUSTOM.

IF you could follow the making of "GIPSY," inspect the different materials and varied processes, right down to the last flick of paste upon the label, you would easily discover the reason for the growing popularity of

GIPSY STOVE GLOSS

—why it has set up a new standard of Stove Polish quality, and why that quality will create and hold custom for you.

HARGREAVES BROS. & CO., LTD.,
HULL, England.
Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

EWING'S SPICES

PRINCE OF WALES BRAND

Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

PURE SPICES

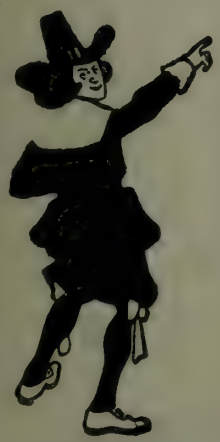
will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

YOU WANT THE PURE

So Write

S. H. Ewing & Sons, Montreal

MEADOW CREAM SODAS



are known this country over as a reliable and wholly satisfactory soda. The factory in Kingston is known for its cleanliness and modern methods. Only the choicest ingredients are allowed in the manufacture of **Meadow Cream Sodas** — hence the extra choice quality.

They satisfy—they bring them back—and they give you a good margin on each sale.

SEND FOR PRICES TO-DAY

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

CENTURY SALT

BUILD AN HONEST BUSINESS

TRADE MARK

To build a business honestly you must sell pure food products. Century salt is PURE refined salt from the crude product. It is not adulterated and is the same pure white crystals from one year end to the other. Excellent for table, cooking or dairy — you can satisfy every customer with Century Salt.

THE DOMINION SALT Co LIMITED
SARNIA ONTARIO

How Many of Your Customers Know the Flavor of Real Vanilla?

Literally thousands of people do not know the flavor of real vanilla extract—

Shirriff's True Vanilla

They have simply been buying vanilla in name only. They have not known that a bottle with a vanilla label might contain a chemical imitation of the real thing. Lately, many progressive grocers have been pointing this fact out to their customers, and telling them the advantages of using the real vanilla extract of Mexican Vanilla beans. Housewives always feel under an obligation to grocers who show them how to improve their cooking. And Shirriff's True Vanilla certainly does improve the flavor of puddings, cakes and sauces, much to the housewives' delight.

There is good profit for grocers in getting their customers to use true vanilla extract. A list of selling points that have proved successful in increasing the retail sales of Shirriff's True Vanilla will be sent to you on request.

Imperial Extract Co.
TORONTO, ONT.

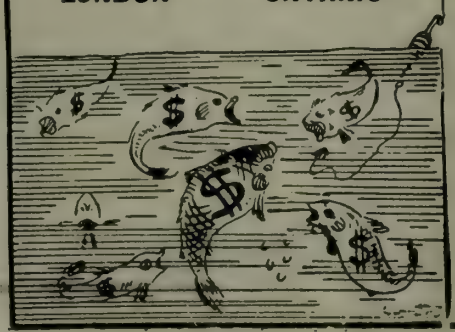
Lawrason's Snowflake (Perfumed) and (Antiseptic) *Bath Powder and Water Softener,* a new addition to the high quality moderate priced Lawrason lines.

The public have long been looking for this line, and every dealer who promotes this new toilet necessity will make money. Neatly packed in green and red lithographed tin with a nickeled screw top.

Write at once.

S. F. LAWRASON & COMPANY

LONDON ONTARIO

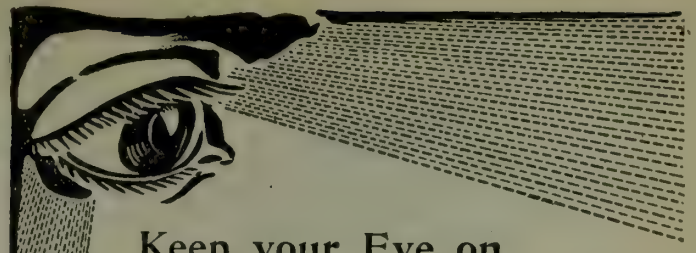


A LINE THAT WILL BRING BUSINESS

Get Some Attractive Store Decorations

of the real, attractive, sale-pulling variety that entices people to buy—it is free to every store. You will get profitable business in this favorite household commodity from all classes of your trade. A supply of cards will be sent prepaid on receipt of a request.

Bovril Limited, Montreal



Keep your Eye on 'CAMP'

'CAMP' Coffee grows in favour every day. So easy to make—so delicious when made—so economical —and so sure to give satisfaction,

Besides, the profit is alright too. 'CAMP' customers are *pleased* customers — the kind you want.

Ask your Wholesale House about supplies.

'CAMP' COFFEE

R. Paterson & Sons, Coffee Specialists, Glasgow.

Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

NO ALUM! **NEVER WAS!**

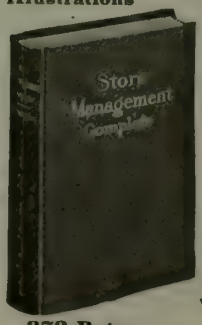
Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

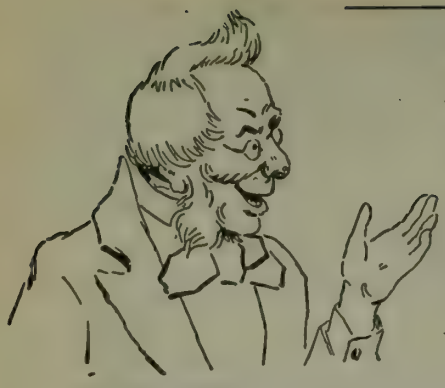
Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.



Doesn't This Strike You as a Good Soap Proposition

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

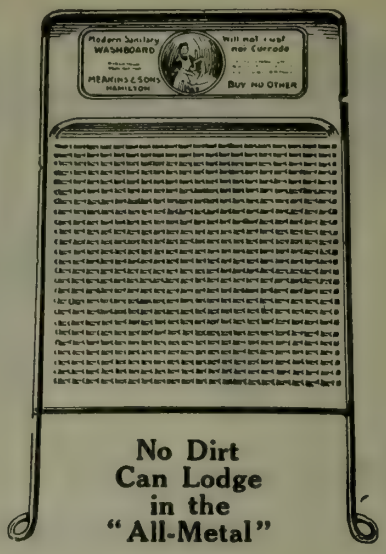
N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

David Morton & Sons, Limited

Victor Soap Works, Hamilton, Ont.



No Dirt Can Lodge in the "All-Metal"

It Stands to Reason

that an all-metal washboard made in one piece will outwear the old-fashioned wooden kind many times. Then, if this is a fact, the all-metal washboard is the most economical. This feature alone is one that prompts the housewife to buy the MEAKINS' SANITARY WASHBOARD when she sees it in the store. There can be no doubt about the superiority of an all-metal board over the old-fashioned wooden kind. Its practicability and sanitary construction, and dirt-resisting qualities **commend** it at once to the buyer and to the dealer as **the** line to handle.

Meakins & Sons
Hamilton - Ontario

The Appreciation of Your Customers Is Worth Something

"E.D.S." Jams, Preserves, Marmalades, etc., are appreciated by the customer who enjoys their delicious flavor and knows that he is eating the finest selected fruit, free from any preservatives or coloring matter. They please the grocer, who, by featuring them, builds up a trade among regular customers and assures himself a big preserve business and a good margin of profit. Look for the trademark.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

UP IN THE AIR

Are you up in the air in regard to your credit accounts—accounts that you have allowed to over-run, charges that were forgotten, misunderstandings, etc.? And if you allow such conditions to continue, your business will be up in the air next.

Why not save all this time, worry, loss and prospects of bankruptcy by installing **the McCaskey** Account Register System.

Only one writing is necessary; this keeps your accounts totalled to date, eliminates forgotten charges, facilitates collection, checks over-crediting, and takes care of numerous other details that are so often neglected and overlooked.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System

The Dominion Register Co.

LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

HAVE YOU NEGLECTED—

to send for a sample and prices of KIT COFFEE? Perhaps you were busy and it slipped your memory, but—DO IT NOW. There is money in it for you.

KIT COFFEE CO. **GOVAN, GLASGOW**

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE. 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. **TORONTO**

A GENUINE PROPOSITION

Quinquinol Quinquinol

Canada's A1 Stock Food. Recommended by Minister of Agriculture. Packed in neat three-color tins. Cannot suffer from vermin or moisture. Has won three diplomas.

Only One Dealer Sold in Each Town

An opportunity of a lifetime for one live dealer in each town. Farmers will come for this when they would not call for anything else. Take a tip. $4 per doz. gal. tins. Retails at $6 per doz.

WRITE NOW

Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

TO THE RETAIL GROCER

SOMETHING NEW Direct-to-you

Here is something new, unique and practical in the line of premiums — a woman's stocking in every 25c package of *Santa Claus Rolled Oats,* other 25c packages will contain handsome pieces of decorated china. We also have a small package without premium to retail at 10c.

The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process—Santa Claus Rolled Oats stand in a class by themselves when it comes to "quality."

This line is sold direct to the retailer, who makes the extra profit of the jobber.

Watch for remarkable prices to the trade in next week's issue.

MORROW CEREAL Company
Toronto - - Canada

At Your Service—

DURING The CANADIAN NATIONAL EXHIBITION AUG. 26th to SEPT. 7th.

We invite you to make our Warehouse your headquarters, our entire staff are at your disposal.

We have some advance samples of NEW FALL LINES that we should be glad to show you—lines that will help trade and make you some money.

COME IN—LET'S GET ACQUAINTED.

EBY-BLAIN, LIMITED

Front & Scott Sts. WHOLESALE GROCERS Toronto

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

ADS AND SALES

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MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea pedlar out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea gardens of Ceylon.

THE "SALADA" TEA COMPANY

TORONTO **London, Eng. 41 Eastcheap** **MONTREAL**

The Acme Of Perfection

in the production of Jams, Jellies, Marmalades, has been reached in every sense by **Alexander Cairns & Sons, Paisley, Scotland.**

The Reason

From the picking of the fresh fruit until it is shipped from our factory quality is preserved with a special degree of carefulness that asserts itself to the users—AND BRINGS THEM BACK WITHOUT FAIL.

The Reward

No higher tribute could be paid our products than the fact that WE HAVE JUST BEEN APPOINTED PURVEYERS TO **HIS MAJESTY KING GEORGE,** while the quality of the goods also secured them preference on the table of THE LATE QUEEN VICTORIA AND KING EDWARD VII.

Alexander Cairns & Sons, Paisley, Scotland

Canadian Agents: SNOWDON & EBBITT, Montreal, Que.

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NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to nine years of age. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats.

MAGOR, SON & CO.

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AGENTS FOR THE DOMINION OF CANADA

EVERY Woman Who Enters Your Store is a Prospective Purchaser of

BENSON'S PREPARED CORN

¶ Because Benson's is the purest and finest Corn Starch obtainable, and is indispensable in the modern kitchen.

¶ Because Benson's is unequalled for baking, pastry making, thickening gravies and sauces, making custards, ice cream, blanc mange, etc., and is especially desirable for children, old people and convalescents.

YOU CAN RECOMMEND BENSON'S UNHESITATINGLY.

¶ Because it cannot fail to give satisfaction. It creates a permanent demand, and will prove a steady source of profit to you.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Interior view of a bright New Ontario store. A. J. Carson, the proprietor, aims to eliminate waste motions.

The Policy of Reducing Waste Motions

A New Ontario Dealer Who Works for Arrangement of Stock That Will Assist in Quick Service—No Curves to Turn—Makes Counters and Shelving Sell Goods —A Believer in Value of an Attractive Store and Modern Equipment.

Much has been heard of New Ontario in recent times. The commercial interests of the country have discovered something of its vast possibilities, and instances of political and trade invasions have been by no means few.

But New Ontario is also going ahead rapidly so far at the character of her stores are concerned. A good example is shown herewith. It comes from Haileybury and illustrates the grocery store of A. J. Carson. For a bright-looking, attractively arranged store, it must be considered a good deal in advance of many to be found in long settled portions of Old Ontario centres of similar size.

Prompt Service a Chief Object.

One of the chief aims of Mr. Carson is to arrange his stock so as to permit customers to be served with as much promptness as possible. The needless running about to get this and that is reduced greatly by systematic placing of the stock. As the proprietor, himself, stated recently, "the store is so equipped as to eliminate the 'curves' or needless running to serve customers."

Gives Attention to Shelving

This is a subject recently given publicity in The Grocer. It is an important one for the retailer to consider, because at busy hours and on Saturdays he should conserve movements and serve his customers promptly and properly. With the goods easy of access there is little waste motion. This allows more patrons to be served in a given time and creates a good impression in favor of the store.

The neatly arranged shelves of the Carson store indicate special care in interior display. On the right are seen seven pyramids of canned goods placed so that the label shows prominently. Owing to the fact that the picture did not include the entire shelving, six pyramids nearer the front cannot be seen.

Mr. Carson is aware of the splendid selling value of a counter display. Receptacles for spices, biscuits, nuts, etc., are in prominence. These, together with goods shown on the opposite side on tables and shelves help to create demand, and therefore increase sales and profits. In this store a great many lines are shown on the counters which are ordinarily out of sight in other stores. Articles that can be depended upon and that permit a fair profit are featured in this way.

Employs Several Selling Helps.

In addition to the bin fixtures in Mr. Carson's store he has additional fixtures and equipment which aid in attracting trade, handling goods with greater facility and selling more goods. In the above illustration may be seen a metal ceiling, cash register, cheese display-

stand, computing scale, and refrigerator. On the left toward the front is an attractive array of fruit where all entering must see it. In fact the entire interior is such as to induce customers to purchase goods not thought of before entering as well as to attract custom the store did not have before.

If New Ontario, as it develops, emulates the policy of Mr. Carson in conducting a sanitary and attractive store, one can easily predict that mail order houses will not make the same inroads into the business of retail merchants there as they have done in other places.

Business to Go After During September

Opportunities That Lie Before the Dealer at Present Time—Preserving and Pickling Season in Full Swing—Fish and Oysters Need Attention—More Fly Destroyers Will be Required in Many Homes—Window Displays are Splendid Aid.

"Don't sit down in the meadow and wait for the cow to back up and be milked—go after the cow." This advice of Elbert Hubbard is well worth some study by the grocer. If he gives it some consideration he should be able to translate it into a message which if followed will, without doubt, mean more business.

September, the month upon which we have now entered is rich in opportunities. The grocer who sits down and waits for those opportunities to transfer themselves into extra business will, however, be greatly disappointed. Efforts on his part are essential if extra business is to be created. In other words he must "go after the cow."

The Time to Act.

As aforesaid there is a good deal of business to be secured during September and considerable business which like the farmer's crops will not wait to be harvested. It must be harvested now or all hopes of securing gain from it given up. In this particular might be mentioned the trade in pickling and preserving necessities which is now present but which will in a short time be gone. Now is the time to go after this business.

Waning of Preserving Season.

Late fruits, such as peaches, plums and pears are now coming forward and in such quantities and at such prices as to make them available for preserving purposes. It is for the grocer to carefully follow these lines and pick out the time when it is best to push them strongly for preserving. Handling of fruit has several advantageous features, one of which is that the housewife who purchases her fruit at a certain store is also likely to want sugar, jars, rings and other associated lines.

When fruit is sold, the dealer should not let the opportunity pass of mentioning these other lines. If possible it would be well to have them all combined in a window display. The dealer should be able to work out some attractive and appealing trims with these combined lines. Something that will catch the eye is desirable.

A Display Suggestion.

A shelf of good fruit is the housewife's pride. This is quite true and was the subject of a preserving window by one dealer last year. At the rear of the window a shelf was constructed and filled with fruit in jars. Below this in the centre was a tempting display of peaches in baskets. On one side were fruit jars and on the other a pyramid of sugar. In the centre and towards the front were the words, "A good combination," worked out with sealer rings. Show cards proclaimed the reliability of each line shown in the display. The window brought business.

Pickling is another work which the busy housewife now has on her hands. This will not be with us for a great time and it behooves the dealer to get after this business at once. Besides it must be remembered that the earlier business is generally the cream and is most desirable. Spices and vinegar should now be swung into prominence and pushed in every manner possible.

The Drug Store Competition.

Here, it is perhaps most desirable that some advertising be done. Drug stores generally give considerable printer's ink to spices during the pickling season and if the grocer is to maintain his share of this business, he too must do some advertising. As pointed out before, quality in this line as well as in vinegar should be made a strong point in advertising as well as in personal talks.

Another avenue of endeavor which with the opening of September begins

Some clerks and dealers are too ready to grab the bag off the scale as soon as a substantial "bang" is heard. They do not stop to think the overweight the "bang" means. The scale should balance.

to loom up large in the eye of the grocer is the fish department. During the past few months weather has not been conducive to this trade, nor were large supplies or extensive varieties available. This will begin to change now and the opportunity of working up an appreciable trade in fish now becomes possible. This month ushers in another oyster season and here some efforts put forth should bring good results. People are always on the lookout for "the first of the season" in any line and this can be made good use of in promoting the sale of oysters. An added feature to getting started early is that if one gets the people coming to the store for these goods, they will probably continue to do so during the whole season. This feature is worth consideration by the enterprising dealer.

Cereals in Prominence Again.

Trade in heavy varieties of cereals has been lagging during the past few months for during the warm weather people are not so much inclined to eat heavy breakfast foods. With the temperature now beginning to ease off, appetites for these lines will gradually be coaxed back and the grocer should do his part in this regard by suggestion in advertisement, window and personal talks. Now is the time when it would be well to give over a window to cereals. This line is such as to allow of some good windows being arranged and the dealer should use a display to start off the fall business.

Feature Fly Destroyers.

When the warm weather came a few months ago it brought with it a deluge of flies and a corresponding call for fly destroyers. The change to cooler weather which will soon be noticed is not going to cause that demand to fade away. In fact, it is going to prove of assistance, for the cooler weather drives the flies indoors and the housewife will need renew her campaign of fly destruction. Unlike human beings, flies have a great staying power and will not be driven from the house by harsh words. The housewife will need a supply of fly destroyers, and the grocer should still keep them in prominence.

The country is showing marked prosperity, money is quite free, as shown above September is not lacking in live opportunities and the grocer who puts forth the necessary efforts should be able to keep the cash register ringing merrily during all of the coming month. However, he must remember that it lies with himself and he must "go after the cow."

Canadian Window Trimmers Convention

Meeting at Toronto is Well Attended—An Address by Jerome A. Koerber, of Philadelphia—Window Decorating Lauded as an Art—It Has Been Suggested That Grocery Dealers Organize.

Toronto, Ont., Sept. 3.—The annual convention of the Canadian Window Trimmers' Association was held here on Wednesday. Thursday and Friday of last week. There was a good attendance. Some few grocers were on hand but the number was small compared to those present from other trades, particularly the dry goods men. An effort will be made in future to get grocery window trimmers interested in the association. It is recognized that there is a great field for grocery window trimming.

One of the features of the convention was an address on Thursday night by Jerome A. Koerber, of Strawbridge & Clothier, Philadelphia, one of the best known window trimmers in America.

Mr. Koerber regards store and window trimming as one of the greatest professions. Art and skill are essential to it, as well as great possibilities of compensation for men who apply themselves. Many such have advanced to merchandise men, general managers and proprietors.

"A natural leaning or aptness with a strong determination for the business are among the first principles," said Mr. Koerber, "but once satisfied that he would be happy in no other line, a young man ought to go about the decorating business as one would go about studying any other profession where tact, ability, taste, etc., are needed and developed. If a young man is going to study law he gets law books and works alongside men who know. He is alert, developing in himself a power to reason, to come to conclusions to make decisions and all the things that go with the business.

One of the first things is—gather a general knowledge of merchandise. To know the various lines of goods, the qualities and uses of same. This means, when he handles goods of any description, the trimmer knows what they are and their uses. A man is at sea if he does not learn the general quality and uses of goods.

A Word for Beginners.

"The beginner has always had a warm place in my heart and I suppose it is because I have had the privilege of starting out so many in the business and because I started at the bottom of the ladder myself, and with a desire to learn well from A to Z. It was not like Topsy in Uncle Tom. She had no origin, but just sprung up without any fierce battles or hard work. Some are that way. They do not need the A.B.C. of the business.

"I decided to learn the business, and this, coupled with a person's natural inclination, will produce success. There are many good men in the business, and many openings. The business has risen to a place next the sister craft of advertising, only with many advantages.

"So I would advise young learners to get beside a man who is sure of what he is doing, who has a good scope of experience and will be able to guide you aright.

"To the man coming up. If thus far you have had the privilege of working alongside experienced practical men, you have learned well the first principle. Now make for better information, using all the various channels of to-day so that you will continue well. Be always aert, ready to learn more, rise higher.

"And now a word of the men who have the responsibility to-day of managing a decorating department. May we not enlist your best efforts to raise our calling to the higher plane of efficiency, that we may commend ourselves more highly to merchants whether large or small.

"Let it be manifest that all selfishness is buried and that as we march on winning laurels reaching higher attainments, we are also ready to help the man coming up."

The convention proceedings were livened up by a number of demonstrations of decorating and window trimming. A number of practical addresses were heard. Altogether, those who attended had an excellent opportunity to pick up a great deal of valuable information and helpful suggestions.

A Grocery Association.

It has been suggested that the grocery window trimmers either form an association or join the C.W.T.A. There are many hundred grocery dealers in Canada who are deeply interested in the subject, and it is felt that an organization would result in the dissemination of much information and ultimately place grocery trimming on a higher plane.

Bernard Pink of E. & T. Pink, & Sons, Ltd., confectioners and jam manufacturers, London, England, leaves for Canada on September 6th, and will be visiting the principal towns in the Maritime provinces, and Quebec, Montreal, and Toronto. Mr. Pink will be in Canada until Christmas.

The CANADIAN GROCER

Established - - 1886

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John Bayne MacLean - - President.

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TORONTO, SEPT. 6, 1912

OYSTER SEASON NOW ON.

The months with the letter 'r' are both fur and oyster months. The coats of the fur-bearing animals begin to hang onto the hair when September is ushered in and gradually take a firmer hold as cooler weather approaches.

Until September arrives the flavor of the oyster is not relished by many. But that month is now opened up and the oyster will soon find its way into the homes of many lovers of this delicacy.

Dealers who are first on the scene with oysters will, therefore, attract considerable new business. And now is the time to open out at least in part the oyster department.

With present system of handling them no losses whatever need occur if a little care and attention is given. A few years ago oysters were retailed more cheaply than today, but both the dealer and the consumer paid for a good deal of water. When they are purchased now, oysters and not water are paid for. This means more satisfied customers even if they have to pay more, providing of course they are made acquainted with the reason.

To sum up: the dealer should make preparations for stocking oysters; he should let the people know he has them and he should explain by some system of advertising that he is selling solid oysters and not water.

POTATO PROSPECTS LOOK GOOD.

Reports have come in to the effect that potatoes will be a heavy yield this year. In Ontario, farmers are claiming that it will be a record breaker, but many have not reckoned on the damage that will result in low lands where the excessive moisture will cause considerable rotting.

From New Brunswick comes news of a good crop despite the cool weather that prevailed for a considerable part of the growing time. In Nova Scotia some anxiety is shown, however.

But, taking everything into consideration, the potato crop of the country will be a good one. This means that this winter and next spring, potatoes will be cheaper than a year ago, all of which will be welcome news to the dealer whose profits have been cut down by high potato prices.

It is amusing to see how those daily papers which have been accusing the dealer of getting undue profits on such products, are now forecasting cheaper potatoes. When an article is plentiful they know the price is lowered. They appreciate then that supply and demand regulate price, but just as soon as prices advance, they take it for granted, with but a superficial study of the problem, that they are being unduly enhanced and the middleman is getting an extortionate profit. The masses must be catered to regardless of facts.

PARCELS POST PASSES.

After a long-drawn-out fight a Parcels Post measure has been passed by the United States Senate. The Bourne-Bristow bill, as it is called, was put through without debate.

The bill provides for eight zones in which the rates will be as follows:

The country will be divided into eight zones, length of zones and rates as follows: First zone, length 50 miles, rate, 5 cents for the first pound, 3 cents for each additional pound; second zone, length 150 miles, rates 6 and 4 cents; third zone, length 300 miles, rates, 7 and 5 cents; fourth zone, length 600 miles, rates, 8 and 6 cents; fifth zone, length 1,000 miles, rates 9 and 7 cents; sixth zone, length 1,400 miles, rates 10 and 9 cents; seventh zone, length 1,800 miles, rate, 12 cents per pound straight. The eighth zone is for distances beyond 1,800 miles, with a rate of 12 cents per pound. Maximum packages, 11 pounds.

It is believed that the measure will be found unwieldly, and that in actual operation it will be so complete a failure that the idea will ultimately be abandoned as worthless. As a result, the retail business men are not worrying over the outcome. They are sitting back and waiting patiently and confidently for the time when the laboring and ill-equipped craft of Parcels Post will drift on the rocks of adversity.

RAIN DAMAGE TO ONTARIO CROPS.

Throughout Ontario the heavy rains during the past three or four weeks have done considerable damage to the crops. Instances of fields of hay that are still lying out are many. In such cases, as might naturally be expected, it has turned almost black and will practically be unfit for horse feed.

There is yet considerable wheat, barley and oats not under cover. The continued wet weather has caused much of these grains to sprout in the shock. A traveler on a railway train anywhere in Ontario might have observed during the past two or three weeks, farmers turning out grain in the stook to give it an opportunity to dry. Showers fell in such rapid succession that many have done the same act several times with the same field of grain.

It should, however, be understood that the harvests on high and rolling land were practically all in the barn prior to the wet spell, so that only low lands and a portion of rolling lands have suffered much. Yet the losses are bound to have a certain depreciating effect on business, even if slight. In some places it may mean a little slowness in collection of accounts, but with so much mixed farming in Ontario, the farmers will usually be found prosperous and their 1912 harvests together with side lines will net them a fairly good surplus.

SPICES AS MEDICINE.

Just at present time, spices are an important line in the grocery store. It is interesting to know that apart from their use as condiments and preservatives, they are valuable from a medicinal standpoint.

The value of spices lies in the richness of aromatic substances and essential oils. They have been the subject of classic research and have been shown to arouse appetite and to promote the secretion of the gastric juice, and the role they play therefore in dietetics is an important one. The medicinal action of some of them is further of value. Allspice, for example, is used as an aromatic, and has been successfully administered for flatulency, the oil gives relief in rheumatism and neuralgia.

The medicinal uses of cinnamon are well known. Cardamoms are used in the form of a tincture as aromatic and stomachic, and are also employed as a flavoring agent in curry powder, cakes and liqueurs. The application of capsicum and the peppers generally are well known. Cloves are aromatic, carminative and stimulant, and have been used in dyspepsia, gastric irritation and in cases of vomiting.

Oil of cloves is also a popular remedy for toothache. It has also its uses in microscopy as a preservative. The uses of nutmeg are wide, vanilla has an enormous application as a flavoring agent, while turmeric enjoys a similar patronage on account of its bright yellow color and pleasant, musky flavor.

MISDIRECTED ENERGY.

A story is told of a man employed by a farmer to dig a well, exemplifying a case of misdirected energy. The man dug the well so crooked that on the third day he fell out of it.

Misdirected energy is a great handicap to many a dealer. Instances are numerous where merchants have worked early and late to get a little ahead, only to find their hopes blasted by lack of energy along the right lines.

One of the principal causes of the difficulty is the absence of a plumb line to determine the standing of the business from time to time. There are too many groping about in the dark so far as their bookkeeping operations are concerned. They fail to keep proper account of the amounts owed and owing; they do not get after their accounts while their wholesale never forgets to forward the everlasting invoice. The inevitable result of such a course is a rapid depreciation of the bank account and eventually, failure.

The dealer must remember—as the best dealers do—that hard work is not the only avenue to success. There must be something behind work—there must be system in all departments of the store. Only then can energy be properly directed and the well dug straight.

FLOOR SPACE ALLOWANCE.

No grocer can consider himself aggressive, progressive, or among the elite in grocery circles if he persists in littering the floor of the store where customers are expected to walk, with boxes and barrels. In every store there ought to be at least room enough for two customers to pass one another.

Recently the writer visited a store which certainly could not qualify in the elite class. On entering the corner door one was forced to travel in two different directions along an aisle between goods on the floor to get up to the counter. Not only were goods on display on the floor, but outgoing orders were also piled up where empty floor space should have been found.

No one who is at all particular about her purchases could associate such a store with anything but disorder, incompetence, and uncleanliness. It is all very well to believe in the power of interior display as a sales producer, but such displays should not act against the convenience of customers. Plenty of space to move about in is desirable; then if the dealer wishes, he has a perfect right to use the surplus floor space for some attractive display of profitable quality goods.

EDITORIAL NOTES.

Has anyone noticed the sun shining recently?

* * *

It takes more than a rainy day to prevent the London grocers from entertaining visitors.

* * *

The mechanic near his work can do it efficiently. Same applies to a salesman behind the counter.

* * *

It is a long lane that has no turn and a long day that has no sunshine.

* * *

Energy applied in the proper place and at the proper time is properly directed energy.

* * *

A provision counter makes money providing it is given a little proper attention.

* * *

The clerk who gives overweight is an expensive profit-producer about the store.

* * *

Prepare for the fall fair in your home town. A good window will attract trade.

* * *

The first letter of the grocery store alphabet should be "weigh correctly."

* * *

Lessening losses in the store is a sure way of making money. Read Henry Johnson's article in this week's issue on the subject.

* * *

The outlook for the oyster is poor. Numerous appetites have been sharpened up waiting his appearance this month.

* * *

The United States parcels post advocates may trip themselves up on the legislation they have got past the Senate.

* * *

Reports of damage to Western crops from frost and rain are coming in. It is to be hoped that these will not prove extensive.

* * *

A chocolate is judged by the quality of its heart, not its exterior appearance. In this respect it differs from a human being.

* * *

When the aisle from the door to the counter looks like a cow path in a swamp, there should be some boxes and barrels shifted.

* * *

"All kinds of 'caned' goods," reads a sign over a certain Toronto grocery store. One would naturally expect to see some furniture in the window—but there isn't.

Lessening Losses and Shortening Hours

Eternal Vigilance Necessary to Cut Down the Little Leaks—Examples of Lessons to be Taught Employes—Necessity of Getting in Damage Claims Before Time of Expiration—Moving Off Slow Stock—How Early Closing Was Effected.

*By Henry Johnson, Jr.

To lessen the losses in our business there is one recipe: the old time-tried one of "eternal vigilance," and, so far as I know, there is none other. But just like teaching salesmanship, orderliness or any other virtue, we must first teach ourselves—begin, like charity, at home. This problem calls for the exercise on the negative side of the question, of the same qualities that make for betterment in raising the grade of our sales and thus advancing our general business. It reverts to something I have handled recently at considerable length—the careful, conscientious training of those under our care. And this kind of thing takes us down to the fundamentals, the rudiments, the primaries of instruction to begin with, for there is where we get the foundation of what has wrecked so many of us—waste.

Sweeping Groceries, Not Dirt.

Often have I stopped a boy who was gathering a lot of sweepings together and asked him what he was doing. My tone has been kindly and I have made it an invariable rule to speak pleasantly, as not to do this would defeat my object. His reply would be—with usually a surprised look: "Sweeping up some dirt." Again I smile and say: "Is that so, John? Sure enough it is; but do you know, I was thinking of it another way—what do you think I mean?" He expresses himself as unable to imagine what I am trying to get at, and then I tell him. "Why, John, all that stuff you are sweeping out—every bit of it—is groceries; just groceries—is it not?"

And then I go on to show him a leaf of lettuce, a crushed banana, two or three prunes, a little cheese, and mixed up in it all some sugar; and I try to point out to him what that pile of "dirt" represents. The banana, 1 2-3c; the prunes, ½c; the cheese, 2c; the sugar, maybe 1c. Altogether, 5 1-6c gone into the dump, every particle whereof might have been sold. Then I try to show him what two or three daily sweepings of that kind may mean; the price of one or two daily hours of his own time; and I show him that there is the clew to our profit or loss account.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Should be Prevented.

Then I tell him to pick up the prunes and wash them, so they may go back for sale, that being the only portion of the wreck that may now be rescued. But I further point out to him that none of us can afford time to remedy these conditions after the dirt has been created; that our task is to PREVENT such accumulations—to stop spilling prunes and sugar, handle bananas so they will be sold and not crushed, cut cheese so there will be no little waste ends. I take him to the cheese counter and endeavor right then to show him for himself, how to cut cheese. Then I indicate to him how to handle a brick of cheese so that we shall not have the big end of rind to throw away, but rather that such rind may be apportioned out among our customers, for value received, yet in such a way as not to make anyone of them feel that she is getting too much of the waste.

This matter of cutting brick cheese, by the way, is a fine art which I fear many of us do not understand ourselves sufficiently, yet it is our cheese, our business, our loss; so we cannot be too impatient—in fact, cannot afford to be impatient at all—with those younger than ourselves who do not understand it. But, by the time I have gone this far with John, I think it well to let him go for this time, though I watch him constantly, and all the others, too, to see that they have a chance to learn these points of preventing waste.

Making Early Damage Claims.

Further thought along the same line will keep us cleaning up our stock all the time. Fruits of some kinds are liable to swell readily, notably some which are packed "fully ripe" on the Pacific Coast. Thus it is up to us to watch that stock and sell it out promptly; also to mark up our date-ahead memos so that we shall make our claims for swellage within the time-limit allowed us on such things.

It is embarrassing to find a lot of those things gone wrong when it is too late to claim damages; and in such cases, the blame is ours, which should make us more tolerant of the "boys" who cannot surely know these things as well as we do and cannot know them at all unless we teach them.

Turning Stock Into Money.

Another point is the getting rid of goods which do not sell readily. I had some grated pineapple, in syrup, packed in glass, marked to sell at 50c. That was a fair price for it. I had one good customer who wanted me to keep it for her and I did so. After a time she died—and I still kept it. It was there three or four years—no fault but my own, though I will say that it was still perfectly good and I thought I might as well have it as have something else to display. But finally, one Saturday night I sold the remaining 5 bottles for 30c each; and then I reflected how much better to have sold it for that price two, or even three, years sooner. When an item does not sell, it is up to us to sell it; get out of it what we can, and put the money into active work again.

Every move of this character betters our business. Each time we clean up a dirty spot, or move stickers, or teach our boys a point or two about how to handle groceries, we are lessening losses. Moreover, such a habit formed by ourselves, soon reflects itself in the actions of those around us. If we are constantly looking for weak spots to strengthen and are thus always fussing around the store, our boys and girls get that habit and will be found fixing, cleaning, arranging, filling shelves, wiping showcases, etc., all the time. Remember how the admiral made his crews avoid scurvy and keep healthy? He set them to work. His watchword was: "A ship is never clean!" and that is the keynote of modern naval discipline. It is well for us to adopt that idea ourselves and hold that there is never a minute of the day when anybody about a store need be idle; there is ALWAYS plenty to do, a fact that is admitted in theory, but hardly carried into sufficient practice, and there is plenty of room for us to improve ourselves in this regard.

Must Have Leisure To Plan.

And that gets me down to my last, but what I consider very important point; That we must give ourselves leisure for all this. Neither you nor I can devise sales-plans, or displays, or schemes for betterment, or clean out stickers, or teach our help unless we are measurably free, during at least three or four hours every day, from the constant tasks which are apt to make the grocer's life a drudgery. The man who runs the successful store is the man who makes leisure for himself—not he who is always "too busy" to listen or to plan. The brains of any business are always to be found under one hat—mostly, and that must necessarily be, the hat of the man who is supposed to run the business. We must learn—another thing to LEARN!— to

delegate all the routine work, the regular tasks about our store. This is not merely desirable, we MUST do it, or we cannot be as successful as we should be. The successful man is a GENERAL of his forces—he cannot be a private in the ranks. Thus only can we lessen waste.

Must Agitate For Public Sentiment.

As for shortening the hours, I can only say that this is a subject for constant agitation to the end that public sentiment will help us out sooner or later. Much, however, can be done by the individual if he is made right, understands his business, and goes slow and gradually.

A Gradual Change.

In 1886 nobody thought of grocery stores closing before 9 o'clock, and many of them did not close then—"just couldn't, you know." Johnson's was a very busy store, about the busiest in town. We opened at 7 and closed at 9, Saturdays included, for in those days we had no perishable goods to sell out at any sacrifice of the Saturday evening.

It seemed to the elder Johnson that these hours could be made shorter, yet he never asked any others to join him. He simply stated in a series of his ads that he believed, and felt that the customers would agree with him, that grocers' hours were too long; and that for his part, his sentiments resembled those of Horace Greeley on the subject of resumption of specie payments; that the only way he could think of to attain early closing was to CLOSE. Therefore, beginning January 1st, 1886, Johnson's would close at 8.30—"not a quarter past eight, nor twenty minutes to nine; but EIGHT THIRTY." And thus it was done for two years. Then we stepped down to eight, and thus continued until the end of the OLD REGIME, when the elder passed away and the younger tried to emulate him! The elder knew **his** business.

—◎—

MANY HAPPY RETURNS.

To **Henry Wright,** President and General Manager, The MacLaren Imperial Cheese Co., Toronto. Mr. Wright was born Sept. 8, 1861, at Brora, Sutherlandshire, Scotland. He assumed his present position in April 1891, which was 21 years ago.

—◎—

INFORMATION AT PROPER TIME.

Balgonie, Sask., August 24th, 1912.

The MacLean Pub. Co.,
University Ave., Toronto.

Gentlemen,—Enclosed please find cheque for $2.00 to cover my subscription for The Canadian Grocer. It has paid for itself in useful information at the right time, so that I gladly pay for it.

Thanking you, I am,
Yours truly,
(Sgd.) WM. W. McRAE.

A Complaint About Marking of a Scale

Western Ontario Dealer States That a Scale Was Marked Improperly—If So, How Did It Pass Inspection?—Matter Taken Up With Weights and Measures Officer But No Reply Has Been Received.

A reader of The Grocer in Western Ontario sent in a communication some time ago re a scale he purchased which he claims was defective in that it could not readily be read. Here is the communication; it explains itself:—

The Marking of the Beam.

"Some time ago I saw an article re scale inspection in The Grocer. It is to refer to this that I would like to have the privilege of a small space in your paper. The instance I wish to relate is a transaction that occurred in my own store.

"Through our local hardware merchant I purchased a scale —a 240-lb. counter scale. The scale was inspected by the proper authority and shipped direct from the manufacturers. After it arrived and had been in service for some short time, I noticed that the beam was improperly marked. In place of the pound marks being opposite the notch they ran directly to the point, leaving them very difficult for any person to balance correctly. I notified the merchant and he likewise notified the manufacturer. The answer was in brief—"If your customer will express the scales to us prepaid we will alter them free of charge." That means express or freight two ways at my expense after having practically paid the amount for the first inspection, to my mind seems unjust. In the first place why should the scales be manufactured in that manner and secondly, why should the inspector pass them? The distance from here to Aylmer is great and the expense of shipping likewise, omitting the inconveniences of being without a scale for that length of time.

"Can you tell me if they still continue to inspect scales at the merchant's expense I am quite aware of the fact that even cattle scales when on a farm are never approached in this vicinity."

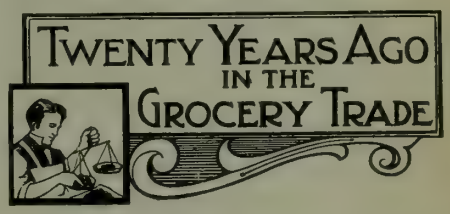
Editorial Note.—If the scale is defective in the way stated in the communication, how did it pass government inspection? All scales and balances, large or small, have to pass the test of the Inland Revenue Department before going out to merchant, farmer, or private householder.

No Reply Received.

To determine some information on the subject The Grocer wrote the Weights and Measures inspector in charge of the London, Ont. office, Inland Revenue Department, but up to present no reply has been received. It would be interesting to know if any other readers have come across a similar experience.

With regard to the manufacturer demanding that the freight, etc., be paid to have the scale fixed, this is probably a mater of policy even if it is contrary to what some might do.

Scales are still inspected at the merchant's expense.



"Wm. Muir, who is about to leave the employ of A. M. Smith & Co., wholesale grocers, London, Ont., to take a position in Detroit, was on Saturday presented with a gold headed cane by W. Harding on behalf of his fellow employes."

Editor's Note:—A. M. Smith & Co. are still in business in the Forest City.

* * *

"Counterfeit half and quarter dollar pieces are in circulation in Kingston."

Editor's Note:—From all accounts there are a number of bad pieces of money being tossed about at present, and dealers should watch their silver carefully.

* * *

"J. D. Roberts has just returned from a lengthy trip in California, and is registered at the Manor. Mr. Roberts will henceforth be general manager for the Pure Gold Manufacturing Co. in the West, with headquarters in Winnipeg. He is now receiving the congratulations of his numerous friends."—Despatch from Vancouver.

* * *

"There is no relaxation to the stiffness in prices for choice butter which is exchanging hands for as much as 18 cents, in the form of dairy tub, if it is of choice quality. Equally good butter in large rolls will not bring so much, as it is shipping stock that is wanted."

Editorial Note:—This was a news item from our Montreal market on date above mentioned and shows quite a difference from to-day when best butter brings around 28 cents.

Current News of the Week

Ontario

Peter Maitland, grocer, Toronto, has sold to F. C. Seale.

J. A. Rickaby, 1077 Gerrard St. E., Toronto, has sold out to J. Richardson.

C. N. Gurley, Burk's Falls, Ont., has purchased "The Coulter Store" business from A. A. Agar.

Sangster & McCuaig, general merchants, Bainsville, Ont., have dissolved, D. D. McCuaig continuing.

G. O'Brien, grocer, Peterborough, Ont., was a visitor in Toronto during the week. He spent a day at the Exhibition accompanied by his daughter.

R. W. Wilson of Fergus, Ont., representing R. Simpson & Co., tea importers and wholesale grocers, Hamilton, Ontario, who was injured in a railway wreck near Durham last spring has sufficiently recovered from the effects of his accident to resume his regular trip and is now on the road again for the same firm. His many friends and acquaintances are glad to see him back on the road again.

Quebec And Maritime Provinces.

E. Lamarre & Cie, grocers, Montreal, have registered.

R. Hendery, of Rose & Laflamme, Ltd., was in Ontario this week on business.

A. P. Tippett, of A. P. Tippett & Co., has just returned from a short holiday down east.

Arthur S. Estabrooks, general merchant, Coldstream, N.B., is succeeded by Belyea Bros.

W. H. Halford, Canadian manager of Furuya & Nishimura, Montreal, has returned from a western trip.

Fred Mathewson, of Mathewson & Sons, Montreal, has returned from a pleasure trip through Maritime provinces.

The new plant of the Canada Brush factory at St. John, was burned last week and the loss was heavy. The factory was almost totally destroyed, or at least so much so as to be useless. They expect to rebuild in St. John on a larger scale. The new factory being erected in St. John by the Simms Co., Ltd., for the manufacture of brushes, etc., is progressing favorably and it will not be long before the company is selling stock from the new plant.

The new factory for canning goods at Chameook, N.B., is being rushed along and plans are being made to place on the market canned fishballs, baked beans, plum pudding, vegetables, fruits, sardines, lobsters, and a variety of other articles. It is expected that the company will use 1,000,000 pounds of codfish and 3,500,000 barrels of potatoes in a year in the manufacture of fishballs. It was planned to start canning sardines this week.

Western Canada.

Mrs. Lund, grocer, Delisle, Sask., has discontinued business.

Fred Crossman, general dealer, Kirkella, Man., has sold to J. A. Cloodege.

Mrs. A. M. Roff, Morse, Sask., has sold her general store to Pitcairn & Sharwan.

E. Beeman, general merchant, Aberdeen, Sask., has sold to Henry Schroeder.

Young & Thompson, grocers, Vancouver, B. C., have sold to Fraser & McLean.

Classen & Braun, general merchants, Dalmeny, Sask., have sold to H. H. Classen.

Roland McIntosh, general dealer, Parkside, Sask., is succeeded by McIntosh and Agusta.

W. M. Craig & Co., general merchants, Olds, Alta., have sold their Curlew branch.

Greensides & Hanna, grocers and hardware merchants, Bounty, Sask., are succeeded by Bounty Supply Co.

Herbert E. Burbidge of London, Eng., stores commissioner of the Hudson's Bay company, who is in Western Canada with his son, R. W. Burbidge, manager of Harrods' departmental store in London, announced at Edmonton, Alta., a few days ago that a six-storey steel and concrete re-inforced structure will be erected in the near future to replace the present store building at Jasper avenue and Third street. New lines will be added to make it one of the most complete department stores in the Western provinces.

Moose Jaw, Sask., wholesalers, at a recent meeting heard the objects and purposes of the Canadian Credit Men's Association explained to them. The Saskatchewan division is governed by a board of directors composed of Regina men, with S. C. Burton as president, and there are committees from other cities working in conjunction with them. The Moose Jaw committee consists of the following:—W. B. Riley, of Codville Co., Ltd.; J. R. Banks, of Rex Fruit Co.; George McEachren, Robin Hood Mills, and G. O. Morron, of Moose Grocery Co.

RAIN SPOILED PICNIC.

Members of the Trade at London From Hamilton, Brantford and Toronto.

London, Ont., Sept. 4—(Special).—The Retail Grocers' annual picnic at Springbank was postponed to Wednesday last on account of bad weather. Although the day previous looked promising, on Wednesday morning it was pouring rain and is continued most of the day.

The committee were more disappointed than the mothers who had prepared their babies for the baby show. They had builded on showing the delegation from Toronto, Hamilton and Brantford, something in the picnic line to make them sit up and take notice; but the weather man interfered. The grocers from Toronto, Hamilton and Brantford came up and the London members of the trade did the best they could under the circumstances. They took them to luncheon, afterwards took them through some of the stores, then for an auto trip around the city and to Springbank in the mud. Most of them left for home after supper, but those who remained were taken to the theatre, and through one of London's largest wholesale houses.

Those that came from a distance for the outing were D. W. Clark and W. C. Miller, Toronto; J. A. McIntosh, Jas. Main, Mr. Cummings, E. Hazell, W. Smye, J. Knox and J. Brown from Hamilton; W. J. Mellen, Jas. Burns, J. E. Church, A. J. Hall and Fred S. Hartley, Brantford.

Even if there was rain the visitors claimed they spent a good day. Reports brought back from Springbank whispered of a ball game, rain or no rain. Anyone might have guessed as much. Here are a few impressions secured from a bird's eye view of the game:—

The ball looked big enough but how seldom it was caught.

Ed. Hazel made the longest drive of the game—into the Thames.

The great demand for some lines of groceries was not in it with the run on War Cry's on the day of the picnic.

Who was the Jonah? was an oft-repeated question. Either Thos. Shaw or Ed. Ryan, judging by the number of times their auto refused to budge.

It is said that Toronto ball club is after Ranahan and Miller to help them finish the job of securing the "rag."

Nevertheless it was a great day.

Premium on Peas at Some Centres

Tendency to Raise Peas Above Open ng Price on Some Markets—Beans Also Tend Same Way—Sugar Market is Pu zling—Rice Remains Steady—Spices in Good Demand.

QUEBEC MARKETS.

POINTERS:—

Sugar—Outcome uncertain.
Rice—Continues steady.
Spices—In good demand.

Montreal, Sept. 5.—Grocery wholesalers are loking forward to a good business during September. Trade during month of August was on a good scale. Collections should be fair this year as country is generally prosperous.

SUGAR.—Even the largest wholesalers refrain from making any definite statement about future events in the sugar market, so doubtful is the situation . What with car shortage and the possibility of the U.S.A. using up the whole Cuban crop, the political situation and news of the breaking up of the Brussels Convention, it certainly is difficult to forecast, but taking these sharp as they stand, it would seem that sugar must advance later on. The raw situation at the present moment is undoubtedly stronger. When we find refiners buying Phillippine sugars, which are only good for mixing, we must give the situation some thought. Again, refiners are said to have reached a pretty low level as far as supplies are concerned, so, adding this to above points, we have a mighty interesting situation because there is an exceptionally heavy demand for sugar all over at present, and indications are that it will keep up.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—Molasses is in good demand both for domestic and manufacturing purposes, but conditions are very much the same as they were during the past few weeks. It is likely that there will be an earlier opening of the season, due to the cooler weather, which seems to have set in for good. Still the fall movement is some little way off yet.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels ..	0 43	0 45
Choice Barbados molasses, puncheons ..	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels..	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — There has been some activity in this market of late and it seems as if things are taking hold now. Smyrna figs are coming along in good condition, according to reports and some business is being transacted for future delivery. Cleaned currants are selling easily, but uncleaned are firmer in Greece, according to recent cables, but little weight can be placed on these reports just yet, so many are the factors working towards stiffening up the market. Seeded and seedless raisins are also firmer and deserve attention now, as stocks are none too heavy. Prune picking has been commenced in California and packers report that the quality of the fruit is excellent, the result being that there is little disposition to part with the crops as higher prices are expected later.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned..	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box..	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—"Coffee seems to us to have been selling too low formerly," said a local grinder quite recently, and like others he can see no break as yet. Mocha are away high like the other grades, so that it would seem that the effect of the valorization "hold-up" should be discounted somewhat. However, be this as it may, high prices will rule for some time and no definite statement on the outlook can be made until opinions agree on the new crop. Bullish cables received of course indicate that growing conditions are unfavorable, while the bears can see nothing but a bumper crop. On this factor alone hangs the true market indication. Of course, the strike in Santos has not helped any, keeping back the accumulation of stocks to a certain extent.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

RICE.—The market has not proven so active of late, no doubt due to the fact that prices are getting out of reach, and dealers show little inclination to stock heavily, as a bearish feeling might set in and bring quotations down somewhat. The Eastern situation is as heavy as ever, and feeling is generally firm.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

SPICES.—There is a marked growth in the demand for all lines and though one cannot report anything but a quiet market, yet the undertone is firm, due to same cause outlined in our last isue —namely the reduction of many stocks to a minimum. Considerable fluctuation is the chief feature in primary centres, black and white peppers proving problematic.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—The offerings of walnuts in shell have not been so heavy of late, due perhaps to cables received from France indicating a firmer market. Almonds are in fair demand, Pecans and cocoanuts being dull to a degree. Opening prices on California, 1912 crop should be named about end of this month.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12

Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb...	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb..	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb. ..	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop..	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Canned Peas.—Premiums asked by some firms.

Canned Beans.—Tendency to firmness.

Sugar.—Uncertain future.

Toronto, Sept. 5.—No complaints are heard from grocery jobbers in regard to trade. Indeed, most of them expressed themselves as well pleased with volume of business. There is a good deal of business being done in sugar just now.

As the seasons come and go, so must the grocery lines of demand change. For some time now, summer goods have been occupying the stellar position on the stage of demand but must shortly give way to early fall goods. One instance of this is cereals of which heavier varieties will be demanded with the cooler weather. However, the demand for summer goods is not to an end and attention should still be given to them.

There should be a good trade in grocery lines during September. Preserving supplies will be an important item as well as pickling necessities. The most should be made of this trade while the time is ripe.

SUGAR.—Sugar situation is a difficult one to size up at present time as there are a great many different factors to consider. Last week a generally firmer turn to market was reported and it still continues, to some extent at least. It is one of those uncertain propositions, outcome of which it is difficult to predict.

With preserving season in full swing there is a brisk demand for sugar. Stocks throughout the country are not large.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5.80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES. — As far as prices are concerned, there is no change in either of these lines. The real quiet season will soon be past and with cooler weather we should see more activity.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 [illegible]
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 60
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS.—California raisins being unusually low and Valencia raisins being high, naturally result is that Valencias are neglected to benefit of California article. However, there seems little or no prospect for any reduction in Valencias as speculators have pretty well brought up this year's crop. Raisin market on coast is also showing signs of increasing firmness and packers are holding rather firmly at quotations.

California prunes have shown just a slightly easier tinge. Premiums seem to be a little easier on the large sizes, due somewhat to the feeling that in some sections prunes are sizing up better than expected, and also to the fact that some of those who sold a big raft of small prunes at extremely low prices earlier forgot to figure that to get these prunes they would have to take in some of the other sizes, and now feel that they are a little long in some sizes.

Evaporated apples will apparently show a good yield in Ontario this year and prices will be lower.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

COFFEE.—Fluctuations in New York coffee market still continue while local market maintains an even tone. There is a fair demand for season.

The news from Brazil is not encouraging as to a fine flowering in September as fears are entertained of frosts doing damage, owing to the cold weather which is now being felt.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES. — This is a season when spices are in good demand and retailers should keep them in prominence. Mixed pickling spice is a big seller just now. Cloves continue steady. A short crop in Zanzibar this year is now almost a certainty and this should act as a check on any large decline. In fact, consensus of opinion seems to favor higher prices this fall and winter. New York reports black and white pepper as fluctuating erratically but as closing at firmer prices.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.— Business in rice is not brisk, although perhaps fairly active considering high range of prices. There is nothing in situation to indicate anything but steadiness, values in Far East still being on a higher basis than local figures.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 [illegible]
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 [illegible]
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—Feature in spot beans as for some time now is marked scarcity and until new crop come in, there can be nothing but firm prices. Various opinions are expressed on this year's crop but it does not appear to promise any too well just now.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

SITUATION IN CANNED GOODS.

TORONTO. — A tendency that has been gaining ground in local canned

goods of late is that of firmer values in peas and beans. This is perhaps more marked in case of peas and there are some firms who are asking 10 cents per dozen over opening prices on standard and early June. "We are asking $1.35 for standards and $1.40 for early June," said one jobber, "although there is no alteration in extra fine sifted." This same dealer is also asking a premium on canned beans. There seems to be a general tendency to firmness on these two lines.

As pointed out last week there has been a reduction of 50 cents per case on this year's pack of pink salmon. Most wholesalers when salmon figures were put out quoted pinks at $1.25 for future but around $1.15 is now being quoted. Reduction was possibly to some extent due to competition but it appears that pinks have as usual been a fairly good pack while demand has not been as large as expected would be the case with present high prices on better grades. Spot pinks, however, are not plentiful and around $1.35 is being asked for present delivery.

Reports from packers in regard to lobster pack seem none too bright. One local broker states that he has filled all his orders but is booking no more.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
Group B are 2½c per doz. less than above.	
Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½
Group B are 2½c per doz. less than above.	
SALMON PRICES.	
Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Syrup—Advances 10c.
Beans—Advance 15c.
Sugar—Firm.

Spices—Strong market generally.

Winnipeg, Sept. 4.—Winnipeg wholesalers continue to report a most satisfactory volume of trade. With the advent of warm dry weather which seems to have settled in at time of writing, prospects for fall business could hardly be better. Collections are fair for the time of year and retailers report a satisfactory proportion of cash trade. Scarcity of labor to handle the crop during harvest and threshing is the only untoward circumstance in the business situation.

Crown and Beehive syrups have made further advances and the sugar market is firmer although prices here as yet have not advanced and may not. A late circular from a London house reports pepper high, prices having advanced 3 and 4 cents there for white and black respectively; cloves and nutmegs are also dearer. Mace has advanced no less than 15 cents during the year. These advances will be felt locally before long.

SUGAR.—Sugar market is reported as firm at present, but whether there will be any advance here is problematical. It is reported that an advance has gone into effect in Saskatchewan. The demand here has been phenomenal during past three weeks and shows no signs of falling off.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUP.—Crown and Beehive syrups have again advanced 10 cents per case and 15 cents per barrel respectively. The demand is about normal although some country grocers are securing stocks in anticipation of active fall trade as soon as butter prices go up.

Syrups—	
24 2-lb. tins, per case	2 48
12 5-lb. tins, per case	2 88
6 10-lb. tins, per case	2 76
3 20-lb. tins, per case	2 77
Half-barrels, per cwt.	4 22
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30 0 31
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
½ gals., 1 doz. case	5 85
Gals., ½ doz. case	5 40

DRIED FRUITS.—From reports of an abundant apple crop indications are that evaporated apples will be cheap this season. Other dried fruits are steady. The California fig crop is about an average. The Greek currant crop is above average. There will be 132,500 tons for export, about 12,000 more than last year.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07⅜
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅜
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05¼
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

BEANS.—A shortage in the Ontario visible supply of spot beans has led to a further advance in prices of 15 cents on hand picked and 10 cents on 3-lb. pickers.

Beans—	
Hand picked, bushel	3 30
3 lb. picked, bushel	3 20
Split peas, sack 98 lbs.	4 00

TEAS AND COFFEES. — Nothing new to report in local situation—prices firm, demand good.

	Per lb.
Coffee—	
Green Rio	0 18
Roasted	0 22
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾
Teas—	
China blacks, per lb.	0 15 0 40
Ceylons	0 25 0 40
Japans	0 20 0 50

NUTS.—Trade normal and quite up to the average at this time of the year.

	Per lb.
Nuts—	
Brazil, per lb.	0 18 0 19
Tarragona Almonds	0 16¼
Peanuts, roasted Jumbos	0 12¾
Peanuts, choice	0 11
Pecans	0 18
Marbot Walnuts	0 13½
Grenoble Walnuts	0 16
Sicily Filberts	0 11½
Shelled Almonds	0 33 0 34
Shelled Walnuts	0 31

FRUITS AND VEGETABLES. — There are a good many changes in fruit prices this week. Lemons, limes and Washington apples are cheaper. Plums are about as low as they are likely to go. Southern grapes and Duchess apples are on the market.

Fresh Fruit—	
Apples, Duchess, bbl.	4 50 5 00
Oranges, Valencia	5 00 4 50
Bananas, bunch	2 50 3 50
California lemons, crate	7 00
Limes, box	2 00
Washington apples	2 00
Cucumbers, per doz.	0 70
Grapes, blue, basket	0 50
Peaches	1 25
Plums	1 10 1 20
Bartlett pears, case	3 00
Bartlett hardy pears	2 75
Washington peach plums	1 50
Ontario tomatoes	1 10
New potatoes, per bushel	0 60

NEW BRUNSWICK MARKETS.

St. John, Sept. 5.—Local wholesale grocers are unanimous in opinion that season thus far has been one of best in many years and some are prepared to present figures certifying to fact that bulk of trade and returns have been much more encouraging this year than for some time. This refers chiefly to local market but it may be said that throughout New Brunswick as well conditions of trade are most pleasing, large

sales being recorded. Collections during the last month or so have, however, been slightly disappointing to some dealers and there may be a few losses on this account.

Market during the past week has seen few changes of unusual interest. Flour remains unchanged and at present there seems to be no reason for expecting any alterations in quotations. Local advices to hand are to effect that Ontario wheat crop has been harvested and that it is only about 60 per cent. of last year. No change worth noting is looked for until the crop in northwest is harvested, or at least until it is determined how heavy it will be. There has been a slight advance of about 4 cents in oats caused by the wet weather interfering with harvesting.

Pork and beef remain high and there seems to be no lowering of prices in view.

Butter and eggs are on upward move, and former is particularly scarce. High prices are expected for butter before the winter is fairly well under way.

Bacon	....	$0 15
Beans, hand picked, bushel	3 10	3 15
Beans, yellow eye, bushel	3 00	3 05
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 27½
Peas, No. 3	....	1 32½
Peas, No. 2	....	1 37½
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 27	0 28
Eggs, case	0 25	0 26
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 14¾	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35½	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	24 50	24 75
Pork, American clear	24 25	26 50
Potatoes, barrel	2 50	3 00
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

PLATE GLASS WINDOWS ON HINGES.

In Carlsbad, Germany, all the plate glass windows are on hinges enabling the store staff to get at them from the front as well as from the inside. This method of hanging them is found to be specially serviceable where the stock is large and varied and the space valuable, and therefore, narrow, as well as where business is being done with passers-by. Many of the windows are, too, of enormous size.

The Need of System in a Retail Business

A Look Into Some Grocery Stores Where Reform is Needed—Planning the Work of Clerks—Lack of Attention to Floor Space—How One Dealer Secured Number of New Customers by Means of Systematic Delivery.

By O. S. Johnston.

The sea captain who begins a voyage without a compass encounters a sea of trouble. The building contractor who starts to erect without laying his plans beforehand, is, to adopt an old saying, building castles in the air. Success in business has invariably been achieved by men whose plans have been well mapped out before the first gun was fired, by men who have equipped themselves with a compass and who made their trade building plans along sound lines.

What value then, do you place on system? Do you believe in letting a business run you, or running it yourself? With system you can run it successfully. Without it, it will run you to the wall. The latter would be an undesirable state of affairs, so let us see where well preconceived plans have helped out some, while lack of same have hindered others from advancing.

Planning the Clerk's Work.

If there is anything which is an abomination in the sight of a customer, it is a clerk doing something other than attending to her or doing nothing at all. All women are not impatient, but some clerks apparently do their best to make them so. In a grocery store not long ago a woman was seen awaiting attention at the counter while the clerk was snatching a glimpse at the sporting page of a newspaper. This kind of service gives rise to complaint, and when the store is criticised by the customers, they are justified in saying, "my, but they're slow."

There is a dealer, however, known to the writer, who realized that by apportioning certain work to each clerk he would overcome the loafing evil and here is what he has to say:—"I used to have one clerk always work on the front counter filling orders as they were taken, thinking that the large pile of goods constantly on the counter would impress the customer with the busy nature of the store, but I often noticed customers standing near him waiting to be served and becoming impatient when he paid no attention to them, but went on with the work I had given him. I began to plan a little, and decided to set aside a place for this man in the rear and instructed the clerks as they took an order to pass it on to him for filling. This plan kept them always on the hop, customers got served quickly, and there was no possibility of their standing near the order filler and getting impatient because he stuck to his post and did not serve them.

System in Delivery.

"Sure Mr. Blank runs the legs off his horse while mine is always fresh and never overworked," remarked another dealer. He at one time had trouble in delivering goods promptly until he conceived a plan. Just as soon as the driver was ready to move out in a certain direction, he would use the telephone and call up some housekeepers who never dealt with him, at least sparingly, and spoke thus, "Madam, my afternoon delivery is almost ready to go out. We will pass your door in a few minutes. Is there anything I can send you? What about —?" And right enough this man of enterprise got a number of them to say "Yes, send me —." The result was he took away a number of customers from his competitors and established two or three deliveries at certain hours each day which as he candidly put it, "I bluffed them into thinking was a regular thing with me."

The greatest victories in war have been won through the preconceived plan, and not acting on the spur of the moment. Here is a case where a dealer educates his customers to order goods for such and such a delivery, thereby increasing his business all round.

Overcrowding With Hampers.

There is a certain store in Montreal which in one way causes temporary amusement to customers; but this amusement unfortunately for the dealer, soon develops into disgust, and the transition is rapid. Instead of having hampers delivered at back or at any rate carried to rear of store, the proprietor has them left in the middle of the floor, which is none too spacious and the customer has an amusing time finding her way to the counter. But ruffled feelings are soon aroused when the dealer opens a crate of celery and peels it there and then, throwing the leaves here and there, placing danger in the way of visitors because many a fall has come as the direct result of tramping on a peel of some description.

One may rest assured that there is something wrong when he sees a woman gathering her skirts on entering the store. He may count on something being there which is objectionable

Watching Progress of Western Crops

To Discern Probable Trend of Flour and Cereals — Wheat Showing Well So Far—If Conditions Continue Favorable May be Concessions in Flour—Something More Definite in Few Weeks.

As for some time now, the eyes of the milling world as well as of those retail dealers interested in flour and cereals continue to be directed to the approaching new crop. They are closely watching the progress of the Western Canada harvest to discern if possible, the probable trend of values in flour and cereals during the coming season.

Western Canada gives promise of a record wheat yield this year and estimates now range around the 200 million mark. If nothing crops up between now and the end of the harvest, it is felt that lower prices on wheat and wheat commodities will be seen. Wheat market already shows signs of wavering under approach of new crop. Threshing is now under way in certain centres and in a few weeks, something definite should be known and if conditions continue as favorable as at present, some shading in values seems evident. However, it must be remembered that the wheat is not all harvested yet.

This year's crop of oats also promises well and this was probably responsible for last week's decline in rolled oat market. Western millers thought present prospects of a yield ranging from 175 to 200 million bushels warranted lower prices and thus the decline.

It looks as if winter wheat flour will range at fairly high level this year. The Ontario crop of wheat which is now harvested is only about 60 per cent. of last year, although it must be remembered that last year's yield was heaver than usual.

MONTREAL.

FLOUR. — There has been a fair volume of business done for local account with a passing demand from the country, but export business has been practically nil as buyers on the other side are expecting lower prices for the new crop which from all appearances will be a record one.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS. — Following on recent decline rolled oats are resting there being no further change. But there is a little more business doing.

Fine oatmeal, single bag lots	....	2 64
Standard oatmeal, single bag lots	....	2 64
Granulated oatmeal, single bag lots	....	2 64
Bolted Cornmeal, 100 bags	....	2 25
Rolled oats, jute bags, 90-lb. single bag lots	....	2 27½
Rolled oats, cotton bags, 90-lb., single bag lots	....	2 32½
Rolled oats, barrels	....	5 25
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30

TORONTO.

FLOUR.—There have been no changes in local flour prices nor are there any particularly new features to report. The same keen interest in the progress of Western Canada'5s wheat crop is in evidence.

There has been no improvement in the delivery of winter wheat. Probably farmers are busy just now or they may be holding back as in other years. Wheat prices are still too high for any export business in flour.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Rolled oats prices are unchanged at last week's decline of 25 cents per barrel. It would seem that it was the shadow of the approaching new crop which brought about the reduction, as old oats continue firm on account of scarcity. Again, it is said that some western millers indulged in price cutting, and that lower prices were followed by Eastern manufacturers.

Rolled oats, small lots, 90 lb. sacks	....	2 37½
Rolled oats, 25 bags to car lots	....	2 27½
Standard and granulated oatmeal, 98-lb. sk.	....	2 64
Rolled wheat, small lots, 100-lb. bbls	....	3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS. — Demand for both bran and shorts continues to exceed the supply. Prices are unchanged.

Bran, ton, car lots	....	$22 00
Shorts, ton, car lots	....	26 00

WINNIPEG.

FLOUR AND CEREALS.—With the setting in of finer and more settled weather wheat prices are easier and flour may follow suit. The export situation is however strong and may counterbalance the weight of a heavy crop.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 60
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 20

TAKING UP EXTRACT STANDARDS.

Meeting to be Held in Ottawa on September 25 For This Purpose.

Toronto, Sept. 5.—Some months ago negotiations were begun between Chief Analyst A. McGill of Inland Revenue Department, Ottawa, and the Pure Food Section of the Canadian Manufacturers' Association with regard to food standards for extracts. These standards have not yet been fixed, as both Prof. McGill and the manufacturers are anxious to have them as practicable as possible, and, therefore, will take plenty of time.

Recently a meeting was held in Toronto to discuss a draft of vanilla and lemon extracts from Mr. McGill. There were present Jas. Litster, Litster Pure Food Co., who is chairman of the Pure Food Section of the C. M. A.; F. F. Stuart, Stuart Bros., Niagara Falls; Mr. Moore, National Drug Co., Toronto; and Prof. Cotton, of J. J. McLaughlin, Limited, Toronto.

Some changes were suggested in the drafted standards and Mr. McGill will be met in Ottawa on Sept. 25 to go into them thoroughly. The annual meeting of the Canadian Manufacturers' Association will be held at that time in Ottawa.

According to statistics compiled by a New York agency, only 2,500 grocers and delicatessen dealers in that city are rated $1,000 or more. The list contains the names of 14,000 dealers.

Competition in Chocolates Aids Dealer

The Old Peppermint Drop and Aniseed Ball are But Poor Relations to the Candy of To-day—These Have Not Only Been Improved in Quality, But are Supplied in More Attractive Form—Boxed Goods and High Quality Bulk Varieties Enable Dealers to Secure High Class Trade—They Can Sell Candy For What it is, Good Food.

"My, I never had these when I was a girl." That is what our grandmothers would say if they were here to-day and took a stroll through some of the leading grocery stores in any large city. They would gaze with pleasure on the delicious confections and wonder why the young folk are not satisfied with the old fashioned cinnamon stick, peppermint drops and aniseed ball.

Ere long, though, they would realize that extravagant as the taste may have grown, nevertheless, the increased output of sweetmeats from the factories and their richer nature must simply be one of the striking results of the onward march of science and skill.

Chocolates Show Great Advance.

The greatest advance has undoubtedly been made in the manufacture of chocolates. The smaller chocolate with the rich, delicate centre has made great headway. One manufacturer vies with the other in his anxiety to produce something better and different. In fact, manufacturers resemble, in a sense, the Bereans of Scriptural fame, who were always on the lookout for "something new."

Helps The Dealer.

And all this rivalry helps the retailer. It insures him being offered purer goods and puts an obstacle in the way of the unscrupulous maker who would force impure goods upon him, or at least concoctions which have no appealing force for the consumer, but an attractive desire-creating name.

There is a constant cry for pure cleanly goods and the fact that even a number of staple lines are being put up in cartons, makes it natural for us to expect a good deal of confectionery being delivered in sealed packages. This keeps the goods fresh in their passage from factory to consumer, and preserves the pure flavor of the cocoa and whatever flavoring may be used. While sales are frequently made from trays in the show cases, there will be a constant demand for the package goods also. Bulk goods, properly cared for, are a splendid stock to handle also.

Attractiveness of Package Counts.

Package chocolates afford splendid opportunities for display, more especially as in more recent years, a move has been made towards highly lithographed boxes, which, in themselves, invite a test. Here again is another instance of competition working indirectly for the retailer. In the case of bottled goods the label is pretty well a fixed thing, no change from one year to the other. But with chocolates, Dame Fashion is in control, and sees that the taste is catered to regularly by a total periodical change in style of package, etc.

In the olden days chocolates were not an extra desirable stock, because factories were not properly ventilated and on humid days the coating would soften, and the supply, instead of being attractive, would become a sticky mass and prove objectionable to the eye. To-day refrigeration machinery has reached such a stage of perfection that the cool, icy air can be introduced to the coating and dipping room, uniformly in every respect, with the result that the coating can be preserved and an equal and lasting chocolate color is given the sweetmeats.

Medical Experts Recommend Candy.

When the medical profession advocates a reasonable use of pure candies, the dealer may feel sure that he will encounter no snags when offering good goods for sale; and while at one time the digestive organs were considered liable to derangement from contact with candy, to-day the profession are more acquainted with the food value of sugar and cocoa and the percentage of nutriment in both, and so are not antagonistic to it.

To sum up, therefore, the retailer should consider the points just given, as they prove conclusively that no good store should be without a strong well arranged confectionery department. As aforesaid, the public demand for pure chocolates is strong, and the rivalry among bigger manufacturers goes far towards raising the standard of purity, while the elaborate packing means easy sales. Indeed, the dealer should get some data on the nutritive value of sugar, etc., and with it, he will find himself in a position to talk intelligently to the customer and to create sales on his own initiative. After all, what is more desirable than to be able to create sales in this way? By cultivating the art, you secure yourself a place amongst the ranks of those big dealers who are called, and truly called SALESMEN.

SEASONABLE FISH LINES.

Facts of Interest About the Haddock Cod and Maritime Sole.

HADDOCK. — The haddock may be called a staple fish line as it is on the market almost the whole year round. The main sources of supply are the Banks which extend from the latitude of Newfoundland, down as far as Nantucket Island, that is, to a point opposite the State of Rhode Island. The quantities caught both in the States and Canada run well into the millions of pounds annually, one large wholesaler putting the amount conservatively at 10,000,000 pounds. As an article of diet it is very popular, and dealers can have no difficulty in getting rid of a fair quantity weekly, if they only go the right way about it. One strong point in favor of large sales is the fact that it is much cheaper than any other fish and the trade can always count on a heavy sale during years when the cost of living reaches a high level.

COD FISH.—The cod, for sake of explanation, may be termed the raw material for several lines of prepared fish put on the market, such as dried cod, boneless and skinless cod, desiccated or shredded, and in the popular form salted cod. As to the latter in former days when distribution problems were many and facilities few, the salted cod was one of the main lines of diet. To-day a fair number of shipments are made in the salted form but the heaviest demand is for the prepared, the reason being apparent. Large quantities are also sold in the fresh state but not to same extent as the haddock. Codfish is certainly one of the most palatable of sea food and its reputation is a world-wide one. It belongs to the northern latitude of this country, the season running from May 1st to the end of December. The length of the season is due to the fact that it is first located deep down miles out from the coast, a gradual move being made towards the shores till it is sometimes found in the narrow and shallow inlets. It then moves out again being caught at end of season on the farthest banks of the ocean. That it is one of the most prolific of fish, no one will dispute as one female will deposit as many as 10,000,000 eggs.

P. Y. Anderson, general merchant, Wyoming, Ont., has been advertising a going out-of-business sale. It began on Aug. 24, and lasted until Sept. 4. The advertisement stated that "4 bottles of extracts", "7 bars —— soap", and "3 boxes ammonia" would each be sold for 25 cents "if bought together with other groceries to the value of $1 or upwards."

Rainy Weather Hampers Curing of Fish

On Eastern Coast—May Have Some Effect on Prices Later On—Need Fine Warm Weather—Cooler Weather Needed to Enliven Oyster Trade.

Unfavorable weather in the Maritime provinces is interfering to a considerable extent with the curing of fish. For some time rainy weather has been general, making it impossible to cure stock. It is felt that this may probably have some effect on prices later on, especially if they do not soon get fine warm weather. It is said that fishermen have thousands of quintals of cod salted, but not dried.

While the oyster season has opened again, it has not as yet developed into appreciable proportions. Initial shipments are coming along, more retailers are being induced to take up the line, but cooler weather will be needed to bring activity. Fish business appears to be shaping for a good fall trade.

There is a firmer feeling in swordfish for as weather grows cooler they become more scarce.

QUEBEC.

MONTREAL.—Halibut is very scarce and price has advanced considerably. Supplies coming to hand now are from American supply of Pacific Coast, the customs duty payable adding to price. Gaspe salmon is practically finished, but small supplies of fresh B. C. salmon are coming along. Brook trout are so scarce that none is obtainable at present. Haddock and cod though, are plentiful, also lake trout and whitefish, but fresh dore and pike are extremely scarce.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Greater activity should shortly develop in fish and oysters. Wholesale dealers are beginning to put their shoulders to the wheel and retail dealers should now begin the planning of their fall campaign.

There are no changes in local quotations. Whitefish and trout continue scarce. While oyster season is opened, even all wholesale dealers are not handling them yet, but will commence soon. Cooler weather will help trade a good deal.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring	....	0 08

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Mackerel, each	....	0 12

NOVA SCOTIA.

HALIFAX.—There is practically nothing doing in fish business at present. Exports are light and there is little fish in store here. Weather continues unfavorable for curing fish, and this may have effect on prices later on. Conditions in this respect are unprecendented, and outlook is not promising. It is stated that the fishermen have thousands of quintals of cod salted, but not dried, and that they must have fine warm weather to cure the fish. Scarcely a day passes, but rain falls.

Fresh herring are in good supply, but local demand for this class of fish is light. Salt herring is a better seller, and there is some good stock now on the market.

While some small hauls of mackerel are being made along coast in vicinity of St. Mary's Bay, fishing this season has been a failure. There are practically no cured mackerel of any size offering.

Catches of cod by inshore bank fishermen are small. Large quantities of Haddies are being exported. Smoked salmon are fairly plentiful. There is not much doing in the canned fish line.

MANITOBA.

WINNIPEG.—There is nothing to report in fish business all staple lines being steady and demand quite up to average. Oysters will probably be on market next week.

Fish—	
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

F. Squires, grocer, Havelock, Ont., and his clerk, W. J. McBurney, attended the Canadian National Exhibition on the holiday.

C. A. MacMillen of Sugars & Canners, Ltd, Montreal, spent the week end out of town.

Domestic Peaches Now in Good Supply

Being Pushed for Preserving—Crawford Variety in This Week —Bartlett Pears Ready to Pick—Lombard Plums are Short— Lemon Prices Maintained—Little Attention to Oranges.

Home grown fruits occupy the centre of the stage at most fruit markets just now with peaches in particularly good supply. California peaches are being forced from the market by the flood of the Canadian stock which is running more and more to freestone varieties and is consequently being pushed strongly for preserving purposes. Crawfords made their debut this week but crop is light and prices are expected to rule quite high.

The Canadian pear is not yet far enough advanced to force American product off market. Oregon and Washington are sending some Bartletts but are now about done shipping. Canadian Bartletts are now ready to pick although rather hard as yet. Lombard plums which are usually a good crop are light this year. Damson plums will also be high.

Malaga grapes have been coming to Canadian markets from California. This week marks the arrival of some Canadian stock which will continue to increase. Canteloupes are plentiful but on some markets there are a lot of poor quality.

In spite of weather that does not work for as large a demand as usual, lemons maintain a steady position. As pointed out before, stocks are not large while there will be little or no stock coming along until arrival of new crop. Late Valencia is only variety of orange now available but owing to pressure of domestic fruits, they are not getting much attention just now.

MONTREAL.

GREEN FRUITS.—The market keeps active, with all lines moving out freely, even though some quotations are on the high side. Still the consumer is getting used to paying the upper figure so that the advance in cost does not present any great difficulty in the clearance of stocks. A large part of the country trade is being supplied by growers nearby, but nevertheless a large volume of business is being done locally. California oranges are easier. Available supplies of foreign lemons are lighter than during corresponding period of last year, but even taking this into consideration California varieties have not advanced to any extent. Of course the quality of the Californians offered may have kept prices steady, as the quality was not up to usual standard.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	....	4 50
Late Valencias	....	4 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	....	2 75
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	....	1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES. — Good supplies of Canadian vegetables of good quality are moving out just as quickly. The potato market is a little easier in feeling. Prices have dropped considerably within the past two weeks, and if supplies are as plentiful as at present there should be a further decline. New York leeks are no longer offered, while radishes are a little scarce.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen	....	1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Lettuce, Boston, doz.	....	0 25
Radishes, dozen	....	0 20
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — Domestic fall fruits still occupy a position of prominence. The glut of plums is over and for balance of season supply will only be moderate. Lombards which are usually such a large crop are light this year. There is a small quantity of Damson plums but owing to demand from North-West they are high in price. They are quoted at 70 cents per basket. Bartlett pears are ready to pick but will be quite hard for a week yet. For this reason Bartletts from Oregon at $3 per box are selling for table use.

Peaches are plentiful and running more to freestone. Crawford peaches will be ready at end of week but crop is light. Champion grapes are coming along at 30 cents per 6 qt. basket. Malaga grapes are a little lower in price.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	....	1 25
Lemons, Verdelli	5 00	5 50
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 11	0 13
Oranges—		
Late Valencias, case	4 00	4 25
Watermelons, each	0 30	0 50
Musk melons, basket	0 35	0 75
California Fruits—		
Peaches, box	....	1 25
Pears, Bartlett, full box	....	3 00
Plums, box	1 50	2 00
Grapes, Malaga, per box	2 25	2 50
Grapes, Champion	....	0 30
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 40	0 55
St. Johns, 11 qt., Leno	1 00	1 25
St. John, 6 qt.	0 60	0 70
Pears, basket	0 40	0 65
Plums, basket	0 40	0 50

VEGETABLES.—Corn on the cob is a little easier this week, selling down as low as 12 cents per dozen. Beets, beans and carrots also are lower in price while celery has a downward tendency.

Potatoes are lower in price and prospects for this year's yield are good. The opinion seems to prevail that prices will be below the usual standard, unless the present rainy weather continues long enough to rot the crop.

Cucumbers and peppers are in demand for pickling purposes.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	....	0 15
Cabbage, new, per crate	0 50	1 25
Celery, per doz.	....	0 40
Corn, doz.	0 12	0 15
Cucumbers, Can., basket	0 20	0 25
Marrow, bushel basket	....	0 25
Onions—		
Spanish, per crate	2 75	3 00
White onions, 100 lb. sack	2 50	3 00
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	1 10	1 30
Peppers, green, basket	....	0 35
Tomatoes, per basket	0 25	0 30

Produce & Provisions

Firmness in Lard at Several Centres

No Overplus of Spot Stocks—Hogs Light and Not Heavy Lard Producers—Fall Egg Season About at Height—West is Calling for Fresh Fall Eggs—Present Eggs Have Better Body—Butter Unchanged.

Firmness in lard is a feature of several Canadian markets and at some centres the strong front has already developed into slight advances in quotations. Immediate reason is probably scarcity of spot stocks. As one dealer said, "If we haven't got the lard we are bound to see higher prices." It seems that a considerable number of hogs too light in weight have been coming to market and light hogs do not make much lard. Another firming factor is approach of season of brisker demand for this article.

"The fall egg season is about at its height," said an Ontario dealer this week, "and deliveries are about at their pinnacle." He went on to explain that when deliveries reach a certain point, they again begin to recede and he felt that point was not far distant.

Eastern dealers expect to have a call from the west for fresh fall eggs. In fact this demand is already in evidence. Present eggs are in good request. For some time hens have been living mostly on "pick-ups," but at this, the season of harvest we begin to get "grain" eggs which have a better body and are probably better keepers.

Eggs still continue in good consumptive demand. Not long ago a wholesaler remarked "If we haven't enough eggs to supply the demand we know where to get them—right across the border." However, there are no U.S. eggs coming in, a firmer feeling having developed across line, while some shipments that did come in were not altogether satisfactory.

Pastures at any rate should be excellent after multitude of rains which we have been having but butter market indicates that there is no overplus of this commodity. In fact, production is not as large as a person would expect while some storing is still being done.

MONTREAL.

PROVISIONS.—There was not much doing in this market early in week owing to holiday but towards middle trade picked up, all lines of cooked meats selling well. Pure lard is none too plentiful, owing to dwindling of supplies of live hogs and an advance would not be surprising. Plate beef is not quoted at present, local packers having none to offer.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 14
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 14½
Spiced roll bacon, boneless, short, per lb.		0 14½
Boiled ham, small, skinned, boneless		0 26
Hogs, live, per cwt.		8 00
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 10¾
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14¾
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		27 00
Bean pork		19 00
Canada short cut back pork, bbl., 45-55 pieces		27 00
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14

BUTTER.—The next move will be upward and not before long either is the definite statement of local wholesale houses. An advance was scored at all country points and our equivalent to 28½ cents at Montreal was paid at points 100 miles below Quebec this week. Dealers should see to stocks early.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.		0 25

EGGS.—Good demand with supplies good about sums up the situation. It looks though as if the supplies which have increased some lately will dwindle again and new laids should then move up another point even if they are remarkably high now.

New laid eggs, per doz.		0 33
Selects		0 30
No. 1's		0 27

POULTRY.—No change is noted in this market, prices remaining steady under a poor demand. The heavy season though is ahead and if supplies are plentiful a drop should come. Still it looks as if prices will remain high for the next few weeks. Turkeys are not asked for, though as aforesaid there is no particular call for any line.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

TORONTO.

PROVISIONS. — There is a fair volume of trade being done in pork products, a feature of market being slight strengthening in certain lines. Firmer feeling in lard was pointed out last week. It still continues with some dealers quoting higher than present quotations. Season of brisk demand in lard is now approaching.

Long clear is also a little stronger, although there seems to be considerable difference in ideas of different firms, varying from 13½ to 14½ cents. Breakfast bacon is also slightly firmer. Live hogs are slightly firmer.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20½	0 21½
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 13	0 13½
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Roll bacon, per lb.	0 13½	0 13¾
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 13½	0 14½
Lard, tierces, per lb.		0 13½
Lard, tubs, per lb.		0 13¾
Lard, pails, per lb.		0 14
Lard, compounds, per lb., tierces		0 10
Live hogs, local		8 55
Live hogs, at country points		8 25
Dressed hogs	11 75	12 25

BUTTER.—The production of butter does not seem to be as large as one

would expect considering the copious rains which have been general for some time now. However, there is a fair amount coming forward and a certain quantity is still finding its way into storage. There is really no change in immediate situation, as there has been no accumulation that would weigh market down.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 24
Dairy solids	0 22	0 23

EGGS.—We are now perhaps at about height of fall season in eggs. Deliveries have now about reached their pinnacle and will shortly begin to show a falling off. At least, this is what some dealers expect.

Some recent business has been done with the West as there will now be a demand from that direction for fresh fall eggs to supply the early winter eggs. Present supplies are mostly grain eggs, of better body and perhaps slightly better keepers.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—There is a slightly firmer feeling in new cheese and prices have been marked up ¼ cent. There is a fair business. Stiltons are quoted at 16 to 17 cents.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15	0 15¼
Stilton	0 16	0 17

POULTRY.—Volume of poultry coming forward still continues large and last week's lower prices are maintained. There is a fair business.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	....	0 14
Spring ducks	0 10	0 12
Old fowl	....	0 10
Roosters	0 07	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 20	0 23
Spring ducks, dressed, lb.	0 14	0 18
Fowl, dressed	0 12	0 13

HONEY. — With larger supplies of new honey, more business will be done. Prices are expected to be on about last year's level.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS. — The butter market is firm and prices unchanged. Large consignments of dairy butter are coming in and this holds creamery steady. Eggs are firm and likely to go higher. Poultry is now beginning to be more in evidence with prices advancing. Lard and cured meats steady.

Lard, tierces	....	0 13¾
3 lb. tins, cases	....	8 85
5 lb. tins, cases	....	8 80
10 lb. tins, cases	....	8 20
20 lb. pails	....	2 85
50 lb. tubs	....	7 00
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 14
Short clear	....	0 14
Shoulders	....	0 14¼
Bacon	0 18	0 19½
Cheese—		
Ontario large	....	0 15½
Ontario twins	....	0 15¾
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 29	0 27½
Dairy	0 18	0 24
Eggs, fresh laid, Manitoba	0 22	0 23

A Provision Counter That Pays for Itself

Dealer Saw That Competitors Were Getting Some of His Trade So He Interposed—Leaks Stopped in Over Weight and Loss of Large Baskets—Figures Total Cost Carefully and Makes Sure of Profit—What Some Special Attention Will Do.

In a talk on his provision department recently, a retail grocer gave some practical hints in regard to its conduct that may prove of benefit to others in the trade.

This merchant, up to a few years ago and unlike his two competitors on the same street, did not have a provision counter. He saw considerable trade slipping through his fingers on this account. When many a housewife wanted a few groceries, she would go to the store where she could obtain her ham or bacon as well. He considered the problem for some time before he finally reached a decision; because with these two stores in the same neighborhood already well entrenched in the provision trade of the district, he was rather uncertain as to whether he would be able to work up a large enough trade to make it profitable.

Decides on Provision Counter.

However, he decided to make an attempt. He installed a counter especially for this line and gave it particular attention. The window was used occasionally to attract passing people, the department was brought to the attention of people who visited the store while the order men were instructed to push this line while on their rounds. The result has been the obtaining of appreciable regular sales, especially during the summer and at this time of year when cooked and smoked meats are given particular attention.

One of the important points to be observed, in his opinion in order to assure profit, is carefulness in weighing.

He recalls the fact that when he first opened this department that he suffered considerable loss through a careless clerk who when a pound was ordered, if there happened to be an ounce or so over would allow it to go as a pound. When all these undivided overweights were added up, it was found to amount to no little figure. That clerk was informed that he was not there altogether to see how quickly he could weigh and tie up a pound of bacon, without taking into consideration that some profit was needed to pay the expenses of the business.

Strict on Determining Cost.

Another point dwelt on by this grocer is the need of careful figuring of cost to ascertain what each line should sell at in order to give a living profit. Cost with him is not the amount set down on the invoice but the cost set down at his store plus an allowance for shrinkage and loss in weighing. Many lines of bacon, he says, dry out considerably, while there is always a certain amount of loss in cutting and weighing and these all have to be taken into consideration or profits are liable to be figured on too small a scale.

Many Points to Watch.

Carefulness is the key-note of his advice regarding this department. Care in weighing, care in slicing, care in storing to avoid drying out, has to be observed. He lays stress on attention to details if a fair profit is sought.

He gives an instance of one detail needing attention. He is situated in a town and gets a lot of meats in baskets, with which he is charged but which are returnable in good condition. On figuring it up he found he was not returning as many as received. The explanation was that the delivery boy who used baskets in delivering, seeing there were plenty of them, was somewhat careless, and many were lost and destroyed. Now he is allotted just a certain number for delivering and the rest as they come in are stored away until there are enough to return.

A NOTE OF WARNING.

There has been issued, by direction of the Minister of Agriculture at Ottawa, a conspicuous poster calling the attention of potato growers to the importance of examining their crop to ascertain whether or not it is infected with "Potato Canker." The hanger shows in natural colors a potato plant the whole yield of which is affected by the disease. It also shows the appearance of individual tubers in which the canker has started to work. Growers or dealers who discover suspicious symptoms of the disease in their crop are requested to send affected specimens to the Dominion Botanist, Experimental Farm, Ottawa.

PON-HONOR
GUNNS
FOOD PRODUCTS

WE wish to express our appreciation of and to thank our many customers for their kind commendation of our exhibits at the Canadian National Exhibition. They illustrate the efficiency of our packing plant, and the standard of quality on which we have built up our business, which will be fully maintained in the future. It will pay you to stock and push Gunns Pon-Honor food products.

GUNNS LIMITED,

PACKERS & REFINERS

West Toronto, Ont. **Montreal, St. John, N.B.**

Travellers and Agents everywhere

FEARMAN'S
"STAR BRAND"
English Breakfast
BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. **3 doz. to a case.**

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 80
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over..each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz .. 0 90
Perfection, 5-lb. tins, per lb. 0 35
Soluble, bulk, No. 1, lb. .. 0 20
Soluble, bulk, No. 2, lb. .. 0 18
London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy, chocolate, ½'s.. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.	Per lb.
1-lb. pkgs. White Moss	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case	
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 90
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.	
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

ROYAL

BAKING POWDER

Absolutely Pure

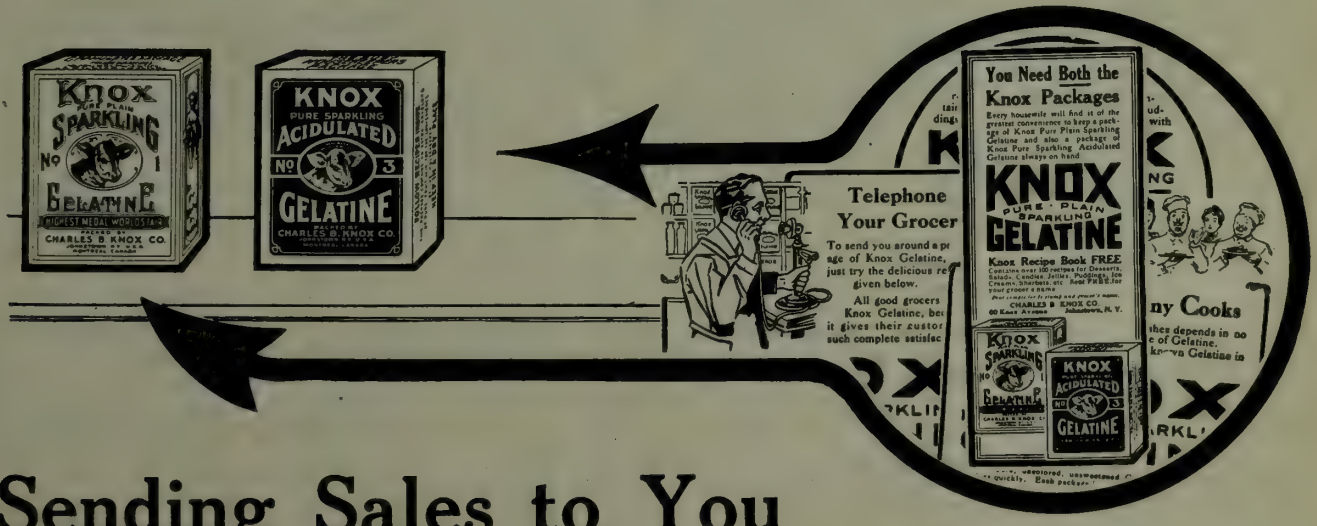
The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE



Sending Sales to You

Look at our advertising in the magazines and see how we're making **KNOX GELATINE** sell faster every day. All our advertising for this season includes mention of our **ACIDULATED GELATINE** and tells the housewife what a convenient package it is—two envelopes of gelatine, and an **extra** envelope of concentrated lemon juice in each package—two full quarts of jelly, including flavor in a convenient form, for 15 cents. This form of advertising is increasing sales of **KNOX PLAIN SPARKLING GELATINE**, as well as **KNOX ACIDULATED GELATINE**, and the profit you can make on the resulting large number of sales is a good reason to

"make KNOX your gelatine leader"

CHARLES B. KNOX COMPANY, JOHNSTOWN, N.Y.

BRANCH FACTORY - MONTREAL, CANADA

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins, do. 0 31
German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
English Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. .. 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.
Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 60
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	3 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Salmon

The subject of salmon is still a very interesting one and while it is being so we are booking thousands of cases at the following low prices:

Pink	½s	-	-	50
"	1s	flat		1.00
Cohoe	1s	tall	-	1.95
Victor	1s	"	Choice Red	2.40
Monarch	1s	"	Fancy "	2.65
"	½s	"	" "	1.50

Send us your order now as these prices may not last long.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
20 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
8 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs.. at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP	
2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35
LILY WHITE CORN SYRUP.	
2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10
(5, 10 and 20 lb. tins have wire handles.)	

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90
(5, 10 and 20 lb. tins have wire handles.)	

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45
Winnipeg.	
2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz case, per doz. .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75
H. P.	
H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	52
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80
LUDELLA CEYLON TEA.		
Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

COME—LOOK AND LEARN

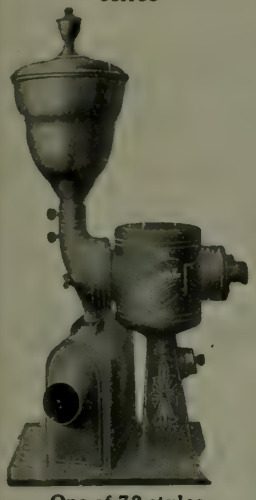
How to increase your profits with a **Royal System**

Our display will be found in the north wing near the north door of the Industrial Building at the

Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee



One of 72 styles

Royal Coffee Roasters enable the progressive **merchant** to roast his **own** "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

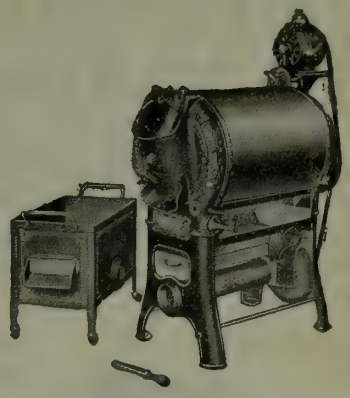
Write for free catalogue to-day

The A. J. DEER CO., Inc.

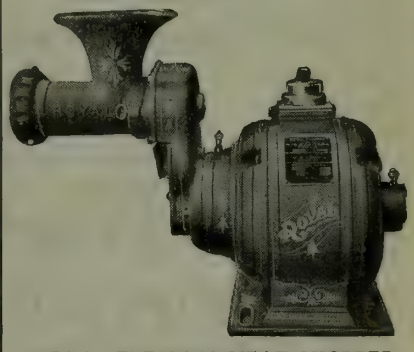
154 West St., - Hornell, N.Y., U.S.A.

Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER



Capacity from 10 to 150 lbs. according to size.



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Cuts the meat twice in one operation

Shooting at Random

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Here we are on the ground with the best representation in every pulsating point of this successful country—we can serve you and serve you well.

Large track warehouses at Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

Get in touch with us.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

That's Where You Are Wrong

If you sit down and wait for a demand for any particular line you will surely be disappointed. Build up the demand yourself.

Fix your

on the customer and tell her about the Medicinal value of

OLIVES

BLACK and GREEN

and she'll be a regular customer.

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Headquarters for Italian Products

BANANAS Tomatoes Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

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LEMON BROS.

Owen Sound, Ontario

"St. Nicholas," "Home Guard," "Puck," "Kicking" Brands

Messina Lemons are honestly packed with fruit of Quality — they are money-makers for you — year in and year out.

J. J. McCABE

Agent

Toronto, Ont.

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey

MONTREAL

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists

HAMILTON, - - - ONTARIO

All Good Things are Imitated.

MAPLEINE

(The flavor de Luxe)

Is not the exception.

Try the imitation yourself and note the difference.

Order from your jobber, or

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Mason & Hickey, Winnipeg

The Crescent Mfg. Co.

SEATTLE, - WN.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

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The W. H. Escott Co., Winnipeg, Man.

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Niagara Peaches

arriving in abundance, best varieties now coming for preserving. Also

Plums, Pickling Onions, Gherkins, Peppers

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Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE
TORONTO and HAMILTON

The Veribest Quality

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Tomatoes, Corn, Cauliflower.

Let us have a Daily Order from you for Small Fruits.

Oranges, Bananas, Lemons, Musk Melons, Water Melons.

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A Scientific Discovery

The mechanical process of homogenization is a recent scientific discovery by which milk can be kept indefinitely in any temperature but frost. It intricately mixes the milk and cream by the breaking of the little globules, which makes it more wholesome and nutritious than ordinary milk. When drinking it one has the sensation of drinking thin cream. It is always pure, sterile and sweet, and is the great boon to mankind by which every dealer can profit.

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LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

NO FLAWS

in this Chain or Anchor, both have had the same care in manufacture as "The Flour of the Mark." **Anchor Brand**

Manfd. by
LEITCH BROS.
FLOUR MILLS
Oak Lake, Man.

Sold by leading dealers in every lively town. 17

Anty Drudge

told women why they ought to use Fels-Naptha Soap, and the thousands who tried it on her advice are still using it. Does the wide-awake dealer, with these facts before him, need any advice about what soap to push?

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

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FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

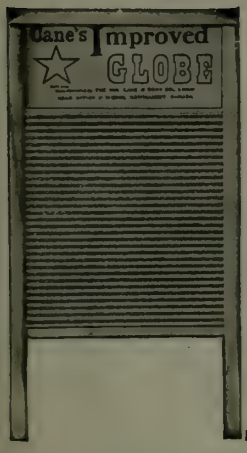
Wellington Mills, London, England

There's a Good Profit In Selling

CANE'S WASHBOARDS

You Give Every Buyer a Value That Is Appreciated

When you stock our high-grade line of washboards you take out a safe insurance against dissatisfied customers and poor profits.

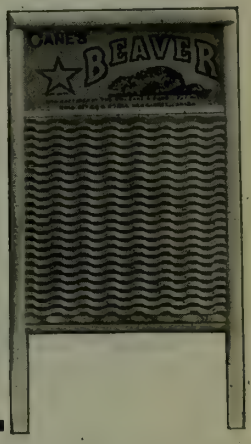


Cane's Washboards represent all that is best in material, design, workmanship and finish, for the money.

We manufacture **13 different styles** and grades so as to completely meet the requirements of the trade.

Send us a trial order and be convinced as to their selling and satisfaction-giving qualities.

Write NOW for our catalogue on **"Cane's Washday Woodenware."**



The Wm. Cane & Sons Company

LIMITED

NEWMARKET - - ONTARIO

5 Cases at $4.15
with 20 bars Naptha free.

10 Cases at $4.05
with 40 bars Naptha free.

25 Cases at $4.05
with 150 bars Naptha free,

FREIGHT PREPAID

Net 30 days. 1% Cash.
Assorted or otherwise.

The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

A fifty-year-old favorite—Quality counts.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George **Ontario**

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;
WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

The reputation of

Rowat's Pickles

is one based on Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian grocers find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested? Tell your jobber you want Rowat's.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

If you should ask one of your brother grocers what his best selling pickle is, he would without hesitation say that

STERLING BRAND PICKLES

are the most popular line he handled. There is a big variety of the Sterling line of mixed and sweet pickles. Sterling Brand products justly deserve their reputation.

WRITE FOR PRICES.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

CONNORS'

High Class Sea Foods
BRUNSWICK BRAND

We have the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack our goods scientifically in the most sanitary tins obtainable, and in consequence—WE HAVE THE GOODS AND THE REPUTATION.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer and see what "Connors" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros. Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.

SOLE MANUFACTURERS. PIQUA, OHIO

"GLOBE"

Macaroni Vermicelli

are lines which you can hand to the customer without fear of complaint. In other words, you can stake your reputation on them.

Made in a spotlessly clean factory from the purest of ingredients.

Ask nearest agent or write direct.

D. Spinelli, Montreal

Registered

AGENTS:—Quebec: Boivin, Grenier & Cie., Ottawa: A. M. Sutherland, St. John: J. Hunter White, Toronto: C. C. Mann, Western Provinces: Tees & Persse Ltd., Winnipeg.

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

RAT CORN

Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.20	$14.40	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.
QUEBEC WINNIPEG

Tuckett's Orinoco Tobacco

NO BETTER JUST A LITTLE MILDER THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

TO BISCUIT AND CANDY MANUFACTURERS

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Cold storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

SITUATION WANTED

ENGLISH COMMERCIAL TRAVELLER open for engagement Jan. 1, 1913, with good Canadian firm as travelling representative in England, South Africa, Australia, or Canada. Highest references. Reply Post Office Box 482, Toronto, Ontario.

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LET-ters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION— Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

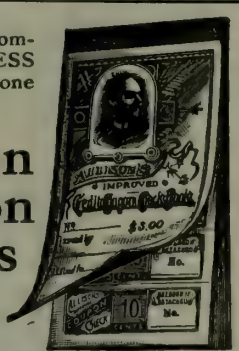
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat. alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

CREDIT customers make LESS trouble than anyone else, where

Allison Coupon Books



are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Ind.

TIME IS FLYING

and there are still a few dealers who so far have not had a sample of the *Ermaline Cooking Bag*. But just as the months are passing, so a good steady profit is going past you, a profit which would help materially in securing fall requirements.

Cooking with the Ermaline Bag

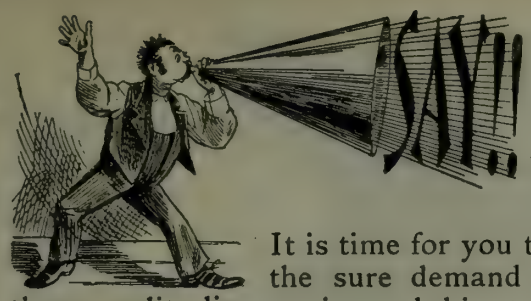
causes absolute satisfaction in the home, and you know what it means to a dealer to be able to create satisfaction anywhere.

Write Now.

Edward Lloyd

LIMITED

MONTREAL



Have You Ordered Yet? It is Now September 6th.

It is time for you to get in your supplies of all lines of cod, etc. to meet the sure demand during the next six months. All wholesalers carry these quality lines so just ask him to leave a case or two on his next trip.

HIGH QUALITY **BIG VALUE** **GOOD PROFITS**

"Canada" Brand Pure Boneless Cod Fish

BONELESS FISH

Canada Tablet	20 1 lb. Tablets.
Canada Crate	12 2 lb. Boxes.
Canada Strip	30 lb. Boxes, Whole Strips.
Atlantic Special	20 lbs. 1 lb. and 2 lb. Blocks.
Mariner Brand	25 lbs. Bulk.
Cod Bits	25 lbs. Bulk.

SKINLESS FISH

Eastern Fifties	50 lb. Boxes.
Eastern Hundreds	100 lb. Boxes.

Wholesalers:—We can supply
LARGE DRIED CODFISH BY THE QUINTAL.
LARGE FAT JULY SALT HERRING BY CAR LOAD.

THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch: 47 WILLIAM STREET, - - - MONTREAL

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada

B. T. BABBITT, INC.

NEW YORK

By Special royal permission

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

HAMILTON :: :: :: ONTARIO

Quality and Reputation

go far towards producing sales and steady repeat business. By featuring goods with a name and pushing them only you are assured of "no kicks," and what better do you want?

THE SPICIEST OF SPICY SPICES.

HUGMAN'S
PURE ENGLISH
SPICES

(Facsimile of package.)

Make good on the last lap. Pickling orders will soon be all placed. Write

A. W. Hugman, Limited
286-288 St. Paul St. - MONTREAL

"KING" JAM
(Compound)

The public in many parts have had an opportunity of trying our jams, and judging from the large repeat orders from the dealers, our goods have given complete satisfaction. Just what we have continually told you. King Brand Compound Jam represents the better jam at the lower price, and with all jams so high this year, you have a splendid opportunity of opening up a nice business with

KING BRAND JAMS

Packed to suit your trade. In tins, pails, cartons and glass.

WRITE

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co. Winnipeg
J. Hunter White St. John, N.B.

Brooms
Brushes
Paper Bags
Egg Crates
Butter Tubs
Butter Paper
Butter Spades
Stove Pipe Wire
Twines and Holders
Fruit Jars and Rings
Steel Wire Delivery Baskets

Walter Woods & Co.
HAMILTON and WINNIPEG

The people are demanding

the match with a strong stem and a silent tip, therefore, sell them Dominion Matches. They are a business-producing asset, every box guaranteed.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

CASTILE SOAP

FÉLIX EYDOUX
LA VIERGE

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

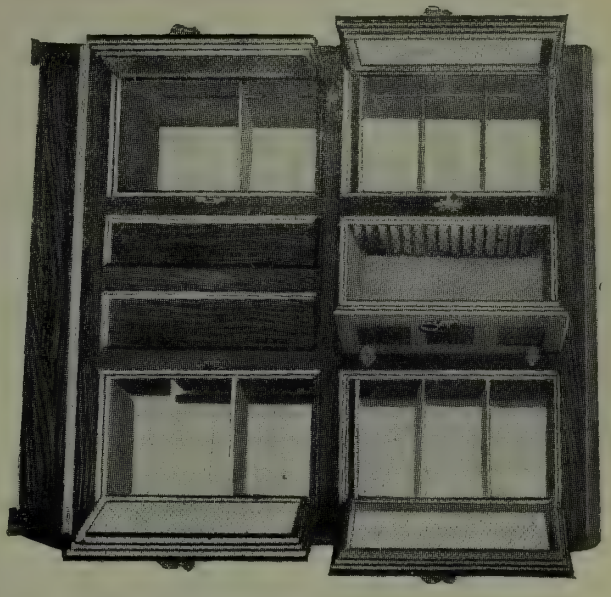
CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

The Distinguishing Features

of our refrigerators are perfect circulation of air and high class workmanship, making a refrigerator of sure efficiency and durability, besides a selling force of immense strength.



THE NORTH STAR REFRIGERATORS

are scientifically constructed with the view to give the grocer the full benefit of the ice, an absolutely dry air circulation, so dry that a match can be lighted on the interior walls at any time.

Milk, butter, fish, ham or onions may be kept in the same chamber without tainting from one another.

Send for catalogue now. It will be of interest to every grocer or provision dealer.

Estate of JAMES DAVIDSON

OTTAWA, ONTARIO

Facts Worth Noting

The L.&B. Banner Brand Jams and Jellies are quick and sure sellers. The deliciousness will please your customers. You will please your salesmen and satisfy yourself in the good profits made thereof.

LINDNER & BENNER

Phone Park 2985

291 Arthur St., Toronto

WESTERN AGENTS:

Laing Brothers, Wholesale Grocers, Winnipeg, Man.

With

SELECT VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In

Their Orders Now

MATHEWSON'S SONS

Montreal

Cut this out!

Here's a list containing a few of our agencies, which we would suggest you should clip out and put in your note book, as it will be of service to you when ordering. Further lists will be published from time to time.

JUST A FEW:

PIPER-HEIDSIECK

Kunkelman & Co.	Reims	Champagne
Union Champenoise	Epernay	Cardinal Champagne
Ph. Richard	St. Jean d'Angely	Brandy
Mitchell Bros. & Co.	Glasgow	Scotch Whiskey
Mitchell & Co. of Belfast, Ltd.	Belfast	Irish Whiskey
J. P. Wiser & Sons, Ltd.	Prescott	Canadian Whiskey
Herman Jansen	Shiedam	Gold Finch Gin
Diez Hermanos	Jerez dela Frontera	Sherry "Favorito"
Morin Pere & Fils	Nuits St. Georges	Burgundy Wines
A. Sarrazin's Establishment.	Dijon	"Bacchus" Tonic Wines
Real Campania Vinicola del Norte	Portugal	Port Wines
Societe des Vins de Banyuls	Banyuls sur Mer	Banyuls-Bartissol Wines
P. Garnier	Enghien les Bains	Sweet Liqueurs
A. Delor & Cie	Bordeaux	Bordeaux Wines
Fenech Artell	Tarragone	Mass Wines, Sanctuaire & Vatican
F. Krote	Coblenz	Rhenish Wines
W. E. Johnson & Co.	Liverpool	Bass Ale & Stout
Fred Miller Brewing Co.	Milwaukee	Lager "High Life."
Fred Miller Brewing Co.	Milwaukee	Extract of Malt
Belfast Mineral Water Co.	Belfast	Trayder Ginger Ale
American Fruit Produce Co.	Rochester, N.Y.	Apple & Grape Juice
Blanc & Fils	Valance Sur Rhone	Alimentary Pastes
H. E. Boulle & Cie.	Marseille	Minerva Olive Oil
Societe Anonyme "Le Soleil"	Malines	Preserved Vegetables
Feyret & Pinsan	Bordeaux	Alimentary Preserves
D. E. Milliau & Fils	Marseille	Castile Soap
A. & L. Lehucher	Paris	Lecourt's Mushroms
Societe des Usines Remy	Louvain	The Famous Remy Rice Starch

WRITE

LAPORTE & CIE.

Limitee

Tel. M. 3766 **568 St. Paul Street**

Montreal

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There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO · MONTREAL · WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

TWENTY-SEVEN GOLD MEDALS

BY APPOINTMENT

AND FIRST CLASS DIPLOMAS

AFTER years of experiment in the proper making of jams, Chivers & Sons are now the recognized leaders of the preserved fruit industry in the Old Country. Exhaustive investigation by the world's best critics has pronounced them "excellent."

PURITY—Cleanliness—Freshness—these three, are the hall-mark of this world-famed make of food products. Starting in a very small way with a mere handful of employees, Chivers & Sons have developed into a thoroughly organized concern employing thousands of people.

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

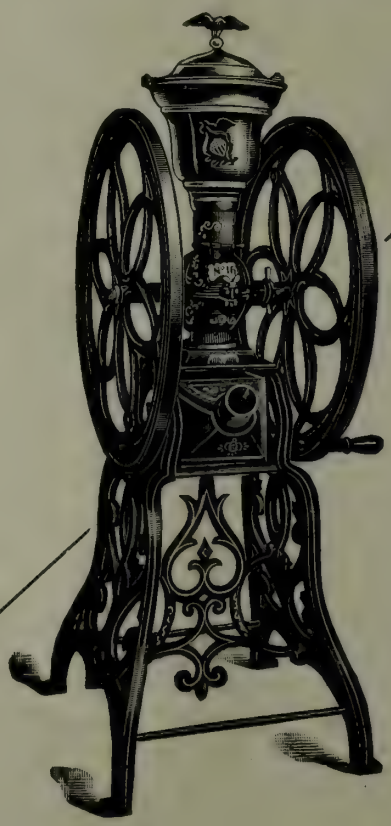
Enterprise Accuracy and Enterprise Quality are in These Coffee Mills

It is best to consider well, in buying a coffee mill for your store, whether there is **character** under the brilliant finish—whether the machine will do the work perfectly and **continue to do it. That is what**

ENTERPRISE Coffee Mills

are made to do. Enterprise Mills are made under our own patents. Expert mechanics make every part. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness you want—every time.

All parts interchangeable. And under our system of manufacture, there cannot be the deviation of the thousandth part of an inch. Replace a part next year—ten years from now—and it fits **exactly**. Strong, staunch, grinders guaranteed equal to steel do the work evenly and perfectly. New grinders can be put in your machine at low cost. The easiest running machines made. Better to be sure of good quality—service—first of all. The name **Enterprise** is your guarantee of both. Let us send you catalogue showing you the line of **Enterprise** machines—many styles in hand and electric power.



There is a maximum service in ENTERPRISE Meat and Food Choppers. The one right cutting principle — four-bladed steel knife revolving against the inner surface of a perforated steel plate. Cuts like shears.

The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia, U.S.A.

21 Murray St.	176 North Dearborn St.	530 Golden Gate Ave.
New York	**Chicago**	**San Francisco, Cal.**

THIS IS THE 1,292nd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, SEPTEMBER 13, 1912 No. 37

Get This Fact

GROCERS ARE SELLING FIVE TIMES MORE

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

WHY? Because CROWN BRAND is the purest Corn Syrup it is possible to obtain —possessing the greatest food value. And its delicious flavor renders it ideal for table use, cooking and candy making.

CROWN BRAND is sold from coast to coast, and the demand for it is permanent. It has an established place in the home by reason of its unquestionable excellence. This is the season and now is the time to stock CROWN BRAND.

The Demand is there—You Simply have to Supply it.

THE EDWARDSBURG STARCH CO. LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Jam Profits will come fast and quick if you feature Brigger's Pure Jams and Marmalades.

Get busy, Mr. Grocer, and put your powers of salesmanship behind the Brigger lines of high quality and absolutely pure Jams and Marmalades, and your profits will accumulate rapidly.

BRIGGER'S JAMS AND MARMALADES

are tasty and delicious, they have the full flavor of the fresh, ripe fruit—they could not be otherwise, because they are all fruit and sugar. They are quality goods, and will prove the best for you and your customers. The new season's pack is now ready, and when replenishing your stock be sure you get the Brigger line.

W. J. BRIGGER, Hamilton, Ont.

A Message from Overseas

¶ There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

Codou's

¶ Vermicelli, Spaghetti, Fancy Letters and Figures, as well as Macaroni, are the specialties produced—each one has a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose. "Coudou's"—that is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

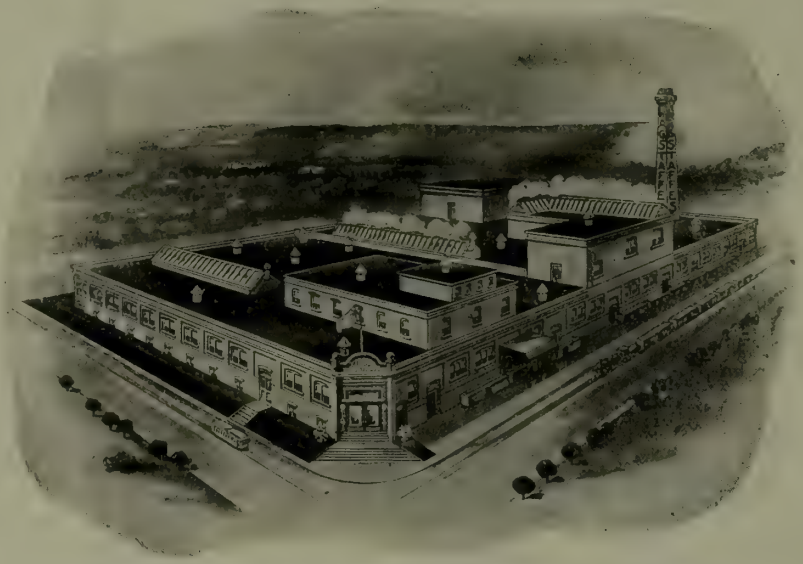
AGENTS

Montreal - - Toronto

WAGSTAFFE'S

Fine Old English

Prepared in Copper Kettles boiled in Silver Pans



Packed in Gold Lined Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand
Since 1857

CHILDREN of all nations flourish on the BORDEN BRANDS of Milk products, the wholesomeness, purity and the nutritious qualities of these lines are unsurpassable. This makes one of the best talking points to your patrons and the best recommendation to you to stock and feature

BORDEN'S PRODUCTS

Only the richest full cream milk is used in the scientific, careful and perfect condensing in a clean sanitary plant.

You know our brands, your customers know them because they are widely advertised for you to your customers, in newspapers, on billboards the country over and a large exhibit at the Toronto Exhibition. It's easy to sell Borden's Brands, and one sale ensures another, and that means money for you.

BORDEN MILK CO.

LIMITED

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver

Two Brands of RAISINS with An Unequalled Reputation

"BEAVER" "W. ABEL"

VALENCIAS

These brands—"Beaver", the fancy quality—and "W. Abel", the standard—you probably know well by their unequalled reputation.

They are yearly increasing in favor with the grocery trade of Canada because of their uniform high quality. Shipped by Mahiques, Domenech & Co., Denia, Spain.

TRADE MARK

This Name---

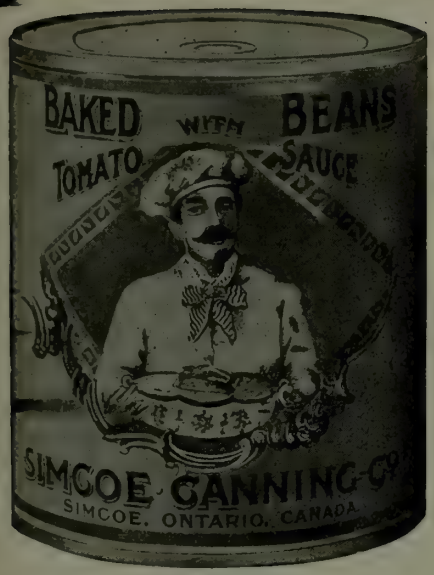
Jose Segalerva MALAGA SPAIN

Means Perfect Quality and Packing in Malaga Table Raisins

Users of table raisins, and they are constantly increasing, know and appreciate this brand of Malaga Table Raisins. Jose Segalerva name is the guarantee of perfect fruit, perfectly packed.

Your wholesaler can supply you.

Rose & Laflamme Limited
Montreal - Toronto



EAT Simcoe Baked Beans if Meat has become too expensive

Dr. Doolittle, Head of Bureau of Chemistry in United States, says:---"Eat Beans if meat is too expensive. Beans are the best substitute for Beef."

Build up your business by featuring the Family Size Tin **"Simcoe Baked Beans."**

"A larger tin at a smaller price."

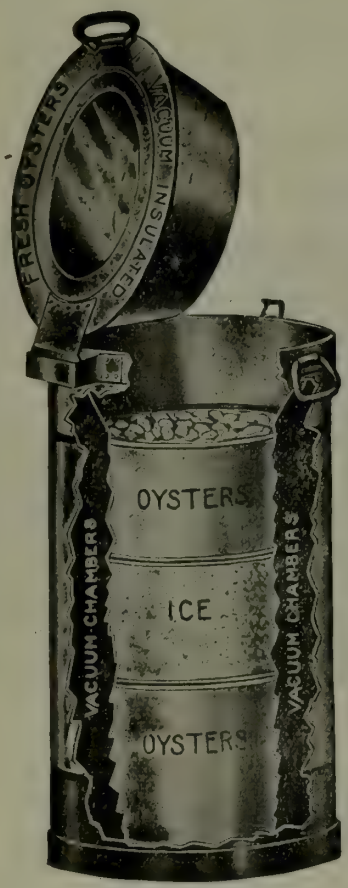
Dominion Canners Limited

HAMILTON, CANADA

THE REQUISITES ARE QUALITY

AND

EFFICIENCY



It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST. - - - TORONTO

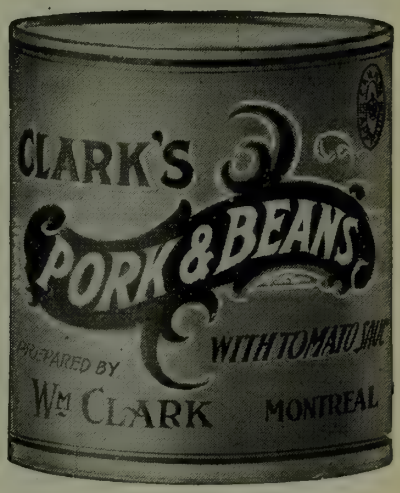
A STANDARD OF QUALITY

CLARK'S PORK AND BEANS

Have you, Mr. Grocer, ever attempted to make a sale of some inferior or less known brand than CLARK'S Pork and Beans?

Have you not on such occasions been frequently met with the query:---

ARE THEY AS GOOD AS CLARK'S?



QUALITY is what the public demand and QUALITY is what CLARK gives them.

Long years of study and experience, the exercise of the utmost care in the selection of only the best materials and the adoption of the finest methods of preparation, are what make CLARK'S

A Standard of Quality
Stock the Best—it Pays

WM. CLARK, MONTREAL

Two Good Paying Lines:

LAWRASON'S SNOWFLAKE
(PERFUMED, ANTISEPTIC)
Bath Powder and Watersoftner

is a new product that is fast becoming popular because it is something the public have been looking for. As all other Lawrason lines, it is moderate priced, and pays good profits. Neatly packed in green and red lithographed tins with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

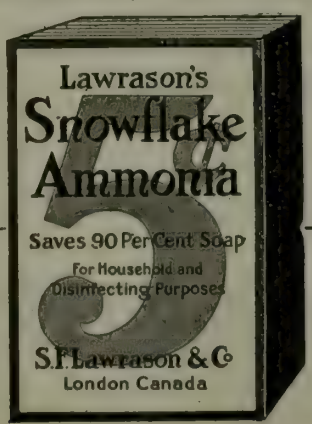
is one of the few lines that the grocer has that is backed with a guarantee. A $500 guarantee that Lawrason's Snowflake Ammonia is fully equal in cleansing power to any similar compound selling for double the price (5c for a giant package).

With fall housecleaning operations in view, every dealer should stock and introduce it to his patrons.

Write at Once.

S. F. Lawrason & Co.

LONDON, ONTARIO



Doesn't This Strike You as a Good Soap Proposition

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

David Morton & Sons, Limited

Victor Soap Works, Hamilton, Ont.

FOR $21.00 NOW

You Can Buy a Small Set of

MILLER BROS.,
WHOLESALE AND RETAIL GROCERS.

Stony Plain, Alta., Can., Sept. 10, 1911.

The Oscar Onken Co.,
Cincinnati, Ohio.

Dear Sirs:

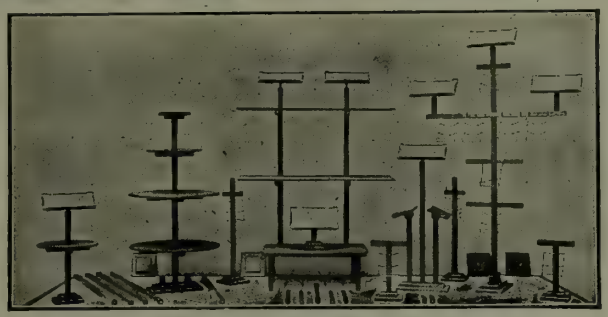
Please send us another set of ONKEN Wood Window Fixture YOUNITS. We have more windows to trim and therefore can use another set.

Since using the first set you shipped us for about two weeks, we have concluded not to use any other make of fixtures, as we feel there are none like yours.

They are easy to set up and can be used for the different kinds of merchandise we handle.

We would not be without the two sets for anything.

Yours truly,
MILLER BROS.



The Full Set No. 14

The above illustration shows the entire set of No. 14 YOUNITS, comprising 125 YOUNITS to the set. The entire set of YOUNITS is made of well seasoned oak and nicely finished. The display slabs are of distinct design, the edges of which are beveled and are fitted with tilting metal adjustment on back and front for holding them in various positions, also fitted with metal attachment for holding boxes on slabs. The base blocks are double thickness and of proper sizes, so that fixtures are **not top-heavy.** Upright, Cross Arm and Extension YOUNITS are in assorted lengths and sizes, which enable you to make HUNDREDS and HUNDREDS of window trims and as many odd and standard fixtures.

You Never Need A Tool.

ONKEN YOUNITS

Patented 1911 in United States and Foreign Countries.

The No. 14 set was used in making the window trims shown on this page; at no time was the entire set used in making any of these trims.

Absolutely Rigid When Set Up.

A. R. JOHNSTON & CO.,
DEALER IN
GROCERIES & PROVISIONS.

Nanaimo, B.C., April 12, 1912.

The Oscar Onken Co.,
Cincinnati, Ohio.

Gentlemen:—

We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city and are sure to mean a success.

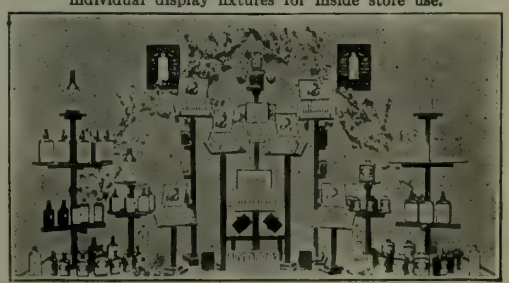
Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly,
A. R. JOHNSTON & CO., LTD.

This is only ONE of the 25 Window Trims shown in our BOOK OF DESIGNS.
This 10-foot Window Trim took 69 YOUNITS of the 125 in the set, leaving 56 YOUNITS that can be used in making individual display fixtures for inside store use.

Your show windowsare the eyes and index to your business. ONKEN Interchangeable Wood Window Fixtures YOUNITS can make this index a lively one.

This is only ONE of the 25 Window Trims shown in our BOOK OF DESIGNS.
This 10-foot Window Trim took 69 YOUNITS of the 125 in the set, leaving 56 YOUNITS that can be used in making individual display fixtures for inside store use.



If you are desirous of putting your windows on a 100% efficiency basis you need the ONKEN Interchangeable YOUNITS to be your Guiding Star.

Special Sets I Make

Set No. 14 125 YOUNITS For 2 large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$36.00**

Set No. 14½ 65 YOUNITS For 1 large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$21.00**

Set No. 4 110 YOUNITS. This set is made for the general store trade. This set can be used for displaying groceries, hardware, shoes, clothing, dry goods and furnishings. **$28.00**

Freight and Duty Allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

Finish—Made of Select Oak in stock finish, Weathered Oak, all in a soft, mellow, waxed finish.

Storage Chest—Each set is put up in a hard wood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs—A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments Made at Once. **Every Set Guaranteed Absolutely.**

THE OSCAR ONKEN CO.

Established 32 years

788 Fourth Avenue,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio,

Send me your Window Fixture Booklet.

Firm .....

City..... Business..... 17

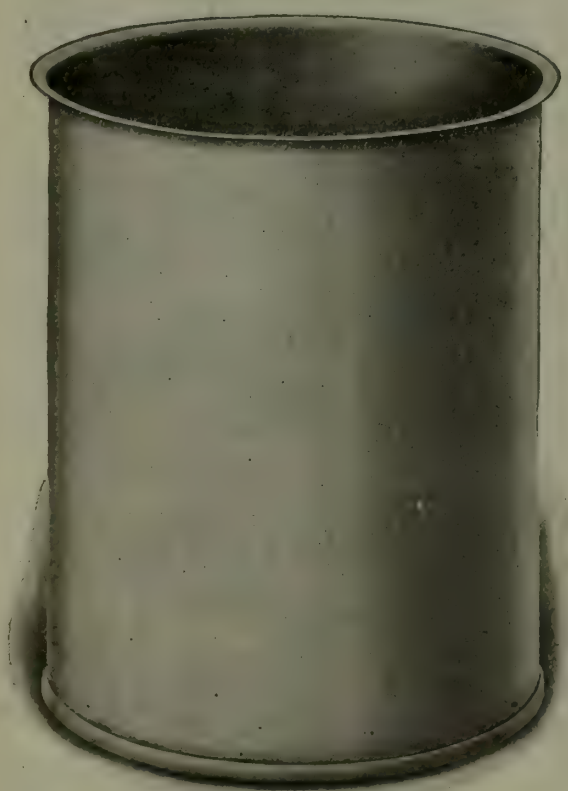
A House old enough to have a reputation, young enough to be abreast of the times

Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

MR. J. P. WRIGHT will arrive in Vancouver on the 17th September by the "Zealandia"

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,** England



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED
Halifax, - - Nova Scotia

Kops Ale & Kops Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, clear principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

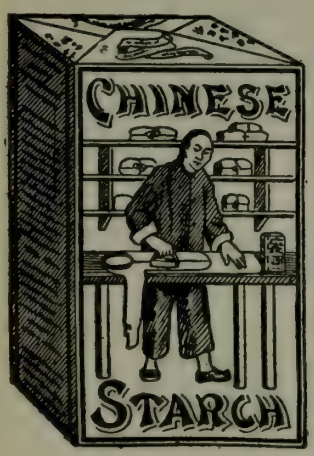
Possess distinct tonic and stimulatlng properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England



Push This Line

Every time you introduce to your customers a line that really does lighten labor, you make another friend. That's why so many live grocers push hard on

Chinese Starch

—The "quality" is unsurpassable, the "quantity" is the fullest—full 16 oz. to the package. The profits are good.

O. Lefebvre, Prop. OCEAN MILLS Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—

THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S

Worcestershire

SAUCE

WORCESTERSHIRE SAUCE
HOLBROOK & Co
LONDON,
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
THIS LABEL IS ISSUED BY HOLBROOKS, LIMITED

Imported Absolutely!!

The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals

Limited

SOLE DISTRIBUTORS -:- TORONTO

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.

LIMITED

Hamilton, Canada Buffalo, U.S.A.

TO EVERY LARGE PACKER

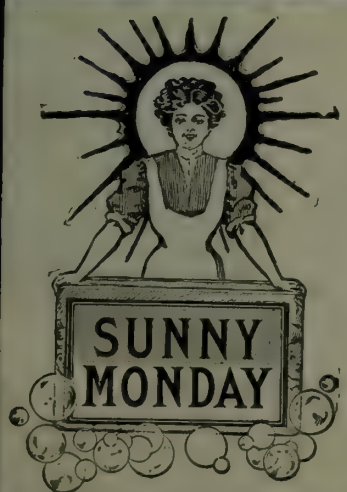
All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LOVELL'S BAG and PACKET MACHINERY Limited, - - - LONDON, Eng.

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rubbing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

Berlin, Ontario

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.

GORMAN, ECKERT & CO. LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

St. Lawrence Sugars

are to-day preferred by the majority of Merchants. This is the best recommendation as to quality.

Absolutely Pure Cane Sugar. The safest sugar to sell for preserving.

Trade Mark of Quality

PICKLING SEASON HERE

Now is the time, Mr. Grocer, to have a full line of spices, chillies, peppers, etc., to supply your customers for the pickling season.

Our SWEETHEART BRAND SPICES are guaranteed to be absolutely pure. Cleaned by our new vacuum system, and free from dust and dirt, our PICKLING SPICE is a favorite with all.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

STOVE POLISH

With the fall season approaching and stoves coming generally into use, there will be an improved demand from now on for stove polish.

JAMES DOME BLACK LEAD

is the most satisfactory article in stove polish on the market to-day.

SELLS WELL. WORKS WELL. PAYS WELL.

JAPAN TEA

This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over the Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA

'NUFF SED

Canadian Cocoanut Co., Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

When The Hands Are Soiled

At the Office, Store, Bank, Printer's Home, in fact

At the Foundry Shop, Mill, Factory Garage or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale For This Hand Cleaner

SNAP COMPANY, Limited
MONTREAL, QUEBEC

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

COWAN'S CAKE ICING

Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

The Cowan Co., Limited, Toronto, Ontario

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT and IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

NORMAN D. McPHIE
Broker
Offers New Crop
EVAPORATED APPLES
for spot or future shipment at best price.
27 Federal Life Building
HAMILTON - ONTARIO
Established 1903

CURRANTS
We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

ONTARIO—Continued.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

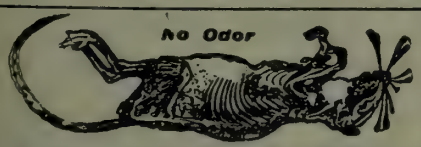
BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

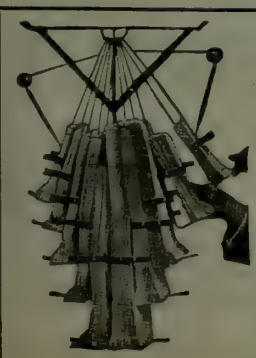
QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.



It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Grocery Advertising

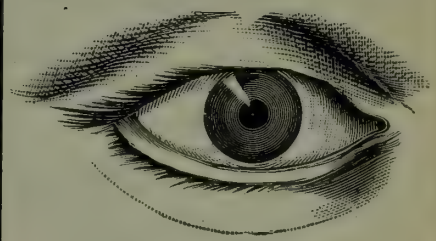
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto



Keep Your EYE on Your Bills

Every cent you lose by allowing too much credit weakens your buying power. Better have your money in the bank than the other fellow's pocket.

Want Debts Collected?

We can collect anywhere for you and you have not to pay us till you get your money. Isn't that fair?

WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.

THE NAGLE MERCANTILE AGENCY
Westmount, Que.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Buyers' Guide

YOUR TOBACCO DEPARTMENT

will look a great deal better if you have our travellers call and suggest some re-arrangement.

PIPES CIGARS TOBACCOS

CANADIAN LEAF TOBACCO (Specialty)
J. A. FOREST, 189 Amherst St., Montreal.

WRAPPING PAPER

has advanced. You know that, eh? Have you got the best at the price? Perhaps not. We can supply it, though.

Paper Bags—A Specialty.
Courtesy. Satisfaction.
COUVRETTE & SAURIOL - Montreal

I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave. Montreal.

AUTO ROACH KILLER

means awe to every class of insect, because where this powder is sprinkled no insect or vermin can possibly exist. There are other preparations on the market, but this one is positively guaranteed. We want representation.

AUTO ROACH KILLER CO. - Montreal.

COON SHOE POLISH
FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanoraie, P.Q.

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD
D. McDougall & Co., Ltd., GLASGOW, SCOTLAND

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

WHEN COMTE'S COFFEE

was first marketed it "took" because of its unequalled flavor. It has been "taking" ever since. Have you tried it yet? If not, do it now. Write

AUGUSTIN COMTE & CIE - Montreal

VOL-PEEK

No necessity to throw away pots or pans or any agateware when VOL-PEEK is at hand. Mends SURELY in 2 minutes. Just fancy the sale! FINE PROPOSITION FOR WESTERN AGENT Agents, write us about selling rights for Western Canada.

H. NAGLE & CO. - - - Montreal.
W. J. Flewwelling, 65 Front St., Toronto. Agent for Ontario.

SULTANA (Brand) TURKISH DELIGHT

is the big confectionery seller to-day. The real thing, the most delicious of confections. Write

ORIENTAL PRODUCE CO. - Montreal.
Ontario and Northwestern Agents.
MacLaren Imperial Cheese Co. Ld, Toronto

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited
Montreal, P.Q.

BOURQUE'S PICKLES

have an enormous sale. There's a good reason. You can guess why.

H. BOURQUE & FILS - - Montreal.

Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Green Sweeping Powder, the leader.
Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER
Do It Now.
H. F. PACAUD & CO. (Reg.) Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

FINEST STILTON CHEESE
From English Prize Dairies.
Now on hand.

A.C.Chapman, 93Durocher St.
Agent for Eastern Canada

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

QUALITY

is the keyword as far as our

Biscuits and Confectionery

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

EXO—RATS—EXO

Must eat Exo once they smell it, but that's the end of them. Instant death and NO ODOR. Cats or dogs won't touch it, though. Have it at hand for your warehouse and customers. We have an interesting proposition for a large wholesaler.

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

A STEEL SECTIONAL BAKE OVEN

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A want ad. in this paper will bring replies from all parts of Canada.

DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.

EWING'S SPICES

PRINCE OF WALES BRAND

Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

PURE SPICES

will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

YOU WANT THE PURE

So Write

S. H. Ewing & Sons, Montreal

BAD NEWS TRAVELS FAST

This is an old saying, but it holds good in a good many things—if you sell your customers an inferior piece of soap the news will soon spread and you will be the loser.

Wonderful Soap will not injure the most delicate fabrics, and is a safe, sure and speedy cleanser. It saves time and labor, and is sure to please your customers—the good news of Wonderful Soap qualities will also spread fast—you will be the winner.

THE GUELPH SOAP Company

GUELPH, ONTARIO

THERE IS

a regular and certain way for grocers to obtain steady profits and give consumers satisfaction.

It is by recommending and selling standard goods.

In matches you want a line where every match is a sure light — no broken stems, etc., such a line is the DOMINION SILENT MATCH. Have you it?

DOMINION MATCH CO., LIMITED

DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

Brand's A.1. Sauce

and invalid specialties were granted the highest possible award — THE GRAND PRIX—at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

BRAND'S Essence of Beef

is one of the invalid specialties made by this firm. It is a clear jelly containing all the nutritive qualities of beef. There is nothing better for a weak digestion.

Give "Brand's Specialties" the prominence they deserve.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL

The Catsup with the Different Flavor!

There is a delicacy of flavor and appetizing richness to every bottle of *"E. D. S." Brand Tomato Catsup* that has won for it a lot of friends—the dealer, because it sells readily and means a good turnover, and the customer because it is so good.

It will pay you to feature this splendid line.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

The Barr does at least 16 Things Immediately

The good effect of the Barr Register is felt immediately you instal it in your store. It immediately begins to save money, save bookkeeping and save customers, and within a short time it has more than paid for itself and becomes an absolute money-earner for you. Here are some of the things the Barr Register will do for you in your store:

(1) It gives your customer a bill of his current purchase.
(2) It gives your customer a statement of his account to date.
(3) It does all your bookkeeping with one writing.
(4) It keeps your accounts always posted up to the minute.
(5) It prevents mistakes in bookkeeping.
(6) It prevents clerks from forgetting to charge items.
(7) It does away with the cumbersome, inefficient system of running monthly accounts.
(8) It prevents customers loading your books with bad debts.
(9) It prevents customers from running a bill beyond their financial ability to pay.
(10) It handles credit sales as fast as cash sales.
(11) It enables settlement of accounts to be made at any time.
(12) It enables you to set a credit limit upon all your customers and to know immediately when that limit is reached.
(13) It tells you immediately what your customers owe you.
(14) It establishes the confidence and respect of your customers.
(15) It has an immediate effect in reducing your outstanding accounts.
(16) It decreases the cost of running your business.

Is not a machine that will do this in your store worth while? Isn't it more—isn't it a necessity? Don't you see that every day you are without such a machine you are absolutely losing money. Every day you neglect to use the coupon below you are just throwing away so much money. You are neglecting to add to your store equipment something that will surely, without a shred of doubt, greatly increase your earnings at the end of the year. Act NOW. Use the coupon NOW.

Every merchant who has credit accounts needs a Barr Register. There is no contrivance yet placed upon the market that can equal it in efficiency. It is the latest and by far the best of such devices. It handles anywhere from 100 to 750 accounts, and the 750-account register occupies no more counter or floor space than the 100-account register.

If you want to earn money, use the coupon NOW.

Barr Registers
Limited
TRENTON, ONT.

Barr Registers Limited
Trenton, Ont.

We would like to know more about how the Barr Register can save money in our business. Please send full particulars, price, terms, etc. (GROCER)

Name .....
Street and Number .....
City .....
Province .....

Fall Housecleaning means a big demand for SOCLEAN. How is your stock?

Your customers will soon be busy with the fall house cleaning and every dealer has an excellent opportunity of cleaning up some good profits if he promotes the sales of the modern cleaning and sweeping compound. **Soclean** (the dustless sweeping compound) absorbs the dust, cleans floors, saves exertion, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping.

The size of the 25c pail has been enlarged and the larger 50c and $1.00 sizes have been reduced to 40c and 75c respectively.

We aim to give the best in every respect—we could not better the quality so we bettered the quantity.

Soclean makes good profits and satisfied customers.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCKLING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

A great call for 'Camp'
The luxury that's an everyday necessity.
Brings customers — and *keeps* them.
'CAMP'
COFFEE
Makers: R. Paterson & Sons, Ltd.
Coffee Specialists, Glasgow.

This is a Positive Fact:

Red Rose Baking Powder

Is what good baking powder ought to be.

No Acids
No harmful ingredients.

A. W. HUGMAN, Limited, Montreal

Hatch a Good Egg This Year

Make your nest-egg a healthy one. In other words, get a good fat profit during the ensuing months. People **must** eat whether the cost of living be sky-high or not, but they'll eat most of the reasonably priced foodstuffs, so feature

Fish —— **And lots of it** —— **Fish**

Your Order Should Be in For

"Canada" Brand Pure Boneless Codfish

which affords a dish palatable enough for a King, but cheap enough for a beggar.

LOOK AT THIS RANGE.

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets.	Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate .....12 2 lb. Boxes.	Mariner Brand .....25 lbs. Bulk.
Canada Strip .....30 lb. Boxes, Whole Strips	Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes.	Eastern Hundreds ..... 100 lb. Boxes.

Wholesalers:—We can supply
LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch: 47 WILLIAM STREET, - - - MONTREAL

Our Sales are up

Purnell's Pure Malt Vinegar

IS THE first brand that was imported to the Dominion.

It is the best for table use, and for pickling it has no equal, as it always makes the vegetables crisp and palatable.

It is always guaranteed to be kept considerably above standard.

Write to-day to our agents for quotations.

Mr. H. Haszard, Charlottetown, P.E.I.
C. E. McMichael, Manufacturers' Agent, St. John, N.B.
J. Billman, 236 Hollis St., Halifax, N.S.
A. W. Dunn, St. Peter St., Quebec.
C. S. Harding, Room 64, Canada Life Bldgs., Montreal, Que.
Lind Brokerage Co., 73 Front St. East, Toronto, Ont.
L. H. Millen, Hamilton, Ont.
Escott & Harmer, 137 Bannatyne Ave. East, Winnipeg.
Nicholson & Bain, Edmonton.
Nicholson & Bain, Calgary.
C. E. Jarvis & Co., Mercantile Bldgs., Corner Cordova and Homer Streets, Vancouver, B.C.

Sole Proprietors

Purnell & Panter
Limited

Sauces, Pickles, Malt Vinegar

BRISTOL

Established 1750

Atlantic Fish Companies

Boneless Codfish Products

ARE NOW READY FOR SHIPMENT

Send us your order for:—

HALIFAX 3 lb. Boxes
HALIFAX 1 " "
HALIFAX STRIPS
HALIFAX SHREDDED CODFISH

ACADIA 2 lb. Boxes
ACADIA 1 lb. Tablets.
ACADIA English Strips 30s.

BLUENOSE COD STEAK 20s. 1s. and 2s.
PILOT 20s. BLACKS 1s. and 2s.
SKINLESS CODFISH
COD BITS

Maritime Fish Corporation Ltd.

DISTRIBUTORS

MONTREAL

PRICES ON

"SANTA CLAUS" OATS

AS PROMISED IN LAST WEEK'S GROCER

Santa Claus Oats Regular Size $2.70 per 36 Pkg.	Santa Claus Oats With China $3.70 per 20 Pkg.	Santa Claus Oats With Stockings $3.70 per 20 Pkg.

THESE OATS ARE PACKED IN SANITARY, STERILIZED SQUARE PACKAGES

We have bulk Rolled Oats. Price on request.

Here is something new, unique and practical in the line of premiums — a woman's stocking in every 25c package of **Santa Claus Rolled Oats,** other 25c packages will contain handsome pieces of decorated china. We also also have a small package without premium to retail at 10c.

Deliver free to Ontario R. R. stations east of Sudbury.

The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process —Santa Claus Rolled Oats stand in a class by themselves when it comes to "quality." This line is sold direct to the retailer, who makes the extra profit of the jobber.

MORROW CEREAL Company

Toronto - - Canada

Watch the Pendulum

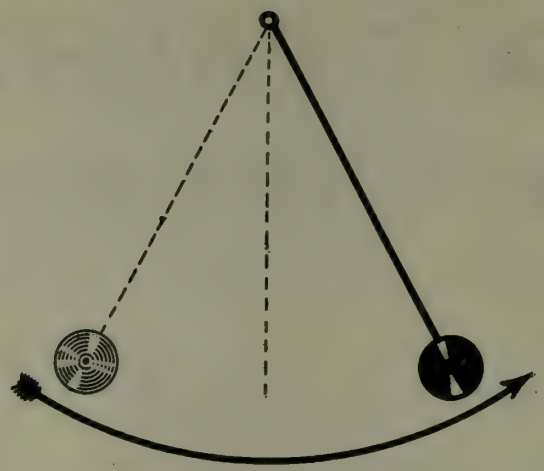
Thin Flavory Teas

—

Unblended Teas

—

Packets



Thick Rich Juicy Teas with strength and flavor.

—

Perfect Blends in Bulk.

It is Swinging towards Blended Teas

Blended Trade increases week by week.

Up-to-date Grocers realize the advantage of selling our rich mellow blends. You can fight the Peddler, Butcher, Confectioner and Fruit Dealer (all handling packet teas), with our fine juicy Blended Teas.

Send us your order. Take your share of our success.

2	Star	A really good blend of Indian and Ceylon. Black or Mixed	19 cents
2	Star	Good leaf, pungent sweet liquor. Green . . .	19 cents
3	Diamond	Thick juicy tea. A blend that is giving universal satisfaction. Black	22 cents
3	Diamond	Fine pungent liquor. Nice regular Pekoe leaf. Green	22 cents
4	Star	Genuine English Breakfast Tea, perfect Orange Pekoe Leaf	27 cents

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President. HUGH BLAIN, Vice-President.

EVER FORWARD

Is our method. Keen to give the best Tea at the lowest prices; and to do everything to enable our customers to meet successfully the competition of the PEDDLER. When your customers once taste "SALADA" that is the only Tea that will please them afterwards, and it can be procured only at GROCERS.

BLACK, MIXED and GREEN

"SALADA" TEA COMPANY

TORONTO MONTREAL

LONDON, Eng., 41 Eastcheap

PICKED THEN PACKED

From the picking of the fruit to the packing and shipping of **Cairns' Scotch Jams, Jellies and Marmalades,** the greatest care is exercised as to cleanliness, thus preserving to a special degree the flavor of the fresh, ripe fruit.

Step clear of inferior fruit products and avoid dissatisfaction, and you will build up a substantial money-making trade.

Alexander Cairns & Sons

PAISLEY SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Que.

We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King Georve V., by special command.

KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that ensures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

For Sale by all the Canadian Jobbing Trade

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

To Your Family Trade You Can Offer No Better Pure Food Product Than

BENSON'S PREPARED CORN

¶ The purest and finest Corn Starch obtainable. The busy Housewife knows that with Benson's she can quickly prepare delicious and nourishing Summer dishes—rich custards, blanc mange, ice cream, etc.—that will appeal to every member of the family.

¶ She knows that children, elderly people and convalescents thrive on Benson's.

¶ She wants Benson's because no other Corn Starch will do.

Display Benson's on your counter and shelves—Sales will quickly follow.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A window display in which symmetry of arrangement is given much prominence. It willalso be noted that only one line of goods is shown.

Making Customers Out of Passers-by

This is What Should be Made Every Dealer's Aim in Dressing a Window—The Advantage of Making Lasting Impression by Concentration—A Splendid Example of Regularity in Display—Best Windows Include Attractiveness, Originality and Selling Power.

To get the passerby to make the occasional purchase that leads to a future permanent customer, is one of the chief aims of every window trimmer.

When such has been accomplished the dealer can say with decision that he knows his window is a strong asset in business building.

A look at the above illustration shows a convincing display and one that is sure to bring in new business. It emulates the idea of the best trimmers—that each display should be confined to one line of goods. When a passerby observes such an array of jams and preserves, she has but one impression made on her mind. She doesn't have to think of soap, meat sauces or clothespins. She concentrates on jams and when she thinks of purchasing a jar of jam—if not at the time—that display comes back to mind and decides the store where the purchase is made.

Turn Energy into Profit.

Window dressing, if done at all, must be well done. It takes little more, if any, labor to make a neat, attractive, symmetrical display than a hap-hazard jumble of goods irregularly strewn all over the window. There is considerable jam in the above illustration but it would not take two clerks very long to arrange it.

The good window artist knows that mere attractiveness in a grocery window is not everything to be desired. Neither is originality. Of the greatest importance is selling power—power to create a desire on part of passerby to buy. The best windows are produced from a combination of all three.

Construction of the Window

A close study of the display shown here reveals the simplicity of its arrangement. At either end of the window is a circular arrangement of pails of jam piled one on the other. In the very centre is a similar arrangement from the floor up and between this central pillar and each side are three steps covered with white cloth on which are placed several pyramids of pails of jam. The floor in front is tastefully covered with jars of jam while five pyramids also are shown in regular array. It will be noted that symmetry was given special attention all the way through.

Here then is a window that commands respect. The display cards aid in impressing the onlooker with the fact that they are quality goods that can be depended upon; on the whole the display works for more business in this particular line of jams.

When the window trimmer learns something about the psychology of the human mind and discovers that lasting and convincing impressions are made by concentration on one object or series of objects of the same character, he has advanced considerably as a window artist. If he is imbued with a little originalty and love for neatness the rest is quite easy.

Editorial note:—The Canadian Grocer is anxious to receive from clerks and grocers photographs of good windows for reproduction on this page. Whenever an attractive display is used get your photographer to take a picture of it and send it along. Your ideas as to the value of good displays would be interesting as well.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—
Paris—John F. Jones & Co., 31 bis Fauborg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, SEPT. 13, 1912

SUGGESTIONS FOR WINDOW DISPLAYS.

The Grocer has frequently emphasized the advisability of dealers keeping a file for window photographs. If up to the present this has not been done, this issue would be a splendid one to begin with. This being the number containing many of the exhibits shown at the Canadian National Exhibition, there will be found some fine displays to preserve for future use. Clip them out for the window dressing file or scrap book and many of them will undoubtedly come in very handy.

In addition to their value as aids to window trimming, the exhibits and descriptions have a strong bearing on the business of every dealer. They include a wealth of information that is bound to assist in selling the lines exhibited and in conducting business with better profit.

We would, therefore, urge readers to study them carefully and use them. They will be found very useful.

LOWERING OF LIVING COST.

There is every reason to believe that next winter we will see a lowering of the cost of living. The world's grain and produce crops are on the whole good, and as prices in majority of cases depend on supply and demand, this condition of affairs should work for cheaper living.

In the United States in the third week in August the index number of all foods was 60.3, as compared to 68.4 in June and 61.2 for same period last year. These figures indicate a lowering movement already in living costs. This fact, of course, had an important bearing on wages and labor difficulties. The total in the cost of living index is 115.1 now, as compared with 121.8 in June and 112.9 in September last year.

Wheat and flour, of which we exported during the first three months of the present year over $27,000,000 worth as against under $10,000,000 at the same time last year should be cheaper during coming year. This will allow Canada to increase materially its export trade in these products during the present year. Although cost of living prices will come down, thus improving industrial conditions generally, the farming class will not be hurt owing to the large crops. Of course, individual farmers have been affected unfavorably in Ontario and in the West by the recent rains and may, in individual cases, not do so well this year as last, but on the whole production is large.

OPPORTUNITIES IN SOUPS.

After a lapse in demand caused by the warm weather, canned and condensed soups will with the advent of cooler weather once more return into public favor. As naturally to be expected, soups are not used so much dring the summer months, but they have now passed the period of inactivity for this year and from now on will be a daily article of diet on the table. Now is undoubtedly the time when grocers should swing this line into prominence and push it strongly.

Not only will canned and condensed soups be in greater demand with the cooler weather, but another fact worthy of consideration is the general increase in demand for these lines. The reason for this is that they are scientifically prepared, that is, they contain exactly the proper ingredients to produce the best flavor and at the same time contain the greatest percentage of nutriment.

For a long time the housewife thought it was not possible for anyone to put out in cans or condensed form a soup that could be compared to that made in her own kitchen, but this prejudice is fast disappearing, and will disappear entirely in a short time if the grocer will bring these points home to the consumer.

This can be done by personal talks to customers while serving them. The points may be emphasized briefly in show cards on displays or by giving "soup talks" in the newspaper advertisement. Point out their scientific preparation and urge customers who have never used them to try a package or tin.

They are steadily increasing in favor. There are great possibilities in their sale for the grocer who is ready to push them.

REWARDS OF EFFICIENCY.

In glancing through the "Situations Vacant" column of one of our large daily newspapers the following advertisement was noticed:—

> "Wanted—An experienced clerk for grocery store. Salary, $10.00 per week. Give references, age and experience. Apply Box 732."

Just under it another advertisement read:—

> "Manager wanted — For large wholesale house. One with knowledge of all branches. Salary no consideration to right man. Apply in first instance to Box 458."

As there was such a contrast between the two they were closely looked into, with the startling result that while for the former there were about a score of applicants, for the latter only two were received. A talk with the advertisers brought out the information that there were thousands of people who were only mediocre to every one who attained such a grasp of their work that they were able to direct others in their labors. When asked if they could account for these astounding circumstances, the answer given was: "Indifference. They are too easily satisfied with themselves. They are too ready to pat themselves on the back instead of striving to reach the stage where one is a leader in his work."

A great lesson can be taken by all young people who are out in the world to earn their way. Instead of doing

things just because they have to be done, why not enter into the joy of your work and endeavor to learn all you can about each article you handle? Everyone likes to hear about a foreign article and how it is manufactured, but how few can ever give this information. Be one who knows!

Be a leader, strive to attain the highest point of efficiency and then your services will be in demand.

Recipe:—Concentrate, consecrate, work!

WESTERN CROP SITUATION.

The weather map of the three Western provinces up to well in the week showed generally fair weather with but few points reporting rain. The temperature has, however, been down to lowest yet recorded and thermometer has dropped close to freezing at many points, but no damage has been reported.

Under clear skies harvesting has made excellent progress during week and farmers have little fear that frost, which may come at any time now, can do much real damage.

Everything considered, crop prospects in the West look exceedingly promising. In spite of showers well distributed since harvest commenced, it has progressed favorably in all the provinces. Threshing is now general all over the Prairie Provinces, and the new grain will shortly begin to move to the head of navigation in large quantities. The estimates of the Grain Dealers' Association call for a wheat yield of 179,828,000 bushels, and an output of 220,290,000 bushels of oats. While the estimate on wheat is smaller than many of the earlier predictions, still the quality is on the whole good, and will from present outlook grade much higher than last year.

In fact, reports indicate that the color and general quality of the berry is much above normal, and grain men generally are in a state of feverish expectation.

The next problem is the moving of the crops.

WATCH THE ERRAND BOY.

Every dealer should be assured that his entire staff is working for him, not against him. Here is an actual instance illustrating the harm that can be done, thoughtlessly perhaps, to the business by an employe who has not been taught to look after the interests of the firm he is working for.

The errand and parcel boy in a well known grocery store in Toronto was asked by one of the customers how many pounds of sugar was given for a dollar. "Seventeen," was the reply, "but you can get nineteen at ————," mentioning a large department store in the same city.

No doubt the youngster was trying to oblige the customer, but he was doing it at the expense of his employer. He therefore became a liability rather than an asset. He did not, of course, know there were different kinds of sugar; that the department store was possibly selling the second grade at that price.

This is not a fairy tale, but an absolute fact, and it demonstrates the importance of the proprietor watching every employe in the store to see whether they are boosters and not knockers.

GIVE ATTENTION TO SHOW CASES.

A grocery traveler calls attention to the fact that grocers do not give enough attention to the trimming of show cases and silent salesmen. In this particular he is quite correct, so far as many are concerned. To view the display cases in many stores it would seem that the grocers regard them much in the same light as the space under the counter or in the cellar—merely to be filled up without regard for the manner of arrangement.

A show case comes under much the same heading as the show window. We have all frequently had the fact demonstrated to us that two windows, much the same, differ widely in their sales-creating value, depending on the manner they are trimmed and also on their location. It is the same with the display case.

In the first place they should be located in the most advantageous part of the shop. A show case hidden behind some other display fixture or at the back of the store loses a great deal of its value.

Attention must also be given to its arrangement to make it the powerful selling agent that it should be. Goods tossed in without regard to arrangement are not liable to sell themselves. An even, symmetrical and not too crowded arrangement with due regard to the proper blending of colors should be aimed at. Some attractive and business pulling displays may be made if proper care is taken in the work.

EDITORIAL NOTES.

Judgment is needed in deciding what lines should be displayed in the most prominent part of the store.

* * *

The man who enters the grocery business without experience is faced with a serious handicap.

* * *

With September outbidding July in the matter of heat, soft drinks should be again brought to the fore.

* * *

An exhibit at the Fall Fair would be seen by a great many people and would undoubtedly create new business.

* * *

A reduction in the cost of living will be relished by the retailer. It will fair profits on many foodstuffs.

* * *

A little sunshine now and then is relished by the best of men—and more especially the farmers during harvest time.

* * *

The New Brunswick potato resents the intrusion of foreign competition. It wants to fill the Canadian demand itself this year.

* * *

Prosperity for the fall is coming under a full head of steam and prosperity is always accompanied by a big consumption of food products.

* * *

The good salesman never argues. When the trend of conversation is towards argument ask a question or relieve the tension of the talk.

* * *

Parcels Post is a detriment to the country as a whole. Every merchant should use his influence to check it in Canada.

* * *

No dealer will question the power of the window to make sales. Then why not develop that power to the highest degree.

The Detrimental Effects of Parcels Post

Interview With Former Merchant in Wales Shows That the Trade in the Old Country Has Suffered as the Result of Parcels Post—Mail Order Houses Are Doing a Big Business—The Small Dealer Has Felt the Effects Most Directly.

Is parcel post beneficial to a country as a whole? No, it is not. The proof of the pudding is in the eating. Parcels post has been in vogue in England for 20 years. In the motherland, it has proved a measure adverse to general business prosperity. It would probably prove even more so in Canada.

We have heard much in Canada in recent years about Parcels post, particularly from daily newspapers and legislators who are trying to hold themselves up as public benefactors. In their arguments they are prone to refer to the great benefits which other countries have derived from the adoption of the system and England is not infrequently held up as a shining example of its good points.

However, in their arguments they have largely selected those points which on the face may appear good and which can be talked up in such a manner as to appeal to public favor, but they have never sifted the matter out to see just how it really does effect the country as a whole. Let us, however, see just what the result of parcel post in England has been.

The statements of E. Lewis Evans, an English merchant now resident in Canada would indicate that parcel post in England has been a severe slap to business in that country. M. Evans had an experience of 15 years in the retail business at Rhyl, a North Wales town of 9,000 population where he was in business for himself. He is thus able to give an idea of how parcel post has affected the retail merchant as well as the general business of the country.

Perhaps the most significant feature, at least to the retail merchant, is Mr. Evans' statement that "since the adoption of parcel post in England there has been an enormous diversion of trade from smaller retail stores to the big departmental and catalogue houses in the larger centres."

Encourages Catalogue Buying.

"I do not remember just how the system was primarily instituted, but there is no doubt that the catalogue houses played an imporant part in having the measure put through," he states. "At any rate their catalogues are profusely distributed throughout the country and the cheapness with which goods may be shipped by rail played up so as to induce business.

"For instance any parcel up to one pound can be mailed to any part of Great Britain for 6 cents. There is a scale for all weights running up as high as 11 pounds. Five pounds can be sent for 6 pence—12 cents, while 11 pounds—the highest weight that can be sent cost 11 pence—22 cents. The aggregate length and breadth must not exceed 6 feet."

As Mr Evans states, parcels post has proved extremely detrimental to business of the retail dealers in the smaller centres, and beneficial to the catalogue houses. The country is flooded with catalogues, the institutions in the smaller centres upon which local dealers depend for no little portion of their business being especially looked after in this regard. These catalogues with their finely written descriptions and profuse illustrations lure the readers into buying. This sorely taxes the temper of the local dealers, but so much more so when they come to him to look after their repairs—which show little or no profit.

One Advantage.

"There is also another side to the question," reasons Mr. Evans. "It is handy for the dealer once in a while if he wishes to get a small shipment of goods in a hurry. But it has been bad —extremely bad for the small trader, and what is detrimental to the small traders, which means practically all the business men, is detrimental to the country as a whole. A country cannot prosper unless the merchants ro."

Does It Pay For Itself?

There is another important point brought up as to whether it would work in Canada. It is not known really whether it pays for itself in England as it is mixed up with regular postal business. However, when first insti tuted it meant a costly change and enlargement of postal facilities."

"Even if it did prove profitable as a government business in England, it is a question whether it would do so in Canada. Canada is an enormous country and the distance parcels would have to be transported in some cases would get this unprofitable business. The express companies would get the shorter and profitable hauls."

Conditions Are Acute.

Since the institution of parcel post in England conditions in some trades have gradually been growing more and are now indeed acute with the smaller dealers. This is shown by Mr. Evans' statement that, "You can't realize the state of things in certain trades of the Old Country. There may be certain portions flourishing, but as a whole the trading class is suffering.

Price Cutting Prevalent.

"There has been so much trade taken by the mail order houses that there is keen competition among local deal' ers for what remains. There is an awful lot of price cutting. It has got to such a point in hardware for instance, that a dealer wouldn't think of allowing a customer to go out of the store without buying even if he had to cut the article in question down to cost price.

"If a man is going to build a cottage, he makes a canvass of the local trade to get them bidding against one another. He will go to one dealer and say, 'I can get it for so much from so and so. How much will you take?' Thus price cutting is carried on.

"I could give you instances of good men with good experience dragged down to failure—just by unflourishing conditions. It was not so 15 years ago."

It would, therefore, seem that England is a very poor example to hold up as showing the benefits of parcel post. True it has been beneficial to one factor—the large departmental and catalogue houses. It is not the catalogue houses that make the country, however, It is the smaller retail dealers. Therefore, swat the parcel post.

SOME CO-OPERATING NEEDED HERE.

A dispatch from Calgary, Alta., says that the retail grocers of that city may endeavor to eliminate the wholesaler and deal direct with the manufacturer. The matter was broached at a recent meeting of the Calgary Retail Grocers' Association. The contention was made that the wholesalers' profit are extortionate and the retailer must bear the burden of separating the public from its money.

Evidently there is room for co-operation between the wholesale and retail trades in Calgary in order that a correct understanding of one another may be secured.

A view of the Canadian National Exhibition grounds just inside the new entrance through which passed nearly a million people in two weeks. The new Government Building is seen in the centre.

Features of the Canadian National

Million Mark Not Yet Attained, But 1913 Will Probably See It—Some Improvements From Year Ago and Others Suggested For the Future—Visitors From All Parts of Canada—Some of the Manufacturers Exhibits.

Special Staff Correspondence.

Toronto, Sept 12. (Special.)—The 1913 Canadian National Exhibition has passed into history. The object of the men behind was to reach the million mark in point of attendance, and had the weather been more respectful there is no doubt this number would have been realized. As it was the attendance was estimated at 962,000 as compared to 926,000 of 1911. Again next year the million mark will be the object to be striven for and with the present rate of increase it will require more than every-other-day rains to defeat that object.

Greatest in the World.

Those merchants who found it possible to attend the Exhibition readily realize its importance on the National educational and commercial life of the country. The Canadian National is recognized as the greatest annual exhibition in the world and we Canadians are all proud of it. Its instructive character is exemplified in every building and that it develops our ideas of things and enlarges our views is beyond contradiction.

Every Province Represented.

The importance of the exhibition lies in its national scope. Every Province of the Dominion was represented by visitors and exhibits of natural resources and manufactured products. The Prairie provinces of Alberta, Saskatchewan and Manitoba were conspicuous with their wheat, and British Columbia with its fruits. The resources of Ontario and Quebec and Maritime Provinces were also well exhibited, and to one not fully acquainted with the wonderful country we have all was a great revelation.

From year to year improvements are made in the grounds, buildings, etc. Last year the streets were paved for the first time and the advisability of having this done was well exemplified during the numerous rains which fell during the fortnight.

Since a year ago the new Government building shown above was erected and in itself contained a wealth of educative material.

No sooner was the Exhibition closed than improvements for next year were discussed. It is quite likely that a couple of thousand benches will be added and that there will be some new cattle and horse sheds.

The handsome new entrance seen this year is a splendid acquisition to the Exhibition. Particularly at night did it show up to great advantage.

Many Exhibits Illustrated.

In succeeding pages of this issue are a number of illustrations of food products and store equipment lines shown by manufacturers. Those who did not visit the Exposition will be interested in them and will get a great deal of knowledge about goods they sell.

FOSTER CLARK'S CREAM CUSTARD AND EIFFEL TOWER LEMONADE .

There were few livelier booths at the Canadian National Exhibition this year than that of Foster Clark's Cream Custard and Eiffel Tower Lemonade, conducted by their agents The Harry Horne Company, grocer brokers of Toronto.

The exhibit was in the Manufacturers' Annex and every day for two long weeks a steady stream of people passed, to whom was explained the merits of the widely known Foster Clark specialties.

The demonstrators in the booth had a busy time of it during the fortnight, but Foster Clark's Custard and Eiffel Tower Lemonade are known to thousands more Canadian people than before.

The efforts of the Harry Horne Co. this year were concentrated solely on creating a wider knowledge for these specialties. That they were successful is evidenced by the fact that 10,000 souvenir tins of Foster Clark's Custard were given to Canadian women. Everyone who tasted it was unanimous that it was superior to anything they had ever tried. This cream custard is certainly a dainty dish, and besides it is one of the most economical desserts that any woman could wish for. A 10 cent tin makes four quarts of delicious cream custard, a 15 cent tin makes seven quarts, and a 25 cent tin, twelve quarts, by simply adding milk and sugar to the cream powder. It can be made ready in ten minutes so that there is no wonder this exhibit was one of the most attractive to the Canadian women who attended the Exhibition.

Dealers who have already stocked and sold Clark's Cream Custard have long since found it a splendid selling line when once introduced. The Foster-Clark Co. is an O'd Country manufacturing firm with a high reputation for turning out quality products and co-operating with the retail grocer, so that dealers who have not yet stocked their cream custard should do so at once. It means many extra sales and extra profits.

None the less important is Foster Clark's Effiel Tower Lemonade. This is a lemonade powder of an exceptionally good quality and is known all over the world. It was also demonstrated at the Exhibition and won thousands of new friends.

Here are two lines that every grocer in Canada should handle. With the extensive advertising done at the Exhibition as well as that being carried on at all times they are bound to continue leading sellers for this class of goods.

The Harry Horne Co., 309 King street West, Toronto, will supply full particulars.

The exhibit where Foster Clark's Cream Custard and Eiffel Tower Lemonade were demonstrated.

MELAGAMA TEA AND COFFEE.

"MELAGAMA" means the highest quality and best trade winners to the Canadian trade in teas and coffees. "Melagama" has long since held the most prominent position on the shelves of the grocers, because of the satisfaction and merit they give to the tea and coffee drinking public.

stands for have been wafted from coast to coast.

The demonstration was the best ever held, and broke all previous records, as to the thousands that sampled and enjoyed the excellence of "Melagama," and naturally the delightful and delicious flavor appealed to the multitude, and they were loud in their acclamations

The fact that many comments were heard as to the quality of "Melagama" will undoubtedly assist the dealers who handle this high-grade package tea and coffee, and that they will follow the example of a great many other marchants, and make "Melagama" their leader.

"Melagama" tea and coffee and put

The exhibit of "Melagama" Tea and Coffee, which are being featured by hundreds of Canadian grocers.

Again this year at the National Exhibition was "Melagama" Tea and coffee attractively exhibited and effectively demonstrated at their booth in the manufacturers' Building. This means that the name "Melagama" will have a much greater and wider signficance in the homes of thousands of customers all over the Dominion. The name "Melagama" and the excellent beverages it

of the ever-increasing popularity of "Melagama."

Those in charge of the exhibit pointed out to the visitors that 225 cups of excellent tea can be made from a pound of 40 cent "Melagama" tea and that 50 cups of the most delightful coffee are guaranteed from every pound of 40 cent "Melagama" Coffee.

up in attractive packages, which are extensively advertised to the consuming public; this with the excellent quality of their products, ensures the dealer of tea and coffee trade of the highest order.

Minto Bros., of 35 years establishment are the proprietors of "Melagama" tea and coffee, and have their headquarters at 45 Front St. E., Toronto.

LEA'S PICKLES AND CONDIMENTS.

There was no more compact or attractive display in the Manufacturers' Building than that of the pickles, salad dressing and olives manufactured by The Lea's Limited, of Simcoe, Ont.

The Lea's Limited is a somewhat new concern, having been established since 1907, when the business was bought from Mr. Lea. The demand for their goods has increased to such an extent as to warrant the building of a new cement factory on a railroad siding with the most up to date conveniences for handling the product, as well as the employees.

A visitor to the main plant at Simcoe is always struck with the scrupulously clean appearance of the female employees, who wear blue and white striped aprons and white caps; also the precision with which the goods are packed. The Lea's lay particular stress on the flavor of their product, which they have made their slogan.

The factory is situated in a district which has been referred to as the Garden of Canada, some 400 acres being cultivated for vegetable product. It is interesting and surprising to see the great loads of cucumbers, etc., coming into the factory, being automatically sorted and stored for further processing.

As a further evidence of the pride they take in their products, The Lea's, Limited, served thousands of visitors at the Exhibition with their delicious Sweet Pickles and many were the words of appreciation for their appetising flavor.

The appetizing display of Lea's Pickles and Condiments. They are made in a scrupulously clean factory.

Exhibit of Kelloggs Toasted Corn Flakes—"The sweetheart of the corn."

KELLOGG'S CORN FLAKES.

At the National Exhibition this year, the Kellogg's Toasted Corn Flakes Company continued along their same progressive methods that have been of such great assistance to the retail grocer in bringing him a steady and increasing sale for this "the Sweetheart of the Corn." Girls in attractive dresses, blue plaid waists with white aprons and red trimmings, a replica of the popular "Sweetheart of the Corn" posters, demonstrated the particular merits and good qualities of this breakfast food to the throngs that invaded the booth daily.

T. M. Sibbald, 31 Front St. East, is the Toronto agent and was in charge of the exhibit at the Exhibition.

STIMPSON COMPUTING SCALES.

There is only one manufacturer making automatic counter computing scales with a capacity of 100 pounds. That is the Stimpson Computing Scale Co. This is a handsome scale with plate glass platform, low base, electric flash-light attachment if desired, 23 agate bearings and fine enamel finish. That this 100 pound scale is a popular one among grocers is evidenced by the large number that have been placed on the counters of some of Canada's most progressive dealers.

A word should be said about the superiority of the computing scale. A merchant using the old weight and pan scale faces handicaps every day. He has to put a little merchandise back and forth into the package being weighed to get the correct balance. He loses time and money and at the same time creates the impression upon customers that he is close and exacting in his methods.

If a grocer is not careful to balance the old variety of scale correctly, he is giving away goods little by little with every weighing and this is one of the

you have on the scale and also gives at the same time the correct price and value.

At this exhibit in the Industrial Building, the uses and advantages of the Stimpson Scale were demonstated to scores of retail dealers, many of whom left their orders. Stimpson Scales are being used by thousands of grocers all over America, and the great satisfaction given is proof of their superiority. They have realized that money spent on this scale is money wisely invested because of the great saving of time and

Exhibit of the Stimpson Scale Co., the only firm to manufacture an automatic hundred pound capacity computing scale.

A feature of this scale is that the computing chart is located always directly in front of the user, so there is no chance of a mistake in computing as on some styles of chart scales. Every dealer should consider this in the purchase of a computing scale. It is exceedingly handy in testing weights of hundred pound sacks or less purchased or sold.

"small" leaks which looms large at the end of the year.

With the Stimpson Automatic Computing Scale this toss is entirely and effectively eliminated. It is never necessary to take anything out of the package being weighed and it is a positive check against the giving of overweight. The Stimpson Automatic Scale shows instantly exactly how much merchandise

the elimination of losses from overweight.

The Stimpson Scales are guaranteed to comply with the Weights and Measures laws. They are sold on easy monthly payments without interest or with a liberal discount for cash.

A. L. Dent, 340 St. James St., London, Ont., is general sales manager for Ontario. Drop him a card for full particulars.

The ocean scene at the background of the "Ocean Blue" exhibit was very attractive. "Linoleo" floor polish and "Gipsy" stove gloss were also shown here.

HARGREAVES BROS. & CO.

"The success I have achieved," once said a shrewd grocer, "is largely attributed to selling goods in which I believe, articles upon whose merits I would stake my reputation, and therefore could safely recommend to customers."

Included in this category would surely be "OCEAN" blue, "GIPSY" stove gloss, and "LINOLEO" floor polish, a strong trio of trade-winners which deserve the attention of every progressive Canadian grocer, and are making astonishing headway wherever introduced. These articles are essentially "quality" specialties, and are heartily recommended to any enterprising merchant who is in business for more business.

Profit and retail prices—not less important than quality—make the handling of "OCEAN" blue, "GIPSY" Stove Gloss and "LINOLEO" Floor Polish worth while. Add to this attractive packages and labels and eye-catching show cards, and it is little wonder that Hargreaves Bros. & Co., Ltd., Hull, England, are finding their specialties daily increasing in popularity with the trade and the consumer.

At their exhibit in the Manufacturers' Annex "OCEAN" Blue demonstrations took place and thousands of people were impressed with its value. A strong selling point for dealers is that it will impart superior snowy whiteness to linens and other white goods, and it contains nothing that could possibly injure the most delicate fabrics. "OCEAN" blue is sold in small cartons and is made up in little bags all ready for immediate use.

"GIPSY" Stove Gloss is put up in two cans under the one cover so that it does not get an opportunity to dry out. A good feature of it is that it will not burn off the stove quickly.

"Linoleo" floor polish is used for polishing hardwood, parquet, stained floors, linoleums, oil cloth, canvas, etc. It will be found a most attractive line to handle as once tried repeat orders are assured.

The booth in which this trio of "Willing Servants" was shown was a most appropriate one for the leader, "OCEAN" Blue. A glance at the illustration shows the ocean background.

Messrs. J. T. Berrington, P. A. Calderhead and R. E. Edwards, the Canadian representatives of Messrs. Hargreaves Bros. & Co., conducted the exhibit during the fortnight. The Ontario agents of the company are Messrs. F. E. Robson & Co., 25 Front Street East, Toronto.

THE DOMINION REGISTER CO.

The accompanying illustration shows how prominently the McCaskey Account Register was exhibited at the great Canadian National Exhibition this year by the Dominion Register Co., of Toronto. Scores of merchants all over the Dominion visited the exhibit, where the value and advantages of the McCaskey Register—undoubtedly the superior of any on the market—were demonstrated. Many old friends dropped in and voiced their satisfaction with the McCaskey, the register that has eliminated the cares and worry attached to operating the old-fashioned daybook, journal and ledger system. The Dominion Register Co. manufacture the McCaskey in their own factory at Toronto and they are also large manufacturers of Counter Check books, both duplicate and triplicate, as well as the celebrated Surety Block Back Counter Check Book, which is clean and gives a perfect copy.

The great value of the McCaskey Account Register lies in the fact that it handles every account with but one writing. Credit sales are made just as rapidly as cash sales. Every time a customer makes a purchase you give him the itemized account of the sale and the total amount owed to date. This is done simply by bringing forward the total of the past account and adding on the amount of last purchase.

With the McCaskey system every customer receives the entire amount owed you, so that your clerks are bound to be correct. It compels them to be careful. You can see instantly what any slow payer owes you, and in five minutes what a hundred good customers owe. You have a record of all money received on account and from whom. With but a few moments work you can tell the amount sold for credit each month to the cent, and the grand total for the year. In short, the McCaskey Register is a collector of accounts. The effort is automatic and satisfactory, obviating unpleasant relations.

A glance at the above advantages of the Dominion Register clearly shows how the dealer can save hours of labor worrying over books, posting up and sending out accounts. When the store closes at six, eight or nine o'clock, at the end of the week or month, every customer has his or her account up to date.

In case of fire, proof of loss can be made instantly and insurance adjusters satisfied absolutely of the amount of stock carried at the time of the fire.

For full particulars of this greatest of all aids to the merchant, write the Dominion Register Company, Ltd., Toronto. The McCaskey is "made in Canada" and its high merits have made its success.

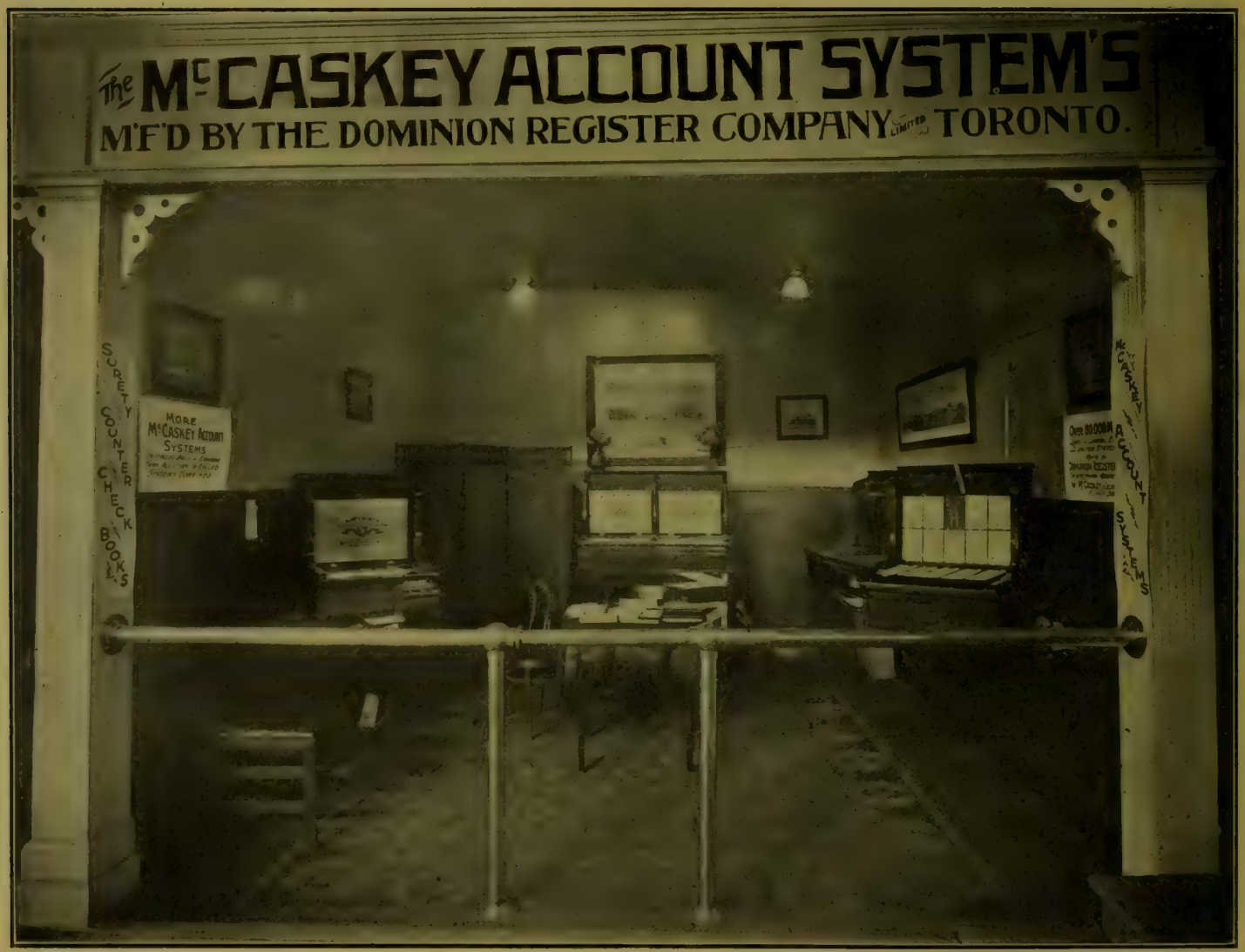

The McCASKEY ACCOUNT SYSTEMS
M'F'D BY THE DOMINION REGISTER COMPANY LIMITED TORONTO.
SURETY COUNTER CHECK BOOKS
MORE McCASKEY ACCOUNT SYSTEMS
McCASKEY ACCOUNT SYSTEMS

Exhibit of the Dominion Register Co.'s McCaskey Registers. This is one of the greatest assistants the dealer can have in his store.

WAGSTAFFE, LIMITED.

As in other years Wagstaffe, Limited, of Hamilton, had one of the most attractive exhibits in the Manufacturers Building. The fine display of pure jams, jellies and preserves was a splendid lesson in window dressing to any grocer, particular about this feature of his selling plan.

"Purity" is the motto of this firm. Wagstaffe, Limited have never manufactured compounds, so that every dealer who purchases their products has confidence in the quality and purity of every jar of fruit he sells a customer. Now that there is a strong agitation on all over the country in favor of the general use of only the purest of foods, the merchant who handles nothing but the best he can buy is building up a permanent and profitable business.

Throngs of people stopped at the booth every day, where demonstrations as to the quality of Wagstaffe products were held. Thousands tasted the delicious flavor of the strawberry and raspberry preserved with all their original flavor. The various lines were shown in glass cases while large jars of particularly tempting fruit were displayed throughout the exhibits.

Retail dealers should know that the Wagstaffe products are prepared in copper kettles and boiled in silver pans in one of the most cleanly and sanitary food factories in Canada. Nothing but rich, ripe fruit is used, and as stated above every line put on the market is guaranteed to be absolutely pure.

There has been a great deal of talk about the scarcity of strawberries this year, and some factories are not filling all their orders. This is not the case with Wagstaffe, Limited. This firm made a special effort to secure sufficient strawberries to permit thm to fill 100 per cent. of orders. To do this in a year of scarcity meant the outlay of considerable money as fruit had to be purchased at high prices. In face of this, prices to the trade are but a fraction above a year ago. A hundred per cent. of raspberry orders is also being delivered.

Here, therefore, are a number of good reasons why Wagstaffe's Fine Old English Jams, Jellies and Preserves should be given special prominence on the shelves of the grocery stores. They are absolutely pure; they contain the original true fruit flavors; they are made in a modern, clean, sanitary factory; they are known all over Canada to the general public and they are backed by the guarantee of the firm which have an enviable record as jam, jelly and preserve manufacturers.

POUNDS OF WAGSTAFFE'S JAMS
SUPPLIED TO HIS MAJESTYS TROOPS IN SOUTH AFRICA
17 YEARS REPUTATION
NOW MADE IN HAMILTON CANADA
WAGSTAFFE LIMITED. PURE FRUIT PRESERVER HAMILTON CANADA

Wagstaffe's handsome display of pure jams, jellies and preserves. This firm makes no compounds whatever.

BULL DOG AMMONIA AND BLEACH-O.

The exhibit of the Jno. B. Payne Co. in the Manufacturers' Annex was a centre of attraction for thousands at the Canadian National Exhibition.

Considerable attention was given to the introduction of a new product called "Bleach-O." This preparation, as shown by practical demonstration, instantly removes all kinds of tea, coffee, cocoa or fruit stains from even the most delicate fabrics and bleaches woollen underwear absolutely white in color. Judging from the numerous sales made after each demonstration "Bleach-O" seems to have made a decided "hit."

Over 200,000 samples of "Bull Dog" Ammonia Powder and other Bull Dog specialties were distributed. The company is anxious to co-operate with the trade in pushing their goods. The goods are well advertised, and give the dealer a very substantial margin of profit. The sale of these goods brings satisfied customers back to your store with repeat orders. Many cases can be cited where merchants have built up a very large business in this line of goods by featuring the "Bull Dog" specialties. This advertising will insure an increased demand for these popular lines and the trade should prepare by stocking at once—"Ask your jobber."

Hundreds of dealers have long since recognized the advantages of handling "Bull Dog" Ammonia, and now that so many people at the Exhibition were told of its uses and presented with samples, dealers all over Canada should push it strongly, as it will be readily accepted when offered. With the fall housecleaning campaign now on, large sales can be made right away. It is only necessary to give some special prominence in the window, on the counter and on the shelves to create sales for Bull Dog Ammonia and Bleach-O. There is nothing superior to them for their respective purposes and they are therefore, sure sellers if given some attention and positively will bring repeat orders.

Messrs. Paine & Williams who were in charge of the exhibit, greeted many of the trade from all parts of Canada, and presented each with a dainty souvenir watch fob.

This illustration shows how effectively Bull dog Ammonia and Bleach-O were displayed.

The Red Rose Tea exhibits, where a cup of "good" tea was obtained by thousands.

RED ROSE TEA.

Among the many attractive exhibits in the Manufacturers' Building at the Canadian National Exhibition this year that of Red Rose Tea was well to the forefront.

A corps of girls each wearing a red rose served to the many callers sample cups of 40c Red Rose Tea.

The attractively decorated booth, and daintily arranged tables made it a centre of interest which the high quality of the tea served fully justified.

Red Rose Tea has, through its maintenance of a high standard of quality, gained an enviable position among the consumers of Canada, and has given Mr. Estabrooks the respect and confidence of his customers.

This year the firm sent out complimentary tickets to all their customers in Toronto to attend the booth, and many were the friends who gathered there and enjoyed the hospitality extended through the firm's travelers, and those in charge of the booth. Also they had, through the columns of The Canadian Grocer, extended a hearty invitation to all their customers to visit their exhibit. Many thousands took advantage of this, and expressions of appreciation of both the tea and the exhibit were heard on all sides.

As usual, while 5c was charged for a cup of the delicious Red Rose Tea, it was returned to the customer in the form of a coupon worth 5c when purchasing Red Rose Tea, thus insuring to the dealers numerous extra orders for Red Rose. These coupons are redeemed by the company directly or through their travelers.

It was easily seen by the number of orders left at the booth that this means of introducing and further acquainting both the trade and the public with Red Rose worked well. Not only will the sales of dealers handling this line be increased by the added demand for this popular tea, but many who did not stock it before will find it necessary to do so now. The popularity of Red Rose Tea has grown to such an extent that it is now the universal favorite with the tea-drinking public.

MacLAREN'S "IMPERIAL PRODUCTS."

The exhibit of the MacLaren Imperial Cheese Co., in the Manufacturers' Building caused considerable favorable comment, both for its neatness and cleanliness, and also for the taste shown in the decorations in honor of Imperial Year and his Royal Highness, the Duke of Connaught, and this, being Imperial Year, made "IMPERIAL PRODUCTS" the centre of attraction.

The MacLaren Imperial Cheese Co., Ltd., found it necessary, after last year's experience, to increase their demonstrating staff to cope with the crowds of visitors who always seem anxious to taste "IMPERIAL PRODUCTS," which in itself is a sufficient guarantee that the public appreciate their quality.

"IMPERIAL CHEESE," of course, comes first and needs little introduction, as it is known the world over, and the demand for it is steadily increasing at every point to which it is exported.

Perhaps the line which attracted most attention was their latest production, "MacLAREN'S PIMENTO CHEESE."

MacLAREN'S IMPERIAL PEANUT BUTTER was greatly in favor, especially with the children and young people what a tasty and nourishing article of diet this is and what delicious sandwiches it makes.

Mr. W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co. was in charge of this exhibit and had the pleasure of meeting many old friends.

This exhibit of MacLaren's Imperial Cheese was a most appropriate one for Imperial year.

The booth where "Knorr's Soups" were shown was decorated with flags of all nations.

KNORR'S SOUPS, ETC.

One of the new exhibits at the Canadian National Exhibition this year which deeply interested a number of the visitors was that of "Knorr's Soups" in the Manufacturers Building in a well-located and beautifully constructed booth of solid oak, hung with the flags of all nations, and beautifully draped in Imperial colors in honor of his Royal Highness, the Duke of Connaught.

Knorr's ready-made soups in squares or sausage shape (Erbswurst) were entirely new and very interesting to the visitors who called at this booth. Quite a number had been in the habit of using Erbswurst for camping and prospecting, and were much pleased to learn of so reliable a make as Knorr's.

Their soups comprise thirty different varieties, including tomato, and their latest production asparagus, which is becoming extremely popular. A five-cent package of soup will make three platefuls, and of course the grocer's strong talking point is that they are so nourishing and delicious and yet so easily prepared.

This firm is one of the largest, and probably the oldest in the prepared food manufacturing business, having grown from very small dimensions until to-day each of their departments would in itself be considered a large concern, as in addition to soup, squares and soup rolls, they manufacture dried vegetables, Knorr Sos, noodles, Macaroni, Vermicelli, consomme cubes, digestive flours for soups, etc.

This exhibit was in charge of Mr. W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co., who are Messrs. C. H. Knorr's Canadian agents.

GORMAN, ECKERT'S "CLUB HOUSE OLIVES.

When a dealer thinks of olives he knows that it is a good profitable line to handle. Olives are sold chiefly among the high-class trade, and the dealer who handles quality olives can be sure of good profit.

One of the most striking exhibits in the Manufacturers' Building was Gorman, Eckert & Co., London, Ont., in which were shown their Club House brands of olives. Everyone was impressed with the massive effect which was produced, of nothing but olives. It fairly made one's mouth water to see so many luscious olives—olives filled to suit the taste of the most particular people, and packed with the same careful attention from the highest priced lines to the smallest package which they turn out. Gorman, Eckert & Co. import only the choicest Seville olives and by careful handling, packing and inspection produce a product of which any firm might be proud.

Club House Brand is the name that the consumer is having impressed upon him. This line consists of olives packed in many different ways, of which the following are a few:—Pimento stuffed, Nutoliv, Banquet Queen, Lunch Queen, Manzanilla, Imperial Mixed (three kinds) California ripe, Celery and Pimento, Celery stuffed, Queen stuffed with Manzanilla.

The Gorman, Eckert Co. was the pioneer in Canada with the olive and still retains its lead by a long stride in the matter of quantity sold and quality of manufactured products. This is because "Club House" brand is the finest produced. Dealers should know and point out to their customers the value of "Club House" olives as food value as well as a delicacy. Their sales should be promoted at all time and their use encouraged by window, counter and shelf display.

G. A. Witmer, of London, was in charge of the exhibit, and he and his assistants were kept busy answering the thousands of questions about olives. Their little booklet "Olive Facts" was eagerly taken by visitors at the booth. This booklet gives many interesting facts in regard to the olive industry, also some receipes for delicious olive dishes, showing that olives produce the finest flavors. These recipes will undoubtedly produce a large number of requests for "Club House" olives.

Club House brands of olives are here shown. They are the finest that can be purchased.

HOLBROOK'S LIMITED.

Those who visited the National Exhibition this year no doubt carried home a mental picture of one exhibit in particular—that of Holbrook's, Limited, in the Manufacturer's Building. Their booth was an outstanding one that no doubt did much to impress the many thousands who passed it daily.

It was built along the line of an English house, bringing out the important feature that the firm has been long established. In fact "Ye House of Holbrook's" was founded in Birmingham, England, in 1798. The various lines of goods sold by the firm were displayed within as well as in display counters at the front.

It was not the booth, however, that they attempted to bring prominently before the people. It's appearance served to attract them, but it was the purity and quality of their goods that was then given prominence by the salesmen in charge. The good points of their products were explained; people were allowed to "taste and try" various lines of goods, and urged when purchasing any of them to "always ask for Holbrook's." That visitors were pleased with their product when they had tried them and had their good points explained is shown by the deluge of orders given at the booth to be delivered through their grocers.

Holbrook's Worcestershire Sauce, now so widely known throughout the world, was one of the chief lines shown. This firm has the largest sauce factory in the world. In Canada it is fast becoming known in every household along with the adopted slogan "Imported Absolutely." Only the purest and best malt vinegar is used in its manufacture and it takes over two years of careful preparation and ageing to produce the rich, mellow, flavor which it possesses.

Holbrook's pure malt vinegar was another line prominently displayed. It also is made in their own breweries on the banks of the River Stour, Worcestershire, England, and they have the reputation of laying claim to the largest vinegar brewery in the world.

Holbrook's pickles, sardines and Punch Sauce, all lines which are making rapid headway in America, were also shown. This, however, does not end the list of goods they sell; for quite important also is their olive oil, renowned for its purity, as well as their cocoa, jellies, custard powder, rice, flour, etc. In fact they are constantly adding new lines to their already extensive array.

Their products are widely and extensively known, for, as shown on their booth, they have offices in London, and Birmingham, England, Toronto, Montreal, Chicago, Cape Town and Sydney.

This beautiful English house, containing display of Holbrook's, Limited, products, was a feature of the exhibits in the Manufacturers' Building.

Display of Borden's Milk—Agent, W. H. Dunn, Toronto.

BORDEN'S MILK PRODUCTS.

That the health of the family depends to no mean extent on the purity of the milk consumed, no wise housewife will gainsay. Borden's Condensed Milk has solved the pure milk problem, and the best grocers everywhere and consumers alike agree on its high standard of purity. For purity, richness and flavor, Borden's Condensed Milk is unequalled and the grocer who does not stock it is overlooking a line which positively guarantees repeats. Still the development in the demand and enormous increase in the output from the factories, go to prove that few dealers have passed it up in preference to any other.

At the Canadian National Exhibition this year again, the Borden Booth, in the Manufacturers' Building, was one of the central attractions, and it is safe to say that the display has gone far towards arousing a further interest which will later be turned into dollars and cents for the dealers' benefit.

The thousands who learned more about Borden's Peerless Evaporated Milk will no doubt see that they are never without it in the household. It is the purest form of milk, and therefore should be found in every home. Gathered under the most sanitary conditions Borden's Milk is simply the pure, fresh milk from the cow, evaporated without anything being added whatsoever. It is rich dairy milk evaporated to a creamy consistency by the Borden superior process. It can be put to all uses of fluid milk when diluted, and dealers should remember it is the only tinned milk that can be used for all the purposes of ordinary cream.

The same high standard of purity is also reached in the St. Charles Evaporated Milk, which, as every dealer knows is now one of the Borden family. Were there any dealers round this booth during any hour of the day they could hardly do anything but wonder at the huge interest the public took in these lines of pure milk in tins.

None the less interesting, though, was the demonstration of Reindeer Coffee, which also must be counted among the Borden products, and dealers can count on a good run on this line as thousands tasted and expressed entire satisfaction in it.

Reindeer coffee is simply a combination of true flavored coffee essence, sugar and cream and one spoonful added to a cup of boiling water is enough to make a delightful cup of coffee. Think

how useful this tin must be to the roomer who feels a chill at night, or hunger's nip before retiring, or to the housewife who is not inclined to spend time at the stove or range. Just a spoonful as aforesaid in boiling water and your coffee is ready. The grocer should be able to build up a big trade in this line as Reindeer Coffee is so rich and tasty and always ready by simply adding boiling water, and it should be remembered that when the tin is opened it does not go bad, but retains its full flavor for an indefinite period.

Here are three lines which the dealer should give prominence to on his shelves. He is assured of them being of the highest quality, obtainable. In addition he will be able to sell them much more easily in view of the thousands and thousands who tested them at the Exhibition. Once an article is known to the public and is of a high quality it is easily sold and brings back the repeats which mean permanent success.

Borden's Milk Products are recognized on every hand to be the highest standard available. The universal sale and use of these lines is a point of special stress demonstrating beyond all doubt their superior qualities. They are absolutely pure and unequalled for richness, flavor and general use. Cleanliness is the key note of the manufacture of the milk from the moment it leaves the cow. All milk is carefully examined by fully qualified inspectors as it enters the factory and after inspection is not touched by hand until opened by the purchaser.

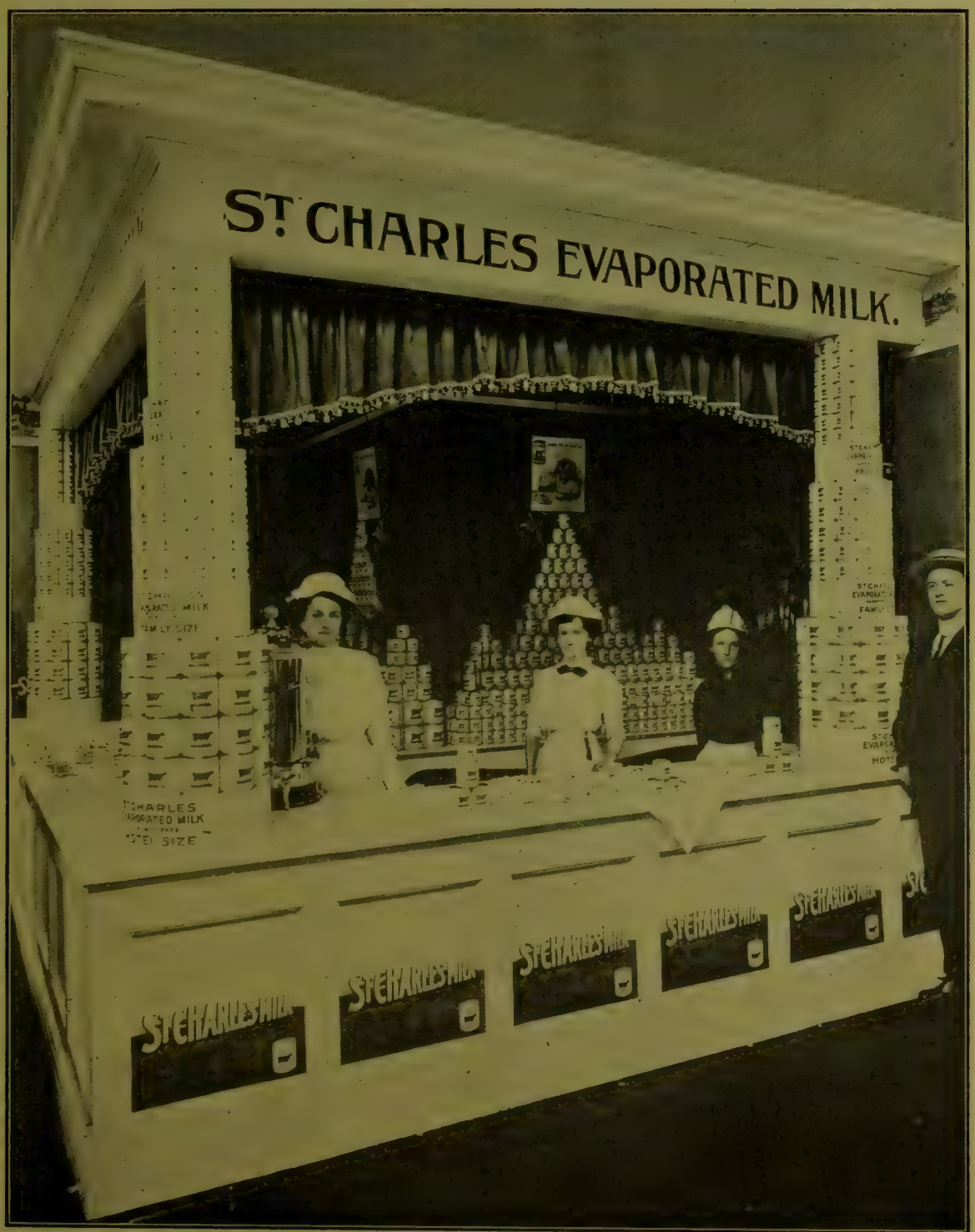


Exhibit of St. Charles Milk—Agents, Dane, Hortop & Co., Toronto.

Exhibit of the T. A. Lytle Co.'s "Sterling" Brand products showed to advantage the qualit y of this firm's goods.

"STERLING BRAND" PRODUCTS.

Retail grocers throughout Canada are rapidly recognizing the merits of Sterling Brand products, so much so, that the large and modernly equipped factory of the T. A. Lytle Co., Ltd., Sterling Road, Toronto, is unable to keep up with the demand, and in order to better take care of their customers, are building an additional 80 feet to their factory. Dealers should, therefore, place their orders as early as possible to meet their respective requirements for the fall and winter trade. The factory is busy putting up this season's pack and as always, only fresh, luscious, carefully selected fruits and vegetables are used, together with the usual discretion as to cleanliness in preparing and packing—this is one of the big points that has brought Sterling brand to the front. The demonstration of sweet pickles at their exhibit at the big National Fair was one of the centres of attraction of the masses during the fortnight of the exhibition. Here many thousands of visitors from all parts of Canada had the opportunity to sample the delicious "Sterling Brand" Sweet Pickles. Supplemented to this introduction of the goods was the distribution of some 35,000 buttons and glass mustard spoons.

Pickles and catsups were the feature of the exhibit though the other lines of the big range and varieties of Sterling Brand goods were also well represented. These included orangeades, lemonades, lime fruit juice, grape and port wines, extracts, crushed fruits, mint sauce, chow chow, white onions, jams, etc.

Everything in fact, about the booth was pleasing and attractive, the background was in purple and white and all the goods were well displayed, and many comments of admiration were expressed. T. A. Lytle & Co's., "Sterling Brand" products are everywhere advertised and this exhibit was just another move on the part of the company to assist the dealer in making the goods still more widely known, and make the sales easier because the goods have already been introduced. The dealer who always keeps a stock of this brand of table delicacies shows good sound business judgment—it takes little talk to make a sale and the demand will last because it is built up on a quality basis and the dealer makes a good profit on his investment.

SNAP COMPANY, LTD.

The accompanying photograph of Snap Company's exhibit at the Canadian National Exhibition shows one of the most original advertising ideas seen at the fair this year.

These are not really Snap cans you see but are fac-similes of the cans brought out as a wall paper design. At a little distance the deception is complete, thousands were attracted to the booth where they were told something about Snap.

The exhibit being located at the entrance to the women's building, was visited by multitudes of ladies; in addition, it was a literal Mecca for the army of exhibition attendants in the Manufacturers' Building, some of whom put Snap's cleansing powers to a severe test.

Many thousands from all parts of Canada were "tagged" during the two weeks. The tag consisted of a pasteboard imitation Snap can. These were carried by men, women and children. (25,000 children were tagged on Labor Day alone) and should prove a very forceful advertisement. In addition, those who called were presented with a sanitary drinking cup, which may be folded and carried conveniently in the pocket. The whole exhibition advertising campaign was very carefully planned and most successfully carried out. There will certainly be an increased demand for this already well known antiseptic hand cleaner.

It has a steady sale during the whole year, sells at a popular price and brings the dealer a substantial profit. If you have not already stocked, order from your jobber at once. You will be pleased with results because you will have satisfied customers.

The "Snap" paper on the walls of the "Snap" Hand Cleaner exhibit was an interesting feature.

"NUGGET" SHOE POLISH.

"Nugget" polishes, now a world-wide product, and celebrated for their waterproof qualities were demonstrated in the usual effective manner at the Canadian National Exhibition again this year.

The chief object of their exhibit this year was to demonstrate convincingly to the public that "Nugget" Polish is absolutely waterproof. This was done by actual test, for seeing is believing. A shoe was polished until it showed the usual excellent shine produced by "Nugget." It was then submerged in a dish of water. When removed and wiped off with a cloth, the shine still remained and besides there were no stains on the cloth.

This shows that it will do no harm to clothing. Another feature is that "Nugget" Polishes are frost proof, and will not dry out while in stock. These are all points which have assisted in making "Nugget" a public favorite and can be used to good effect by the dealer in pushing their sale.

The slogan adopted this year was "When you buy shoe polish say "Nugget." Souvenirs were given with every tin, and a shine given gratis to visitors. The company sell "Nugget" black, tan and paste, white cleaner, creams, harness polish and "Nugget" furniture paste, all of which allow the dealer an attractive basis of profit.

The "Nugget" polish exhibit, where thousands were shown the high quality of this polish.

PUTZ CREAM AND SILVA PUTZ POLISHES.

Mr. B. A. Burke, the popular sales manager of the American Metal Polish Co., of West Somerville, Mass., was again in charge of the company's exhibit on "Polish Avenue" in the Industrial Building.

Putz Cream Metal Polish and Silva Putz silver polish have stood the test of competition for over thirty years, and are to-day unsurpassed. Putz Cream is free from acid, and gives a quick lasting polish to all metals Silva Putz is guaranteed to polish all kinds of silver, gold, jewelry, cut glass, etc. It contains nothing that will scratch or injure in any way, and being in paste form is very economical to use.

Samples of each of the company's products were put in neat pasteboard boxes and distributed to thousands. The company received many unsolicited testimonials from those who received samples in previous years, and have been since using the goods for various purposes.

"Putz" polishes were introduced to many who took samples, and who were referred to their retail grocer for further supply. Many grocers report that they are already feeling the effects of this method of advertising and are ordering increased stock in anticipation of a very brisk fall trade.

Display of Putz Cream Metal Polish and Silva Putz Cream, two excellent lines for the dealer.

Display of the Litster Pure Food Co. Note how prominently the Litster mark stands out.

LITSTER PURE FOODS.

The significance of the trademark of the Litster Pure Food Co., was hammered home to the thousands of people who visited and passed their attractive exhibit in the Manufacturers' Building. Every day for two weeks, a steady stream of humanity saw the demonstration of Litster lines arranged in appealing array, and representing the mark that always stands for and guarantees food purity and satisfaction. Among the lines shown were Litster's jelly powders, extracts, spices, puddings, icings, gelatine and baking powders.

The success of Litster products has been due to a careful, close study of the chemistry of food by the men behind and the resulting superior excellence and satisfaction they have always given.

The retail dealer of to-day who is intent on business-building for the future knows the folly of handling and pushing goods that have no reputation and cannot be depended upon. This is just where foods bearing the Litster mark excel. They are the result of years of study in producing the highest quality and they can be positively and absolutely guaranteed to the consuming public.

At the exhibition, attractive informative and recipe booklets were given away to assist in making the Litster mark and products better known to thousands of Canadian homes. This is bound to aid the retail dealer who stocks and gets behind these goods with his selling power.

Purity in foods is one of the most talked of questions in household circles to-day. People are realizing the inadvisability of purchasing and using cheap, inferior, unwholesome food products. They know such are injurious to health and in the long run prove expensive. Every department of the Litster Pure Food Co.'s factory is surrounded with the same clean and wholesome conditions as a well-kept store or home. There can be no question as to the purity and cleanliness of Litster foods, because the work is clean by system with superior facilities and carefully trained helpers to carry it out.

The work that Litster Pure Food Co. are doing to impress on the public the high character of their goods and the co-operation they are showing the dealer, will certainly mean more sales, more satisfaction, and more profit to the merchant who stocks and displays prominently the Litster lines. The trade mark itself, standing for purity and satisfaction, will be a big feature in creating sales.

H. P. SAUCE.

The well-known products of the Midland Vinegar Company were again prominently and well exhibited at the National Exhibition this year. Demonstration of H. P. Sauce, H. P. Malt Vinegar and H. P. Pickles was again carried on and without doubt will result in a still greater increase in the sales for this sauce. This accounts for it's increasing sales.

It might be well to explain the meaning of the letters "H. P.," This sauce is used continually on the dining tables of the Canadian and British Houses of Parliament, hence the title. It is a high class appetizing sauce, possessing great digestive properties, and if a gallon is allowed to leave the factory until it is twelve months old. This gives it a uniform quality and adds a mellowness that is essential of the best vinegar.

The H. P. Pickle prepared from the choicest ingredients is a delicious appetizer, as all who have used it know. It, as well as the sauce, was served to

This illustration shows how exceedingly attractive the exhibit of H. P. Sauce and Midland Vinegar looked.

of these lines, which have met with such great success in Canada.

The popularity of all their lines must indeed be pleasing to the manufacturers and agents. H. P. Sauce takes first place with the public, and is quite a household word throughout Canada. Various titles have been given to the two intials "H. P." by the public. "Hungry People" is one of these, and there is no denying the fact that people who have once used it are really hungry customer wants a really good sauce, the grocer should readily recommend H. P.

Nearly as well-known and advancing by leaps and bounds is Midland Pure Malt Vinegar. Perhaps no better recommendation could be given it than that it is used in the manufacture of both the sauce and the pickle. It's purity and mature age is winning public favor. It might be well to mention that two million gallons of Midland Vinegar is kept stored in Birmingham, and not a thousands who visited the booth during the exhibition. That the public were favorably impressed is shown by the large number of orders which were left for the goods, both by householders and grocers. Besides serving these lines, thousands of samples of the celebrated H. P. Sauce were distributed to visitors.

N. G. Patrick & Co., Limited, 77 York St. Toronto, who are the Canadian agents, carry stock at those branches in Montreal, Winnipeg and Vancouver.

Exhibit of the Canada Sugar Refining Co., the Canadian pioneer in the sugar business.

REDPATH SUGAR EXHIBIT.

One of the entirely new features of the National Exhibition this year was the striking exhibit of the famous "Redpath" Sugar, made by the Canada Sugar Refining Co., Limited, of Montreal.

It was only to be expected that this company should be the first to exhibit at the Fair, as they have been the pioneers of the sugar business in Canada from the beginning. Their's was the first granulated sugar produced in the Dominion, and last year introduced the latest improvement, the two pound and five pound sealed cartons.

These attractive looking cartons were much in evidence in their exhibit, and made a fine showing. The big sign over the booth flashing forth "Redpath Sugar —The Canadian Standard since 1854," the striking photograph of the big Redpath Refinery in Montreal, and the samples of different sugars on exhibition made the Redpath Booth exceedingly interesting to every man, and more particularly to every woman.

The demonstrator made very clear the superiority of "Redpath" sugars, illustrating it with samples. The pure crystal whiteness of Redpath, when compared with ordinary white sugar, must have been an eye-opener to those who had been in the habit of accepting the ordinary kind.

The two pound and five pound cartons naturally attracted a great deal of attention, and the comments made must have been gratifying to those in charge. One could not help seeing the great advantage in buying sugar, as one buys tea, spices, breakfast foods and so many other groceries, in sealed cartons, which protect it from contamination of any kind. The cartons are very convenient, too, for keeping the sugar in the pantry.

The unanimous approval expressed by the thousands of visitors to the booth promised a demand for "Redpath" Package Sugar much greater even than at present, which means a great deal, for the cartons have sprung into popular demand almost overnight.

When Canada's finest sugar is thus put up in the most attractive way, and vigorously advertised, it simply cannot fail to be a splendid success. Grocers who feature "Redpath" Sugar are enjoying a most satisfactory trade, and those who have not previously paid much attention to "Redpath" are waking up to its possibilities.

Exhibit of the scale that has "no springs" and gives "honest weight"—the Toledo.

Fine display of "2 in 1" Shoe Polish shown by F. F. Dalley & Co., Ltd., of Hamilton.

TOLEDO COMPUTING SCALES.

"Do you know what scale you just got weighed on?" asked The Canadian Grocer scribe of a man who was moving away from the booth of the Toledo Computing scale Co., where he had just been weighed on the big automatic scale — the only one of its kind in the world.

"Why, yes, the Toledo, and I am going to see if our grocer uses the Toledo when I get home. A person can certainly be sure of honest weight when they are used. Mr. Collins has just been explaining their good points to me and I can see plainly why every grocer should use them." Just then The Canadian Grocer bumped into a merchant who was leaving the booth with a happy smile on his face. He had just purchased a Toledo scale, and was happy in the thought of the money it was going to save him.

He was not the only one either for the number of scales sold by the Toledo Co. at their booth in the Manufacturer's Building this year was simply astonishing, demonstrating beyond doubt that the Toledo is the recognized standard. An extensive variety of models were shown up to good effect in their finely decorated booth. One model which attracted particular attention was an electric Toledo which besides lighting up the scale when weight is placed on it, also by an electric attachment lights up signs which may be placed at different positions of the store. These signs may be changed by the merchant whenever he desires and have an appreciable advertising value. Another new model shown was a counter computing-scale with 105 pound capacity.

The Toledo Scale played an important part at the Exhibition. Thousands of people were weighed free of charge at the booth and impressed that Toledo works for honest weight. A Toledo scale also weighed the babies at the Baby Show and was used in official tests of fruits. They are the recognized standard.

TWO IN ONE POLISH.

F. F. Dalley & Co., Ltd., had an excellent exhibit of their famous "2 in 1" shoe polish in the Process Building at the National Exhibition this year in their usual effort to make their product better known throughout the continent, and thus help the grocer to sell this polish that gives "the shine that won't rub off."

Actual demonstration is the best method of convincing the public of the good quality of an article and this was the method used at this booth. During the whole Exhibition a free shine was given to anyone who wished it. The superior qualities of "2 in 1" were thus hammered home in a convincing manner, and people were urged when buying shoe

polish to get "2 in 1" if they really want the best. Samples were distributed for visitors to take home with them.

"2 in 1" is quite appropriately named, for, as the name implies it does the work of both a cleaner and a polish. It contains no turpentine and can be recommended by the dealer for the finest of leather.

There is no doubt that the demonstration given at the Exhibtion this year will still further increase the fame of "2 in 1" polish, already so widely and favorably known. This will mean more business for the dealer who handles and pushes "2 in 1."

jellied meats, canned meats, lard and shortening, eggs, butter, cheese and dressed poultry. Gunn's, Limited, make a feature of paying special attention to the developing demand for the very highest class of food products. Gunn's Maple Leaf hams and bacon are from specially selected hogs. Every hog won't do for the Maple Leaf brand. Only about one out of every twenty is chosen. Their cure is exclusive, the rich juices and all nutriment of the ham and bacon being retained.

Inquiries for Gunn's Quality Wafer

more appetizing display at the Exhibition than Gunn's cooked meats. Their Produce Department, too, has developed wonderfully. The three well-known brands of butter, Gunn's Brand, Pon Honor and Willowdale are the acme of butter manufacturing. They put up also Gunn's "Fancy New Laid" marked egss in specially attractive cartons, every egg guaranteed.

Gunns control the "Cooked Roulette" brand of roast and boiled ham which was originally put on the market by them and now registered.

Gunn's "Pon Honor" Food Products display in the Dairy Building.

GUNN'S "PON-HONOR" PRODUCTS.

There is no firm doing more to raise the standard of its manufactured products than Gunn's, Limited, the widely known packers and refiners of West Toronto. Their good work was well demonstrated at the Canadian National Exhibition, where they had three fine exhibits—one in the Dairy Building, a second in the Manufacturers', and a third in the Horticultural.

In the Dairy Building were shown their fresh and cured meats, cooked and Sliced Breakfast Bacon are coming in every day. It is put up in handsome cartons of one pound net. In fact, Gunns are now selling lard, Easefirst Shortening, Breakfast Bacon and Gunn's Quality Sausages in cartons, a feature, judging from the remarked demand appeals to the consumer from a sanitary point of view. The general public are realizing more and more the value of clean, sanitary foodstuffs, and none better than "Pon-Honor" products can be recommended them. There was certainly no

This progressive firm are also going into canned meats. They will soon put on the market Gunn's pork and beans, plain and in tomato and Chili sauce, potted ham and tongue, corned beef, roast beef, jellied hock and brawn, in all different sizes. The labels are especially attractive and with the well known Gunn's quality large sales of these lines can be confidently expected.

In the Manufacturers' Building a number of young ladies were kept busy during the two weeks demonstrating Easi-

first Shortening, Quality Mincemeat and Quality Cooking and Salad Oils. The orders booked for delivery through grocers for these articles in both city and throughout the country were very numerous and far beyond expectations of the company. In fact they extended as far west as Vancouver. The two- pound tins in which the Quality Cooking and Salad Oils are put up is very attractive and the only one of the kind put up in Canada.

In the Horticultural Building, Gunn's exhibit showed many lines which every merchant should introduce to his farmer customers, especially Gunns' Shur-Crop Fertilizers, Shur-Gain Stock and Poultry Foods; all of which have made exceedingly rapid progress since placed on the market.

Gunns, Limited, are a purely Canadian firm of 40 years standing. The company neither own nor control any retail stores, confining themselves strictly to the trade. The wonderful growth of the business may be attributed to this progressive and independent policy. They are represented by brokers in all the larger cities in Eastern and Western Canada, while their selling staff of 48 salesmen look after the Toronto and Ontario trade.

Where "Mapleine" with the "flavor de luxe" was shown. "Mapleine" is an exclusive concentrated flavoring.

MAPLEINE DEMONSTRATION.

One of the newest and most attractive displays at the Exhibition was that of Mapleine—"the flavor de luxe." Its sales have developed wonderfully in Canada because it is an article that brings customers back for more. It is an exclusive concentrated flavoring to be used in everything from a soup to a custard. It is used for flavoring cakes, candies, bon bons, ice cream, nut bread, icing, blanc mange, jelly and for making delicious Mapeline syrup—a two-ounce bottle of Mapeline makes two gallons of syrup.

"Mapleine" is not a substitute for, not an imitation of maple, but an original, pure and wholesome preparation of roots and herbs producing a rich creamy flavor that is better than the real maple itself. It is guaranteed under the pure food laws of America to be absolutely pure and free from all injurious ingredients.

It is favored by the housewife and caterer because the flavor will not cook out of pastry and because it is impervious to atmospheric changes. It will not freeze and is not spoiled by heat; neither is it volatile.

These are some of the strong selling points for "Mapleine" and they can be used effectively by the grocer anxious to increase his trade. To assist in acquainting the housewife with "Mapleine," thousands of recipe books entitled "Mapleine Dainties and How to Make Them" were given away at the demonstration booth. The courteous attendants also distributed thousands of samples of sugar and syrup made from Mapleine. The exhibit was the first shown by the Crescent Mfg. Co., at the Canadian National Exhibition and it undoubtedly created a great deal of interest which will help the grocer to increase his sales.

Samples and all information can be secured from the agents, F. E. Robson & Co., 25 Front street east, Toronto, and Mason & Hickey, Winnipeg.

NATIONAL CASH REGISTERS.

National Cash Registers were demonstrated at the Exhibition in the Manufacturers' Building to scores of visiting merchants. The practical advantages of the cash register and the necessity for it in the store were brought home to them through actually seeing for themselves the registers in operation.

However, other store equipment may be regarded, there is no question that the National Cash Register is an absolute necessity to every keen business man. The installation of a cash register is one of the best investments a merchant can make. It relieves his mind of numerous details, some of which are bound to be forgotten. It shows him exactly amount of cash and credit sales each day, amount of money received on account, and amount of money paid out. It prevents by the "get a receipt" plan, the merchant or his clerks forgetting sometimes to charge goods sold on credit. It shows the amount of sales made each day by each clerk; it increases the efficiency of each clerk through friendly rivalry, and it gives an additional inexpensive advertising medium through the receipt, which is most beneficial in times of special sales.

The advantages gained from this knowledge, protection and advertising are great. They enable the merchant to check up his business from time to time and thereby eliminate the weak and develop the strong points.

The old cash drawer under the desk is but a relic of by-gone days. More money has been lost by the average dealer who has used this method for any length of time, than would pay for a National Cash Register two and three times over. Forgotten charges and cash losses of all kinds would be surprising if they could only be known.

The Cash Register enables the merchant to KNOW and does not ask him to GUESS things. With the National Cash Register he knows which clerk is most valuable to the business; he knows whether one or another is entitled to the "raise," requested or not. He prevents mistakes and losses by knowing who makes mistakes, and he develops the greatest efficiency of the clerks by knowing what each is doing.

The exhibit demonstrated that various sizes and types of registers are made by the National Cash Register Company, to suit any business. Any one of them would be a handsome acquisition to the store in addition to their great practical value, and the dealer who has not yet installed a "National" should not delay getting fullest particulars and information. The head office for Canada is at 285 Yonge street, Toronto, and their Canadian factory is in the same city.

The National Cash Register exhibit, which attracted many retail merchants.

N.C.R. KINEMACOLOR MOVING PICTURES MADE A BIG HIT.

Another "exhibit" of the company in a separate building just south of the Art Building scored heavily for the company at Toronto Exhibition. Fitted up as a lecture hall, with seats and music, hundreds of people were entertained with the hourly "shows" of colored moving pictures and slides showing the rise and development of the wonderful plant and now world-wide business of the N.C.R. Co. Of wonderful interest were the pictures showing the company's "well fare" work, how by means of flowers, gardens, country clubs, classes, sports and libraries the company is seeking to make better men and women of its employes—which insensibly re-acts on their product and means better Registers for the world's merchants.

The beautiful house exhibit of the well known O. K. Sauce and Pickle.

O. K. SAUCE AND PICKLE.

If there was any booth at the National Exhibition this year worthy of the favorable comments bestowed upon it, it was that of Mason's O. K. Sauce and Pickle in the Manufacturers' Building.

The construction of the exhibit was unique, to say the least and attracted a great deal of attention. It was in the form of a small cottage surrounded by a plot of grass. Inside, there was a table daintly set for four persons, two of the articles of diet prominently shown on it being O. K. Sauce and O. K. Pickle. Samples of the sauce were distributed to thousands of people and the high quality of both lines pointed out by those in charge.

O. K. Sauce is an absolutely pure and delicious condiment calculated to create and promote digestion. One of the strong points emphasized by the manufacturers is the purity which is absolutely guaranted.

O. K. Pickle is the other condiment of the same firm. The company when placing O. K. Pickle on the market confidently looked to a large sale and their anticipations have been more than realized. The trade can recommend this pickle to customers as something quite distinct from the ordinary variety.

O. K. Sauce and Pickle made many more friends at the National Exhibition. They are manufactured by Geo. Mason & Co., Limited, of London, Eng. The Turnbull Co., Winnipeg, are the Dominion agents.

Exhibit of the Cowan Co. Iced and hot cocoa was served here, making it one of the busiest in the Manufacturers' Building.

COWAN'S COCOA AND CHOCOLATE.

"Music hath charms to sooth the savage breast"—but, oh, it was hot out there in the sun, listening to even such music as the Scots Guards Band can pour forth. Leaving my seat, therefore, to be eagerly seized upon by some weary bystander, I made my way to where I knew could be obtained the coolest and most delightful refresher in the whole Exhibition — Iced Cocoa. Struggling through the dense crowds in the Manufacturers' Building, I at last arrived at the Cowan Exhibit. No wonder the half dozen assistants were as busy as bees serving the constant demand for "Iced Cocoa." Surely it was inspiration for this well-known Canadian firm to put that all-satisfying and refreshing beverage—Perfection Cocoa—before us at the Exhibition in **ice cold** form. I managed to get my order placed, and how good it was to feel the well-known friend of breakfast and supper time trickling in an icy stream down one's parched throat. So different to many of the Fair drinks, some of which seem to be only temporary thirst-quenchers, and to give one a greater thirst than ever before long.

Mothers — with their eager offspring round them—were a strong feature of the patrons of the Cowan Exhibit. Most of the children seemed to know what was good just as well as the little Cowan boy and his genial grandpa, whose faces smile at us from the newspapers and billboards. Certainly they were as keen on the Maple Buds—and why shouldn't they be. Pure milk, pure sugar, pure chocolate, as the buds are, cannot harm the kiddies. Another sweetmeat in great demand was "Almond Nut Bar"—Milk Chocolate. This is the latest Cowan delicacy. I tried a bar and found it excellent. The nuts tasted fresh and the milk chocolate was really good, making a delightful confection. Noah's Arks were there, whose animals went in two by two, but would come out one by one, to enter the waiting mouth of some happy child; for were they not made of chocolate?

Flanking the booth were huge chocolate models of donkeys—source of wonder and delight to the young folk. Milk chocolate in sticks—Maple Buds—Medallions—and every other kind of chocolate —in small dainty packages or the most artistic boxes, were being sold at a great rate. In fact, for variety the Cowan stand was a Chocolate and Cocoa Exhibition of itself.

What lent added zest to the spending of their nickels and dimes was the fact that every child received some novelty with its purchase as a momento of this: Canada's Record Exhibition.

The Cowan Company must have been intensely gratified at this extraordinary demonstration of the popularity of their goods. To have so constant a demand from all classes of people, old and young, means that their policy of high class manufacturing methods, coupled with the use of only the choicest Cocoa Beans, is the right one.

The Cowan factory, situated in Toronto, is one of the finest Cocoa and Chocolate manufacturing plants on the continent, and—what must be very satisfactory to the patriotic purchaser — the Cowan firm is a purely Canadian firm. Their policy of making only the highest quality of goods has placed them in an enviable position with the people of Canada. The Grocer bespeaks long continued prosperity to this aggressive concern.

SYMINGTON'S SOUPS.

The demonstrators at the Symington booth deserve great credit for the courteous and generous manner in which they distributed thousands of dishes of delicious soup to the eager spectators, and thereby added a multitude of friends to the already lengthy list of users in Canada of these high quality soups. Symington's soups and table delicacies are MADE IN ENGLAND and sold extensively throughout the British Empire. They are used in the House of Lords and in the House of Commons.

Symington's soups have a very big sale with hundreds of Canadian grocers because of their merits. They are put up in concentrated form in nine different varieties. A full quart can be made from every package, while the cost is only 10 cents. The simple manner in which they are prepared for use is another strong reason why they have met and are meeting with such universal favor. As Ellen Terry says, "I find them delicious they always give satisfaction."

The packages in which Symington's soups are sold are very attractive in color, design and size and these all assist the dealer to sell them readily. Messrs. Symington & Co., are a firm which gives every co-operation to the dealer by manufacturing high quality soup, putting them up attractively, assisting to get them to the consumer by demonstrations such as were given at the Exhibition, and last but by no means least, by allowing the dealer a good margin of profit.

A large number of very ingenuous puzzles were given away at the booth which were responsible for familiarizing the name of Symington with thousands of visitors. The agents, F. E. Robson & Co., 25 Front street East, Toronto, have a special offer for the trade in this regard and any grocer who did not visit the booth should write them at once. Take this opportunity of sending for samples of Symington's Soups if you have not already stocked them.

The "Symington Soups" display. The picture of Ellen Terry, who says that these soups "also give satisfaction," is conspicuous.

Products of the West Indies Exhibited

Various British Islands Well Represented—Raw Sugar, Molasses, and Rum Among the Interesting Exhibits—St. Vincent Arrowroot Also Shown.

In referring to the many splendid and interesting exhibits at the Canadian National Exhibition this year, a word or two must be said of those from our sister colony, the British West Indies. Products of the various Isles were shown in the new Government Building and as they were not so familiar to Canadians as wheat, oats and potatoes and apples, the exhibit was a Mecca for the thousands of visitors.

The British West Indies include British Guiana, Trinidad, Grenada, St. Vincent, St. Lucia, Barbadoes, Dominica, Montserrat, Antigua, Bermuda, Jamaica, St. Kitts and many others.

As everyone knows the most important product of West Indies is sugar and it is probably the most important line handled by the wholesale and retail grocer in view of its extensive sale. Sugar in both the raw and refined state was shown. With its by-products, molasses and rum, the total value of sugar produced by the British West Indies amounts to some $14,800,000 per annum. Sugar cane growing and manufacturing into raws, forms the chief industry in British Guiana, Barbadoes, Antigua and St. Kitts.

Cacao, lime juice, cotton, bananas, oranges, grape fruit are the leading products in other islands, all of which were represented in the exhibit.

The St. Vincent Arrowroot Growers' and Exporters' Association were also represented, the exhibit of arrowroot being a particularly interesting one because of its increased demand. In addition to above there were coffee, nutmegs, spices, sweet potatoes, cocoanuts, etc.

The West Indies exhibits were in charge of Mr. Pickford, of Pickford & Black Steamship Co., which operates between St. John and Halifax to the Islands.

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John H. Grimm of the Maple Tree Producers Association, Ltd., Montreal, attended the national exhibition at Toronto, where the company had an exhibit.

Retail Grocery Exhibits at the Fall Fair

First Prize Display Shown Last Year at Collingwood—Advantages of Such An Exhibit —Creates An Individuality For the Store Showing It.

That the Fall Fair presents a splendid opportunity for grocers to do some special and effective advertising is recognized by many. Now that the season is with us again, dealers should give some consideration to this matter and arrange if possible to have displays of the goods they sell, on the grounds.

The illustration shown herewith represents the exhibits of E. Fawcett, at the Great Northern Exhibition in Collingwood in 1911. It won first prize.

An exhibit of this character is sure to increase sales. It gives the house a reputation that will last. The words "Pure Food Grocery" is a strong drawing card in these days when wholesome food sold under the most sanitary conditions is demanded. The array of food products in this booth is one that reflects credit on the proprietor. It is attractive, inviting and compelling.

And why should not the retail grocer take advantage of the Fall Fair as well as the manufacturer? The retail dealer should strive just as much as the manufacturer to create an individuality about his store that would give him a reputation for selling good goods.

Those dealers who exhibit at Fall Fairs should pay particular attention to two things. They should first have an attractive display of good foods and they should have an expert demonstrator in charge.

An exhibit by a retail grocer which took first prize at a Fall Fair last year.

A fruit display which will attract considerable attention.

An attractive method of showing vegetables.

A display of this nature would pay for a week-end sale.

Auto Delivery Experience of 15 Months

A Dealer who Has Given It Fair Trial Is Satisfied with Results—What Two Machines Have Done— Cost of Maintenance and How It Has Been Reduced—A Limit To What Any Machine Will Do.

***By Henry Johnson, Jr.**

In these pages, on May 12, 1911, I detailed the circumstances that led to my purchasing two automobiles to take the place of three horse-drawn wagons. I outlined a program on which I had based the purchase. After upwards of 15 months' experience, I am so satisfied with what I have got out of machines, that I have bought another. I am moved to write up what I have done particularly by a review of various opinions which I recently read, one of which ended with the statement that the writer felt he was out just about $1,000 during the past year because he had gone into automobiles.

Big Demand for Chauffeurs.

Shortly after I bought my machines, circumstances compelled me to leave my store and turn the management over to another. Our town has gone almost altogether to motor cars during the past three years or so, hence there was great scarcity of drivers a year ago. Almost anybody who thought he could "drive a car," could get a job on his own terms. That is, he could get $12.00 to $15.00 a week; and he could demand the services of a "helper" to ride with him and do all the work except simply drive the car and give it such "expert" attention and care as he felt fully capable of giving it.

Our town has one strict ordinance against leaving the car unless the engine is stopped. The cranking of the machine is somewhat hard; and it was therefore easy to convince an inexperienced owner that the "chauffeur" could not run the car and deliver too. I had some ideas on this subject my self, but, as stated, I had to leave so soon that I had no opportunity to work any of them out. Add to all this, that many of our streets were badly cut up for new pavement and that the winter was one of exceptional severity, and you have a combination that it was truly hard to beat.

Went Through the Deep Snow.

To judge from reports I got, the expense was terrible and the worry past understanding. The cars seemed to be in the shop most of the time. It looked like they would be a pile of junk at the end of the first year. They were, and are— air-cooled cars, with high wheels, so they did not freeze up and they did go through the snow—20 to 28 below zero and plenty of snow, if you will remember. Many days the engines were started at eight a.m., and ran without one stop until 6.30 p.m., or so—which was some test of endurance, if you stop to think of it.

So it was when I returned and took hold again, sixty days ago. Since then I have been doing a few things.

Cost of Maintenance.

My first investigation into **Facts** not fancies, revealed the facts that the cost of repairs had been $15 per month, per car; and gasoline and other supplies had run up to $20. So it had cost me $35 per month each car, or $70 per month for the two. Next I found that the cars had run in places and circumstances where horses could hardly have gone at all. Then I found that they had done the work of four single horse wagons. Basing the drivers and helpers on two to the car, I had the same number of employees on that work that I should have had on four wagons at about the same average pay, so that played even. Figure it out for youdself and see how the expense compared.

Drivers' Expenses Cut Down.

But I was doing better than that, for during the year many more men had become educated to run cars, so I could readily get all the good help I wanted. Then those men had found it less easy to get work, because the men had come along faster than the new cars had come into service, so they had suddenly discovered that they were perfectly willing to run the cars and also deliver; thus, two good, bright boys, at $12 and $13 per week respectively, were— and are— running the two cars, and delivering the goods, unless on such big loads as it pays me to give them helpers to get the work done speedily.

So it looked to me as if I were already getting the cars run at less expense than four horses would cost and at not more than 60 per cent. of the wages cost of four drivers.

What the Repairs Had Done.

But the repairs were still too high— needlessly so, it seemed to me—and there was the question of what was the real condition of the cars themselves; that is, whether the abuse to which they had been subjected throughout the formative period had not in fact made the depreciation a prohibitive charge. So I got busy to satisfy myself on that head. Here I was again pleasantly surprised. For I found that the heavy repairs had operated to actually replace such parts as had been broken or shaken loose, and a moderate overhauling would really put the cars into condition to run probably for four or five years more, with such ordinary good care as greater experience on the part of the drivers would enable me to get.

So, when the smoke had all cleared away, I concluded that my investment of $1,500 had been a good one. Then I proceeded to buy another car of a somewhat later model, but still of the same make and kind, a little more substantial in build, for $850. Now I am having all the cars put into first class shape, cleaned up, painted and made like new, preparatory for the winter of 1912-13. Moreover, I have instituted a system of routine care of the cars which up to date has reduced my repair bills to about 10 per cent. of what they had been; and, with the new car to work in for changing around, I believe I can reduce that item of repairs to such little things as are entailed by a horse picking up a nail, or dropping a shoe. So I feel that I am excellently fixed for the future and am well pleased with my delivery outfit. Add to this that I can use three fine cars on busy days, and I have reason, indeed, to feel completely satisfied with my experience.

The Routine Details.

Next week I shall give you full details of the daily routine of which I have spoken, for it deserves a separate article. Meantime I want to outline some of the points on which we should think before we jump to hasty conclusions on this automobile question.

First, we are in a transition stage in this matter of motor delivery. We shall have some troubles; but they are new troubles and are therefore liable to seem more puzzling than old ones to which we have become accustomed through long years of familiarity. For instance; we have had a horse die of colic, and have looked upon the loss as one of those things which "cannot be helped" in our business. We have had a nice little mare step into a manhole and break her ankle—had to be shot. That was an "act of God" and must be borne with. Let us offset these old things with some of the new ones and we shall get on better—also lose less sleep.

A Limit to Everything.

Second, just because a motor car is made to run, it is not well to conclude that it will always run automatically, No horse will do that. No locomotive ever goes out on a run until it has been

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

completely overhauled from the previous run; and even then it sometimes gives out. Yet locomotives have been found economical as a general proposition. Years ago, railroad men used to take some chances with locomotives; but they found it was expensive to do so. We have long known that it is expensive to take chances with horses. Let us give the auto a chance by being just a little bit careful and foresighted with it.

Third, do not blame the boys. Look into things and plan a little bit yourself. You can hardly expect a young man to "take an interest" in a machine you neglect entirely yourself.

Effect of Weather on the Western Crops

Report From Edmonton States Wheat is All Ready to be Cut —Quality Likely to be Better Than Last Year — Insuffiient Harvesters a Handicap—Wet Weather Delay Helped Twine Supply.

Special Staff Correspondence.

Edmonton, Alta., Sept. .—Since writing last the West has been experiencing a period of very wet weather which has very seriously retarded harvesting operations. In this northern country the grain is nearly all ready to cut but on account of the heavy downpour it has been almost impossible for the farmers to make any headway. The grain that is uncut is, so far, the best off, there having been few heavy rainstorms or hail to injure it, while that in the shock, on account of the continued damp, is beginning to grow, and unless the weather continues fine as it is today very much of it will be seriously injured.

Hope for Quantity and Quality.

However, there is no very widespread damage done yet, and if the weather takes up now the yield will be good both in quantity and quality.

Through the West generally the reports are very conflicting as to the amount of damage done, but the prevailing opinions of those best able to judge are that although harvesting and threshing have been seriously retarded by the wet weather there is so far no great cause for alarm, but it is admitted that a continuation of present conditions for a week or ten days longer will have very serious results, and both farmers and business men through the whole West are feeling very anxious about the general situation. Had it not been for the wet spell threshing would now have been in full swing, and large quantities of grain would be finding its way to the lake ports.

Farm Laborer Question Serious.

The help question is a serious one at many points, not enough harvesters having come from the east this season to supply the demand.

The binder twine supply is lately more plentiful, large quantities having been shipped in from Chicago and other points. The delay caused by the wet weather was a big factor in relieving the situation. If it had not been for this the shortage would have been acute.

A FINE OF $20,000.

The American Sugar Refining Company has been ordered by the Treasury Department to refund to the United States $20,000 due the Government as the result of fraud committed by the officers or employes of the Sugar trust. Suit to collect the amount will be filed by the Government if the trust does not make payment within a reasonable time, it is said.

The alleged fraud was committed at the port of New Orleans and covers a period of years. Agents of the departments of the Treasury and Justice have found that during this period considable sugar was admitted which did not correspond to the samples which were submitted to the appraiser of the port. The officers of the port have been directed to reliquidate these entries to the amount of $20,000.

TRACING BAD EGGS.

In a certain town in Ohio the grocers have devised a scheme to protect themselves from financial loss entailed by replacing ancient eggs with good ones when customers complain. These dealers have adopted the system of assigning a number to each wholesaler or farmer from whom they purchase. Each egg, when it enters the store, is numbered corresponding to the name of the seller. If the housewife finds an egg that offends, she calls the grocer, gives the number, the egg is replaced and the original seller is required to make good to the grocer.

A store cannot qualify in the elite class if the floor, where customers are expected to walk, is littered with boxes, baskets, barrels, etc.

Experience Necessary for Good Success

A Man Unacquainted With a Trade Cannot Expect to Make a Success of it—The Story of a Farmer Who Saw a Fortune in the Grocery Trade But Failed to Secure it—His Methods Spelled Failure—A Lesson for Clerks.

"The man in the grocery business needs to know something about it," remarked an old grocer the other day. "In fact," he added, "a man cannot expect to succeed in a business with which he is not acquainted.

"It is true that there are men who have entered the grocery business without experience and by means of careful application and study have succeeded but chances are all against it. In such cases, it is safe to say that if their early training had been in connection with this trade, their success would have been even greater."

Farmer Seeks Other Fields.

Down near a progressive Eastern Ontario town there was a farmer, and a good farmer too, who had managed to make considerable money in the tilling of the soil. Like many another man he saw better futures in other lines of endeavor and yearned to give up the farm for one of them. In this case the bag of gold which dangled before his eyes was to be secured in the grocery business. A nice little corner grocery with plenty of customers was his ideal. He had seen other men engaged in the business making more money than he was. He had not taken into consideration that these men had made a careful study of this line, which, if he only had known, explained the reason for their success.

Goes into Grocery Business.

His spirit kindled with the fire of discontent, he sold his farm and began to look around for a place to locate in business. It came too, for a good block in an excellent location was being opened in the town in question. He secured a clerk supposed to be well acquainted with the grocery trade to take the helm while he secured some slight insight into the trade in which he had decided to launch.

The clerk was entrusted with the buying of the stock. Apparently, he believed that a good sized stock was the main thing in business, and he bought heavily, all lines of goods and in large quantities. Under these conditions, with a much larger stock than was really needed the store was opened. Then the clerk, puffed up with importance of the position he held, demanded an enormous salary which the farmer-grocer refused, so he left.

The proprietor decided he would look after things himself. He could not, of course, weigh or parcel correctly or rapidly and seldom knew the price of any article so that when a customer enquired a price, there was a long waiting spell while he looked up the necessary figures.

No Advertising Done.

He attempted no advertising. Probably the idea never occurred to him. As regards window displays, it consisted mostly in keeping that portion of the store well filled with goods which were seldom changed. It is hardly necessary to say that in a city where competition is keen, using unprogressive methods, or practically no real methods at all, the business did not prosper. At the back of the store eating peanuts or employed in some similar task, he sat, waiting for business to turn up.

Made an Early Sale.

The end of the story lies in the fact that business continued without improvement, he found himself falling farther behind and he was forced to sell while there was yet time to save a little of the money he had invested. The experience he secured in the grocery business had been costly. He is now engaged as a day laborer, making much less than he did while on the farm. Thus, is shown the folly of discontent and bearing out the fact that fields far off look green, but often are not.

The merchant who took over the business was acquainted with the grocery trade. He has done well so far and is destined to make it a good paying proposition.

FOOD INSPECTION DISTRICTS.

Order in Council Passed Establishing Them in Canada.

Ottawa, Sept. 2.—An order in Council has just been passed establishing certain districts throughout Canada under the adulteration of food act. The Maritime and Prairie Provinces each composes a district in itself. Ontario is divided into six districts—Ottawa, Kingston, Northern Ontario, Toronto, Hamilton and Windsor.

Toronto comprises the city of Toronto and the counties of Simcoe East, North and South; York Centre, North and South, and Ontario, North and South.

POSTPONED PICNIC A SUCCESS.

Four Thousand People Enjoy Outing With the London Grocers.

London, Ont., Sept. 12.—(Special)—After being postponed for a week, on account or rain the Retail Grocers' picnic at Springbank Park, was attended by four thousand people. It was an ideal day, just warm enough to make one want lemonade and ice cream cones, and the committee saw to it that everyone got what he wanted. The programme was replete with features of unusual excellence. The playing field was roped off so that all could see the big event of the day, the Johnston-Flynn fight was staged as near to the real thing as possible, Jack Anderson played the part of Jack Johnston and Charley Meyers that of Jim Flynn. Four fast rounds were fought, and to make the event as realistic as possible seconds were in attendance between rounds. The seconds were Harry Ranahan and Thos. Shaw, and Ed. Ryan and Wm. Mullins, respectively Despite the efforts of the police the "fight" was finished at the end of the fourth with "Johnston" the winner.

Bun eating and watermelon contests kept the crowd in roars of laughter, as well as the boxing in barrels. Wm. Mullins sustained the injury of a broken thumb in the last named event.

The bay show which included 42 entries, was looked after by Harry Ranahan, who claimed the finest babies in London were entered and it was difficult for the judges to make their decisions.

The Irish and Scotch dances in costume were great attractions, as good as any seen on a vaudeville stage.

Gordon Drake and Robt. Collins looked after the refreshments and saw that the boys had all they wanted. The committee who deserve credit for all the details and hard work were, Pres. John Diprose; Treas., Thos. Shaw; Secretary Jas. McKenzie; J. A. McFarlane, H. Fountaine, Harry Ranahan, Wm. T. Mullins, G. B. Drake, J. W. Eddy, M. A. Young, Norman McLeod, and E. J. Ryan, chairman of committee.

Notes on the Day.

It was a touching scene to see Adam Palmer bid good bye to his wife as he left to judge the babies.

The grocers from Toronto, Hamilton and Brantford were missed, and the guests' race had to be eliminated. The weather man was certainly unkind to them.

Some of the local travelers acted at judges.

The ball game between grocers and butchers was won by the latter.

Current News of the Week

Ontario

H. B. Clement, grocer, Burlington, Ont., has sold his business.

Mrs. J. A. Ewing, grocer, Hamilton, Ont., has disposed of her business.

M. J. Crowley, grocer, Peterboro, Ont., has sold to H. O'Rourke.

Norman Edwards of Hamilton has sold his grocery business to Daniel Mahoney.

Spencer Smith of Toronto has sold his grocery business to E. S. Calder.

Hot weather and a flood of supplies caused 700 baskets of fruit on the Hamilton market to spoil on Saturday last.

John A. Ewing has sold his grocery and butcher business at Hamilton to Geo. Robert.

E. F. Mason, grocer, Peterboro, Ont., visited the Canadian National Exhibition on Friday last.

E. J. Ryan and Gordon Drake of London, Ont., were in Toronto last week attending the exhibition.

Frank B. Sheidy's grocery store, Welland, was broken into recently, and about ten dollars worth of tobacco and cigarettes were stolen.

Thos. Marion, general merchant of Rapids Des Joachings, Ont., was in Toronto last week attending the exhibition and making fall purchases.

An executive meeting of the Ontario Retail Grocers' Association will be held in the Board of Trade Building, Hamilton, on Wednesday evening next, Sept. 18, when the different committees will report on their progress and the work to be done during the fall outlined. All members of the Association whether on the executive or not are invited to be present and take part in the discussions.

Quebec.

A. W. Hugman, A. W. Hugman, Ltd., attended the Sherbrooke Exhibition and superintended the firm's booth there.

R. Hendery, Rose & Laflamme, Ltd., Montreal, has returned from a business trip through Ontario.

J. Strike of L. H. Packard & Co., has returned after a fortnight's vacation in the Laurentians. He reports that the trout were in a "taking" mood.

A. G. Snowdon, of Snowdon & Ebbitt, commission merchants, Montreal, has returned after an extended trip through the North-western Provinces and Ontario.

A. H. Brittain, president of Maritime Fish Corporation, Limited, Montreal, has left town for Westport, N. S., on business. Harold G. Connors of same firm has returned from his honeymoon trip.

The Asch Co., Montreal, at present located at 1486 St. Lawrence Boulevard, will soon occupy their four storey building situated on same street and will manufacture the new A. B. C. mop and other grocery specialties.

Joseph R. Wilson, manufacturers' agent, Toronto, has been appointed sole agent for Canada of the Tenney Candy Co., New York. This firm manufacturers fruit and nut chocolates and a standard line of chocolates as well as small package goods.

F. H. Anson, for many years connected with the Ogilvie Flour Mills Company, has resigned, and last week his departure was marked by two presentations. On behalf of the company and the directors, a handsome silver tea service was presented, while the employees made him the recipient of a solid gold cigarette case. Brief addresses were made referring to the manner in which the retiring superintendent always fulfilled his duties.

Western Canada.

Mrs. A. M. Roff, general dealer, Morse, Sask., has sold to Pitcairn & Sharman.

Stock of the estate of John Manners, grocer, Winnipeg, has been sold to Geo. T. Grant.

Max Hayman, general dealer, Calder, Sask., has been succeeded by the Calder Supply Co.

Arthur Hemingway, general merchant, Arrow Park, Sask., has sold to B. M. Bawran.

The Canadian-American Egg Company, Limited, are erecting a plant at Canora, Sask., for the preserving of eggs by a Danish process. They propose to establish plants in Regina, Sask., and Calgary, Alta.

Sir Max Aitkens and R. B. Bennett, M. P., of Calgary, have purchased a string of eighty grain elevators in Western Canada, with a total capacity of 3,000,000 bushels. The elevators were owned by U. S. interests.

William Wilson of the Winnipeg factory is the manager of the Mooney Biscuit & Candy Co.'s new factory at Vancouver, B. C. Before leaving he was presented with a solid gold watch by fellow employees in the Winnipeg factory.

The first of a dozen fishing boats to cost $16,000 each for the Canadian Fish & Cold Storage Company, Ltd., of Prince Rupert, is nearing completion in Vancouver. The vessels will be built on the same uniform design. Geo. H. Collins, managing director of the company, states that fishing operations will be started early in the new year. A $500,000 cold storage plant with a capacity of 12,000,000 pounds was recently completed at Prince Rupert. Three trawlers, each costing $45,000, were recently launched at Grimsby, England, and will reach the coast in December. A plant for the manufacture of boneless and dry salt cod fish is now under construction for the company at Prince Rupert. It is also proposed to erect a fertilizer plant next year on an island in that vicinity and supply it with the non-edible fish caught in connection with fishing operations.

CURRENT MARKET NEWS.

Reports from Almeria indicate a short crop of grapes. Last year Almeria sent away 2,500,000 barrels. This year it does not expect over 1,600,000 perhaps 1,800,000. Bad weather is given as cause of the shortage.

Reports from Cape Cod, Massachusetts, are to the effect that the cranberry crop in many sections of that state will be small during the coming season. The crop was first damaged by frost and later the hot weather and drought caused the fruit to wither.

Conditions in Florida have been favorable for oranges, and it looks as if there would be good crops. The season, it is stated, is about three weeks earlier than usual, or about Oct. 1.

California's walnut crop will exceed that of last year by about 2000 tons, it is said. This would make the yield about 12,665 tons.

California is having the largest almond crop in its history. It will exceed that of 1910, a banner year, that witnessed a yield of 3,000 tons, valued at $750,000. The increase is due to larger acreage and favorable weather.

BUSINESS FOR SALE

GROCERY BUSINESS FOR SALE—ABOUT $2,800. One of the best located and longest established in west end Toronto. Best class of trade. Good profits. Owner retiring. Lease obtainable. Rare chance for hustler. Box 447, Canadian Grocer.

The Markets---Big Demand for Sugar

For Preserving Purposes—Fruits are Plentiful in Most Sections—Sugar Market Fairly Steady at Moment—Fancy Cheese Lower in Montreal—Canadian Sardines and Herring Easier—Cotton Twine Steady.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Valencias f.o.s.—Up 1 cent.
Fancy Cheese—Lower.
Canadian Sardines—Down.
Canadian Herring—Down.

Montreal, Sept. 12.—There seems to be some prospect of lower prices on some lines just now, as the present high cost covering practically all lines has undoubtedly proven an incentive to greater production. Again, the world's crops of grain are generally conceded to be very large this year, and this must go far towards reducing prices on a number of food stuffs.

Fancy cheese shows a decline, that is the Limburger and Edam varieties, the price for the former being 19-20 now instead of 24-25, while the latter is selling at $10 per dozen instead of $10.50. Gruyere cheese on the other hand has advanced.

More lines on the "mark down list" are Canadian pack herring, five cents having been knocked off, making prices now 90 cents per doz., while Canadian sardines which once sold as high as $3.50 per case are now quoted at $2.80.

SUGAR.—The market is steady at present, there being a good demand. Wholesalers expected an increase following advance of raws in New York but refiners evidently felt that the stiffening was more a result of speculation owing to a temporary scarcity, it being the end of the season. Needless to say the period between arrival of new crop and tail end of season for old crop affords a good opening for the speculative elements to get to work. What lends further strength to situation though, is the fact that U.S.A. have been obliged to import certain quantities of European sugars until the domestic new crop is supplied. It is stated that some 25,000 tons of good quality beets were imported from Hamburg. But it is hardly likely that a similar shipment could be secured on same money basis as its effect on the European market is reflected in the advance which took place there. It is too much of a problem for us to state definitely what the future trend of the market will be, suffice it to say that at time of writing the tone of market is generally steady with a tendency towards a stiffening.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The market continues firm for molasses, grocery grades having sold well, due no doubt to the cooler weather which has set in.

Syrups are also selling well, the scarcity of maple, having stimulated an already good trade.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—Considerable harm is reported to have been done to fruits drying on the trays throughout the coast districts with the result that several quotations have been withdrawn. But too much weight should not be placed on this statement as late advices go to show that no very heavy rain has fallen, the weather only being "unfavorable for drying." If the latter be correct we do not look for any curtailment of the season's output whatsoever. Local brokers are not alarmed and report that they will not take anything for gospel until they get authoritative statements on the situation.

Valencia raisins f.o.s., have advanced owing to scarcity this being the end of season and the amount on hand at various points being insignificant.

Apricots and peaches are none too active nor do prunes show much movement. Of course as reported previously the outlook for prunes is none too good nor do the latest advices from Oregon give us any more reason for optimism as the rain lately experienced there, has certainly done harm.

New crop Greek currants are on the way but the supply is not large though of course fuller shipments will follow. The market for spot is weak but for futures decidedly firm, though the demand is only normal. Smyrna figs are also coming along in small quantities. Towards the middle of October Persian dates should arrive as the weather has been remarkably good at centres of production, the result being an earlier ripening.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS.—Second crop Japan teas are now arriving the quality comparing favorably with last year, and the price being somewhat lower. Local jobbers report a good sale for Japans, the cup quality being generally conceded excellent. China teas now coming to hand are dearer, though, due no doubt to the high rate of exchange. Considerable difficulty has been experienced with banking transactions, the growers in troubled districts in many cases refusing to part with supplies unless for spot cash from purchaser.

COFFEE.—It is quite a problem to decide the weather question as far as Brazil is concerned so conflicting are the reports, but one conclusion we can come to and that is, the bulls and bears are "at it." It is locally thought, though, that the recent reports about damage from frost, etc., were greatly exaggerated. However, in a very short time there will be official reports to hand which will be thoroughly reliable.

Demand here is good and though some of the houses are finding the business too unprofitable to go after business hard, others who are stronger financially

report that a number of substantial orders have been received.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES. — There is a fairly good show of activity in this market but there is no change in price locally. Still it must be estimated that demand this year, so far, has not been so heavy as during corresponding period of 1911. Peppers are firm again, while nutmegs are more eagerly requested. Gingers are also active.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—It looks as if there will be little relief in this market as conditions in the Far East, are still strained though the suffering among the poorer class has been somewhat mitigated by imports of cheaper rice into the various affected centres. It is reported that the United States Government intends holding an inquiry into the rice situation in the Philippines with a view to devising means for increasing the production. Now that the world's markets have been depleted and will hardly be replenished for a few years yet, it looks as if there should be a successful period ahead for planters in the western world.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—The crop of Tarragona almonds has turned out small and prices will be higher, in fact an advance has already taken place in the primary market, the general report being that growers have no inclination to get rid of their crop but are disposed to hold for future high prices. Of course the jobbing interests are none too pleased at this disposition, having already booked substantial orders which must be filled at a loss.

Brazil nuts are a little easier but Bordeaux walnuts have advanced owing to scarcity of stocks at this the end of the season.

The approach of the Jewish New Year festival has created a movement in the local nut market and some extra business is expected.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 27	0 28
Brokens	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Big demand.

Rice—General steadiness.

Cotton Twine—Quoted at 29c.

Toronto, Sept. 12.—Sugar is a big selling line at present time, and is expected to continue so for some time yet. There is a plentitude of preserving peaches and plums coming forward now and a good deal are being canned by the housewife. Accordingly there is a big demand for sugar. Pears are also opening up as are grapes as well and altogether it looks like a big fall preserving season. For this reason, retailers should look carefully to their stock of sugar as well as sealers and other associated lines which will be in demand. Pickling is also getting underway and deserves considerable attention from the grocer.

Cotton twine still holds a steady position in sympathy with cotton. It is quoted at 29 cents per pound now.

SUGAR. — There are no outstanding features to sugar situation at present time. Raws have continued to hold a strong position in New York, but this has had no influence on Canadian refined. A bullish factor has been the scarcity of available sugar on this side of water and it is evident that sugars from Europe are to be required to some extent at least to tide refiners over until new domestics and Cubas become available. This fact is being taken advantage of by speculators. On the other hand, while new crop beets are also firmer, Europe reports fairly favorable weather with indications that beet roots are of full weight, although reports vary as to saccharine contents.

Although opinions differ as to fall trend of market, at present there is a steady tone.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUPS AND MOLASSES.—Trade in molasses is as good as it usually is locally at this season of year. Greater briskness is expected later on.

A fair seasonable movement seems present in corn syrups, but cooler weather will help them.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	....	0 50
Porto Rico	0 45	0 52
Muscovado	....	0 30

DRIED FRUITS.—New Valencia raisins are on the way and should arrive in week or ten days. Quality of advance samples has been fairly good, but they can hardly be sized up until regular stock is examined. As pointed out before, Valencia raisins are on high level this year.

New crop currants are also on way and advices seem to indicate that there will probably be considerable poor quality fruit. Currant market is rather unsettled on account of pending change in retention percentage. Figs are also on the way.

There is a good deal of business being done in California raisins as they are lower than for several years. There are reports on local market this week that heavy storms in California have been detrimental to raisins, causing a big change in situation, but these reports have not been confirmed.

Evaporated apples continue favorable with prospects of a good yield.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	....	0 08
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07¾	0 09
Apricots—		
Choice, 25-lb. boxes	....	0 20
Slabs	....	0 18
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There are no new features to tea locally, but a tone of steadiness is maintained in all varieties. There is some interest in second crop Japanese, which holds a steady position.

Reports from Colombo state that shortage of labor in Ceylon has caused large supplies of low quality rough leaf, there being insufficient pluckers to deal with the heavy flushes and coarse plucking was unavoidable.

There was a remarkable scarcity of really good Ceylon tea during July. As a rule a marked improvement in quality is noticeable during July; the improvement, however, has been late this year, and it was only quite the latter end of the month that any real change took place. A very decided difference is apparent in the teas being manufactured now and there is no doubt this month will produce some very fine quality, and very high prices will be paid.

COFFEE.—Local coffee market continues the even tenor of its way, with a tendency to steadiness in spite of the fluctuations which continue on other markets. Both the United States and European markets are as variable as the wind that blows, although Brazils, which continue firm, lend a steadying hand.

There are plenty of rumors as to cold weather and too frequent rains in the Brazil coffee districts injuring the August flowering, as well as the September prospects, but they apparently have no real basis of fact to support them. The period of frost danger will soon be over, and if within next two weeks no killing frost happens, the blossoms will be saved from injury from that source.

"The new crop now in its most critical stage," says a coffee report, "is the chief point of concern. If it escapes any serious climatic injury between now and October, it will serve as a restraint in forcing up prices beyond a reasonable basis, and the trade can count on a market assimilating more and more to the actual relationship between supply and demand."

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Despite reports from other centres that spice trade does not measure up to sales of last year, no complaint is being made by local jobbers and grinders. High prices may have somewhat of a curtailing effect, but a fair seasonable trade is being transacted. Mixed pickling spice is one line in urgent demand at present time.

General firmness prevails in most lines. However, the incoming crop of pimento is causing an easier undertone. This is the big season for celery seed, which it will be remembered has made sensational advances during the year. In January it sold locally at 16 to 18 cents. To-day's price is 50 cents and upward. It is scarce and cannot be purchased f.o.b. New York for less than 45 cents. October prices are, however, on a more reasonable level.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Rice still continues high, and there is nothing to indicate any immediate change from this order of things. Markets in the East hold steady. Japan rice is coming on now, but is high in price. No prices have been received on Texas, but they are expected to be on a corresponding level with other varieties.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06¼	0 07

NUTS.—Dwindling of baseball season may cause a lessening in consumption of peanuts, but this probably will be made up for by the arrival of the fall fairs.

As to new crop nuts, Sicily filberts retain their strength. Advices from France on walnuts in shell report a firmer market.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Fact that spot beans are scarce is becoming an old story. Some jobbers are completely cleaned up and are finding it difficult to get supplies to tide them over. There are some more Austrian beans on the way, but it will be some little time yet before their arrival.

Many opinions are expressed regarding prospects for Ontario bean crop. Outlook in Michigan is promising, a recent report being that prospects are the best the State has ever seen. A recent canvass by Michigan Bean Jobbers' Association indicates an average condition as 80 per cent. and average acreage 106 per cent. With continuation of warm dry weather, conditions will improve, and it looks like a banner year.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

CANNED GOODS.

TORONTO.—There have been really no big packs in any lines of canned goods so far reported this year and interest is accordingly being directed to progress of late fruits and vegetables. Recent weather has been of a quite favorable nature for tomatoes and corn after the many rains and packing of these lines is being rushed. The outturn in these two lines depends to no little extent on length of season. The weather man holds the key to the situation. Peaches and plums are giving promise of fairly good results.

While some firms are only delivering 60 per cent. of peas, made up 35 per cent. of standards, 15 per cent. of early June, and 10 per cent. of sweet wrinkle, others are delivering a full hundred per cent. made up of the various kinds while some other jobbers are doing even better and are giving a full 100 per cent. of standards. In order to do this of course, it has been necessary for them to make additional purchases, so that the brands will naturally not be the same as originally ordered.

It is difficult to get a line on exact value of canned peas if they were purchased now as jobbers are not offering any until they see how they stand. Ideas seem to favor prices above the opening on both peas and beans.

The supply of Scottish tinned fish is likely to be short. The fishing season was unsatisfactory and the high price of raw fish has prohibited the packers putting up quantities. Some of them will hardly be able to fill contracts already made.

MANITOBA MARKETS.

Winnipeg, Sept. 12.—Business conditions in Western Canada continue most satisfactory. There is a steady active movement in fall goods, sorting orders coming in satisfactory volume. The greater part of wheat crop is cut notwithstanding unsettled weather and what new grain has come in has graded high. Threshing should commence in most districts next week with a continuance of present fine weather.

In the grocery business wholesalers report the volume of August business as having been most satisfactory, greatly exceeding that of the same month last year.

There are no changes of importance to note in prices of staple lines. Oriental rices are a little dearer and brick cod fish is up ½ cent per lb. Both Rangoon and Patna rice have advanced.

Many new retail businesses have opened up in the rapidly growing suburbs of the city and the volume of cash trade is still maintaining the season's high average. Country collections are only fair, but will no doubt improve when the grain begins to move.

SUGAR.—Eastern advices report sugar market as firm, but as yet there is no change in local market. Demand has been unprecedented and an advance would not be a surprise.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUP.—Since last report, syrups have been steady and in fair demand. No immediate changes are expected.

Syrups—		
24 2-lb. tins, per case	....	2 48
12 5-lb. tins, per case	....	2 88
6 10-lb. tins, per case	....	2 76
3 20-lb. tins, per case	....	2 77
Half-barrels, per cwt.	....	4 22
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case		6 20
½ gals., 1 doz. case		5 85
Gals., ½ doz. case		5 40

DRIED FRUITS.—Situation in Pacific Coast dried fruit lines may be summarized as follows: In future sellers are refusing to accept bids on a 3⅞c four-size bag basis on all October shipments. Wires refusing bids quoted a 4c four-size basis on 40s to 90s inclusive. There is a good deal of irregularity in the offerings. Prices are made on different assortments of sizes with no two offering the same percentages. In most cases the assortments offered are equal quantities of 40s to 70s or 40s to 90s inclusive, but in all cases there is a premium of ¼c to ½c on the large sizes.

The tone is easy in peaches. This applies to both spot and futures. The market on apricot futures is steady, while 5½ cents is offered for seeded raisins for October delivery. Sales at present for spot cash are at 6¼ to 6½.

Prunes—		Per lb.
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07⅜
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08¾
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 06
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

BEANS.—Nothing new to note since last report. A heavy potato crop in the West will reduce demand for beans this winter.

Beans—		
Hand picked, bushel	....	3 30
3 lb. picked, bushel	....	3 20
Split peas, sack 98 lbs.	....	4 00

TEAS AND COFFEES.—New teas are coming in at Pacific Coast ports in large volume, but there is nothing in the way of price changes to record for present.

Coffee—		Per lb.
Green Rio	....	0 18
Roasted	....	0 22
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, per lb.	0 15	0 40
Ceylons	0 25	0 40
Japans	0 20	0 50

NUTS.—Trade normal and quite up to the average at this time of the year.

Nuts—		Per lb.
Brazil, per lb.	0 18	0 19
Tarragona Almonds	....	0 16¼
Peanuts, roasted Jumbos	....	0 12¾
Peanuts, choice	....	0 11
Pecans	....	0 18
Marbot Walnuts	....	0 13½
Grenoble Walnuts	....	0 16
Sicily Filberts	....	0 11½
Shelled Almonds	0 33	0 34
Shelled Walnuts	....	0 31

NEW BRUNSWICK MARKETS.

St. John, Sept. 10.—Market dealings during week have been quiet. The exhibition held this week was a splendid success and greatly enlivened trade in general. There were thousands of visitors to the city and the dealer reaped the benefits. Fine weather added to this, made business still more satisfactory. So far as quotings are concerned there was nothing of particular interest in the way of changes.

In country market dairy produce came in a little more plentifully and demand was brisk. Butter still remains high and dealers are not looking for marked change downwards. It is expected that the price during the coming winter will be decidedly in advance of any paid for years. Eggs remain about the same, a little firmer possibly, and cheese is also firmer.

Bacon	$	$0 15
Beans, hand picked, bushel	3 20	3 30
Beans, yellow eye, bushel	3 00	3 05
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 02½
Corn, doz.	1 00	1 05
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 27	0 28
Eggs, case	0 25	0 26
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 14¾	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35½	0 36
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	25 50	26 00
Pork, American clear	25 25	27 25
Potatoes, barrel, new	1 40	1 60
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

Following items are from The Canadian Grocer of September 16, 1892:—

"The grocers who were losers in last week's fire in Montreal were: Louis Simard, R. Bertrand, August Morin, Francois Lemaire and Wm. Cantin."

* * *

"The fruit preserving factory at Chiliwack, B.C., declines to purchase any more plums for canning, the reason being that owing to the extraordinary abundance of the crop, plums have been offered in greater quantities than the works could handle without neglecting other varieties of fruit."

Editor's Note.—The twenty years have brought forward many changes and history is not likely to repeat itself in this regard, with such an increasing population.

* * *

"The Trades and Labor Council meeting at Montreal, approved of the bill for the early closing of stores and other business places, presented at the last session of the Quebec Legislature."

Editor's Note.—Early closing is still an important question among the trade, but wonderful strides have been since the above was penned. Twenty years hence early closing will be universal in Canada.

"The Western Ontario Commercial Travelers' Association at a meeting held at their rooms in London, Ont., on Saturday evening, decided to ask the Toronto Association to join them in having a Provincial sanitary inspector appointed for hotels. . . . Some of those present at the meeting were W. J. Reid, S. N. Sterling, J. M. Dillon, J. Marr, S. Screaton, C. E. Perry, Wm. Gray and W. S. Case."

WANT TO ABOLISH GROCERS' LICENSE.

Montreal, Sept. 12.—The license committee recently appointed by the Gouin government to enquire into the liquor traffic in Quebec held its first session this week. A deputation of temperance workers demanded the total abolition of the saloon bar and the grocers' licenses.

Another Drop in Rolled Oats Probable

Bearish Opinions Expressed on Market—Good Crops Have Depressing Tendency—Better Quality Wheat Than Last Year Expected—U.S. Government Report Is Quite Bearish.

From present indications, it would seem well for retailers to watch the rolled oats market and conditions affecting it quite closely. It will be remembered that prices were reduced 25 cents per barrel two weeks ago. Crop prospects still continue favorable and are exerting a bearish influence on the market. If nothing crops up to mar progress of western oat yield, opinion is expressed that we will have lower prices on rolled oats before long. The Northwest Grain Dealers' Association estimates the oat yield at 220,290,000 bushels, and while this is considered rather high by some dealers, there is no denying the fact that it looks like a big yield.

For the same reason there is a bearish tendency in flour, and if nothing happens to change the complexion of affairs, it is felt that lower prices on wheat and wheat products will probably be seen. The wheat estimate of 179,828,000 bushels is little better than last year, although quality is to date much better. That the major portion will be so is however not to be banked on until the harvest has progressed farther. However, conditions at present time are excellent and grain men and millers generally are in a state of feverish expectation.

September crop report of U. S. Department of Agriculture is bearish. It is estimated that final total production will be about 300,000,000 bushels, compared with 191,000,000 bushels harvested last year, and 201,000,000 harvested in 1910. Oats are estimated at 1,290,000,000 as compared with 922,000,000 bushels harvested last year and 1,186,000,000 in 1910.

A feature of markets at present time is continued active demand for both bran and shorts even in the face of excellent pastures. Many mills are behind in orders for these lines and at moment there is an undertone of firmness.

MONTREAL.

FLOUR.—There has been a slight improvement in demand from across the water and some pretty good business has been transacted. Demand locally is good and a fair volume of business is passing at steady prices.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.—Rolled oats market is steady at present, with an inclination to easiness. With good weather during next fortnight prices should weaken considerably and we are inclined to look for a decline very shortly. Dealers should therefore follow western crop reports and weather statistics.

Fine oatmeal, single bag lots		2 64
Standard oatmeal, single bag lots		2 64
Granulated oatmeal, single bag lots.....		2 64
Bolted Cornmeal, 100 bags		2 25
Rolled oats, jute bags, 90-lb. single bag lots		2 27½
Rolled oats, cotton bags, 90-lb., single bag lots		2 32½
Rolled oats, barrels		5 25
Rolled wheat, bbl.		2 75
Hominy, 98 lb. sack		2 30

TORONTO.

FLOUR.—There is no particular activity to demand for flour at present time, trade being principally for immediate needs. Interest in Western crop prospects continues quite keen and with general bright conditions reported, dealers see nothing to be gained by taking hold just now.

There is no special change in winter wheat flour, wheat still coming forward tardily. There is no denying that yield of winter wheat was poor and farmers apparently believe prices will be maintained. It is, however, probable that deliveries are held back because farmers are busy. Export demand as has been the case for some time continues quiet.

Manitoba Wheat.

1st patent, in car lots, per bbl.		5 00
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00

Winter Wheat.

Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Lower prices on rolled oats of a few weeks ago have not stimulated demand to any great extent. Feeling that still lower prices may be seen is probably the cause of quietness, although general business may detract attention from this line. At any rate approach of new crop is apparently causing an undertone of uneasiness, and many jobbers are of the opinion that lower prices will prevail in near future.

Rolled oats, small lots, 90 lb. sacks		2 37½
Rolled oats, 25 bags to car lots		2 27½
Standard and granulated oatmeal, 98-lb. sk.		2 64
Rolled wheat, small lots, 100-lb. bbls....		3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—Demand for barn and shorts still continues brisk and a firm undertone characterizes market. So urgent is the demand for these lines that one big mill is several weeks behind in its orders. Some others are sold ahead for some little time while there are reports of one mill trying to buy from another in order to fill orders. Not withstanding excellent grazing season, demand keeps up.

Bran, ton, car lots		$22 00
Shorts, ton, car lots		26 00

WINNIPEG.

FLOUR AND CEREALS.—There is no change expected in flour until the new crop affects the market when a decline is not improbable. Rolled oats and oatmeal are in moderate demand.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 60
40 lb. sack		1 15
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

Time to Push Fruits for Preserving

Preserving Peaches and Plums at the Flood—Pears and Grapes Moving Into the Limelight—U.S. Fresh Fruits Continue In Good Demand—Lemons Continue Steady — Demand for Pickling Supplies.

Now is undoubtedly the right time to push most late fall fruits for preserving purposes. At least this is true in many sections of the Dominion. The preserving peach is now about at the flood with freestones moving forward in goodly quantities. Plums have also reached the critical stages, while pears are on the way, although for some varieties of the latter there is probably some time yet to spare. Grapes are now at a more reasonable level and are fast becoming an important feature.

Notwithstanding that Canadian fruit is plentiful, fresh fruits from United States points keep in quite keen demand. California is sending plums to some sections of Canada. Bartlett pears are arriving from Oregon, fancy Elberta peaches from Colorado and Malaga grapes from California. These all belong to the fancy varieties.

Lemons still maintain their position of steadiness. Warmer weather has caused a revival in demand and this has caused an even stronger tone at certain centres. Oranges, too, hold quite a steady position for good quality stock. Late Valencia is the only variety coming along now.

Now is the time that retailers should begin to push picking supplies. This trade is worth going after. The housewife will be demanding such lines as tomatoes, cucumbers, pickling onions, gherkins, peppers, etc.

MONTREAL.

GREEN FRUITS.—There is no change in price as far as green fruit lines are concerned, nor has the demand been any too strong, though generally good business has been done. Bananas, as is customary, are moving out freely, the quality of recent arrivals being good. Lemons are easing off some, due to the early arrival of cooler weather. Basket fruit is in good demand at reasonable prices.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	....	4 50
Late Valencias	....	4 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	....	2 75
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	....	1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES.—Considerable activity marked this market last week, and all dealers have reported a pretty encouraging business. Potatoes seem likely to get a little cheaper, though of course sweet potatoes are very scarce. Radishes are not over plentiful and a slight advance has taken place, while carrots are coming forward better, the size of bunches varying considerably. Cabbage is now sold by the basket.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen	....	1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Lettuce, Boston, doz.	....	0 25
Radishes, dozen	....	0 22
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—The juice stained and soaked floors at several sections of the fruit market on Monday was plain evidence of a glutted fruit market at the end of last week. "The warmer weather brought fruit on in a hurry," said one dealer this week, "and shippers thought that because exhibition was on, we could sell any quantity. The truth is that people couldn't be induced to purchase fruit for preserving during exhibition, but I expect them to start in now."

Plums and peaches were the lines that came in too freely, peaches of a non-desirable quality selling as low as 20 cents. One man sold 50 baskets of plums of off-quality at 5 cents per basket.

Preserving is now expected to commence in earnest. Late Crawford peaches are arriving, while Elbertas of excellent quality are starting. There is a wide range in prices on pears and plums. Grapes are down to 17½ to 20 cents, fancy varieties bringing 25 cents. Notwithstanding that local fruit is plentiful, fancy quality from across the line continues in demand.

A firmer feeling as intimated as probable prevails in lemons, and for 300's from $5.50 to $6 is asked. Oranges are also steady for good quality stock.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	....	1 50
Lemons, Verdelli	....	5 50
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 07	0 08
Oranges—		
Late Valencias, case	4 00	4 25
Watermelons, each	0 30	0 50
Imported Fruits—		
Musk melons, basket	0 25	0 35
Peaches, box	....	1 25
Pears, Bartlett, full box	....	3 00
Grapes, Malaga, per box	....	2 00
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 80	1 00
Peaches, ordinary, 11 qt.	0 40	0 60
Pears, Clapp's Favorite, 11 qt.	0 30	0 50
Pears, Bartletts, 11 qt.	0 50	0 65
Plums, 11 qt.	0 35	0 60
Grapes, blues	0 17½	0 20
Grapes, More's Early	0 23	0 25

VEGETABLES.—Potatoes have still a tendency to easiness, Ontario stock selling around $1.15. Some fine New Brunswick Delawares are being sold at $1.25. Prospects seem excellent for a generally good yield of potatoes this year and if nothing crops up to mar situation, it is likely that prices will be on a much more reasonable level than last year.

Pickling supplies are now in good demand, cucumbers, pickling onions, tomatoes, green peppers, etc., moving out. Tomatoes were a drug on the market on Saturday last when a flood of supplies sent prices down as low as 13 cents. Prevailing price is 17½ to 20 cents per basket. Sweet potatoes are quoted at $1.90 per large hamper.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	....	0 15

Cabbage, new, per crate	0 50	1 25
Celery, per doz.	....	0 40
Corn, doz.	0 12	0 15
Cucumbers, Can., basket	0 20	0 25
Marrow, bushel basket	....	0 25
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	....	1 15
Potatoes, N.B. Delawares, bag	....	1 25
Peppers, green, basket	0 35	0 50
Tomatoes, per basket	0 17½	0 20

Bumper Potato Crop in New Brunswick

Yield This Year Expected to be Record Breaker—Acreage Was Large and Yield Will be Heavy Except in Few Districts Affected by Wet Weather—Prices Beginning to Ease—May Not Need Any Foreign Stock This Year.

St. John, N.B., Sept. 12.—(Special.)—It is now practically assured that the potato crop of 1912 in New Brunswick will be in every way a record breaker. Large quantities of the early arrivals are now in the market and being rapidly bought up. At present the selling price is about $1.50 but it must drop in a few days to at least $1.25 if not cheaper because in central districts, Hartland for instance, potatoes are bringing only $1 per barrel, so abundant is the supply. There is now no reason to believe that stocks will this year advance to the remarkable prices attained last year because the yield in general is above the average and buyers will be more careful in the storing of their supplies.

The opening of wider markets in Upper Canada and Cuba, the fact that potatoes could be sold for as high as $3.50 a barrel and the enormous demand created through shortages elsewhere, last year, were all weighty factors with provincial farmers in sowing their crops this spring and seeding was carried on on a scale almost double that of last year, which was particularly great and much above the general standard. The yield per acre was expected to be nearly twice as much as was the case in previous years. And from present indications there appears to be every reason to believe that the optimistic hopes of the farmers will be for the major part, verified.

Rainfall Did Some Damage.

Of course in some sections of the province there has been a falling off. For several weeks there was continual rainfall and in some places a wet rot set in and growth was impeded, in fact many barrels were lost. This refers mostly to the territory embraced in farmlands between St. John and Westmorland counties where heavy rains interfered with what would otherwise have been an exceptionally heavy harvest. The coming of a finer stretch of weather just saved the potato crops from utter destruction. But throughout the upper St. John River valley, through York, Carleton and Victoria counties, particularly, the harvest has been most encouraging; the return per acre has been surprising, and with few spoilations in the yield, there should be an abundance of all kinds of potatoes on the market both for local and foreign consumption this year.

In the Aroonstook districts potatoes can now be bought for $1 a barrel. Excepting on the lowlands there was little rot and the farmers are now hustling their stocks to market and seem ready and quite willing to dispose of them at this price. Buyers from St. John, and other centres are already busy canvassing for first place in purchases, and many large orders have been given. The fact that in the up-river sections this low price is ruling will soon force local quotations to nearly the same figure and at that price the storing away will begin.

Where West Bought From Last Year.

Last year the North Shore of the province proved the Mecca of interest to Upper Canadian buyers and car after car was sent forward to Montreal and other places. Long after it had become necessary to make importations of potatoes from the Old Country the farmers throughout the North Shore districts continued to market their products and receive prices far in advance of what their confreres in other parts of the province had procured. They had stored their stocks away securely awaiting the certain coming of higher prices and when the time arrived they sold at tremendous profits.

A prominent local wholesaler who has been most active in potato dealings for years past, said to-day that he did not expect to see any foreign pommes de terre on the Canadian market this year, unless there was a great shortage in some other part of the Dominion or in Maine. The fact that the crop in the lower sections of New Brunswick had fallen below expectations through rot, would not matter so much in the general marketing for the abundance of the harvest in other parts of the province would easily make amends. The North Shore yield is estimated as being splendid, though the harvesting will not begin for a fortnight or more.

FACTS ABOUT MACKEREL.

THE MACKEREL.—The mackerel differs widely from the haddock as far as the features which naturalists take into account are concerned, but it is economically as important. The average size of the fish is from 14 to 16 inches long, weight for this size being about 2½ pounds. In May and June the fish move towards the shore to spawn. They come near the Nova Scotian coast, and then move into the Gulf of St. Lawrence from a south easterly direction. Up to the middle of July it is difficult to get them to take bait, the truth of the matter being that they lose all desire for bait during period of spawn. It has been proven that in practically every instance the fish coming into Pleasant Bay, early in July and going up the north shore (Quebec) as far as Point de Monts, about the end of July, are spawning or partly spawned. June and July cover the period, though the fish remain and feed in the Gulf and along the Canadian shores until the end of October. The spawning fish when caught and marketed are none too toothsome but the fall mackerel, after recovery feeds up, and becomes fat and firm and therefore is superior in every respect.

The mackerel cannot be called a truly migratory fish, nor are there such differences noted in the various schools along our coasts as can be traced in those noticed in European seas. The mackerel largely confines its movements to coming into shallow waters from deeper water and vice versa.

A few words about the eggs may be of interest in passing. They average about 40,000 to each female fish, but 200,000 have been taken from one fish, while the largest mackerel according to one eminent authority would produce 1,000,000. The egg itself is a small transparent sphere over 1-25th of an inch in diameter. In about six days the young fish hatches out and at first a few specks of yellowish color are seen near the eyes. The yellow specks later appear mingled with black spots over the head and body and form an irregular line along the back, these spots being a blue black. After the eleventh day the young schools come inshore and vast numbers may be seen off Prince Edward Island and the Bonaventure coast during August and September. In November when 6 or 7 inches long they move into deeper water and are not seen again until they reappear as "tinker" mackerel 8 or 9 inches long, abounding in harbors and bays. In short, a one year mackerel is as long as the finger.

Interest Developing in Smoked Fish

Season Getting Under Way—Wholesalers Carrying Larger Supplies—Retailers Making Inquiries—Halibut Continues Scarce—Some Montreal Houses Shipping Frozen Stock—White Fish Scarce.

Greater interest is developing in smoked fish and the season is getting under way. Wholesalers are beginning to carry larger supplies and varieties and inquiries are coming in from retail dealers. As pointed out last week rainy weather interfered with curing of fish on east coast for a time and it is felt that this may have some slight effect on prices later on.

One of the features in fresh fish is the shortage of halibut. Situation on the Pacific Coast is quite acute with supplies shorter than for many years. The catch is also poor on the east coast. Montreal has small supplies and some wholesalers are shipping out frozen stock instead.

QUEBEC.

MONTREAL.—Haddock and cod are in good supply and prices remain the same, but swordfish is scarce and prices advanced. Lake fish are now arriving more freely. Brook trout is also in good supply. Mackerel prices are firm owing to poor supply, while halibut is also none too plentiful, a number of wholesalers shipping out frozen stock instead. The smoked fish season is open and inquiries are coming to hand.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 11

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—The getting under way of the fish and oyster season has received a temporary check by reason of the warmer weather of the past week, but this is not expected to continue for long and with advent of cooler weather, trade is expected to become more interesting.

Warm weather is preventing oyster trade from making any rapid headway but trade is described as fair for September. More interest is being shown in smoked varieties, haddie, fillets, kippers and bloaters being offered. Trout is more plentiful of late but white fish is still scarce. Halibut still continues in quite short supply.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring	....	0 08

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Mackerel, each	....	0 22

NEW BRUNSWICK.

ST. JOHN.—Because of the fact that most of the fishermen from bay ports have been busy during past week in catching pollock for the West Indies market, there has been but a small supply of fresh fish on the local market, but the demand has been brisk.

Clams and oysters are coming in better, and season promises well. Season really opened for them this week. The establishment of a commision to investigate the shell-fish industry in Maritime Provinces may prove of vast benefit to the producing of better results in so far as the fishing and cultivation of growth is concerned. The commission is now at work.

MANITOBA.

Winnipeg.—Oysters came in with September and are quoted by local jobbers at $3 per gallon. Halibut has advanced ½ cent per lb. dearer. Demand for all lines is steady and supplies sufficient.

Fish—	
Oysters, per gal.	3 00
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10½
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

NO DELIVERY.

A customer who purchased a cake of soap at a grocery store, when asked by the salesman if he would have the scented or unscented kind, said he would take it with him.

Produce & Provisions

Warm Weather Helps Provision Trade

Revival in Demand for Smoked and Cooked Meats—Pork Products Have Been Gradually Attaining High Level—Firm Front to Lard—Butter Holds Steady in Face of Good Pastures—Eggs Vary at Different Centres.

The warmer weather which has been experienced in most sections of the Dominion of late has revived the trade in provisions to some extent. At least this is the case in certain lines particularly smoked and cooked meats.

Summer is acknowledged as the big season for both these lines but this year has not been particularly favorable on account of rather cool weather which ruled for a greater portion of it. However, a normal trade was transacted, for as one dealer points out these lines are becoming staples and not merely summer foods. At one time cooked ham sold only during the warm weather. Now, it is established into an all-the-year-round seller.

A feature which is becoming quite noticeable is the high level which pork products are gradually attaining. The upward movement has not been particularly rapid but it has been steady following in the wake of live hog values, so that comparatively high prices have been reached on some lines. Lard even at the moment holds a firm position, with advances being made at several centres.

The butter market continues rather puzzling for with the copious rains and excellent pastures one would naturally expect a tendency to easiness. Such does not prove to be the case. In fact there is quite a firm tone at some centres. Production of butter continues to fall below what one would naturally expect, while Western Canada's demands prevent any accumulation on Eastern markets. From some districts have come complaints of quality of butter attributed to the excessive moisture of the grass at present time.

Eggs vary at different centres. For instance Toronto would look for tinge of easiness while Firmness is reported from Montreal. There is at least a particularly good consumptive demand.

MONTREAL.

PROVISIONS. — General steadiness prevails in this market, there being no particular change in price, but undoubtedly a better demand, no doubt the result of the warmer weather. There is an average business passing for all lines of smoked meats, while lard is also in demand and an advance in the near future may be scored.

Long clear bacon, heavy, lb.	0 13½	
Long clear bacon, light, lb.	0 14½	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14½	
Large sizes, 20 to 28 lbs., per lb.	0 16	
Medium sizes, 15 to 19 lbs., per lb.	0 16½	
Extra small sizes, 10 to 14 lbs., per lb.	0 16½	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½	
Bone out, rolled, small 9 to 12 lbs., per lb.	0 18½	
Breakfast bacon, English, boneless, per lb.	0 18	
Windsor bacon, skinned, backs, per lb.	0 14½	
Spiced roll bacon, boneless, short, per lb.	0 14½	
Boiled ham, small, skinned, boneless	0 26	
Hogs, live, per cwt.	8 50	
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 10⅝	
Cases, tins, each 10 lb., per lb.	0 14½	
Cases, tins, each 5 lbs., per lb.	0 14⅝	
Cases, tins, each 3 lbs., per lb.	0 14¾	
Pails, wood, 20 lbs. net, per lb.	0 14½	
Pails, tin, 20 lbs. gross, per lb.	0 10	
Tubs, 50 lbs. net, per lb.	0 14¼	
Tierces, 375 lbs., per lb.	0 14	
One pound bricks	0 13½	
Compound Lard—		
Boxes, 50 lbs., per lb.	0 14¼	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Pails, wood, 20 lbs. net, per lb.	0 10¼	
Pails, tin, 20 lbs. gross, per lb.	0 14⅝	
Tubs, 50 lbs. net, per lb.	0 10¼	
Tierces, 375 lbs., per lb.	0 10¼	
One pound bricks	0 11	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00	
Bean pork	19 00	
Canada short cut back pork, bbl., 45-55 pieces	27 00	
Heavy short cut clear pork, bbl.	23 00	
Clear fat backs	25 50	
Heavy flank pork, bbl.	26 50	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14	

BUTTER. — There is no change in prices locally but an advance is not far off, as supplies are pretty short and there is little hope of any improvement. The English market pretty well controls the situation as it is hardly likely that imports will be large as the tendency over there is also for higher prices. Again, while the bulk of the Danish production usually was forwarded to Great Britain, still Germany is now competing for this supply as she seems to be unable to produce enough to fill the growth in demand.

Prices in the country centres have stiffened up, as high as 27½ cents, having been reached. The next few weeks should show an interesting situation.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.		0 25

EGGS.—Prices have advanced a cent all round this week and it looks as if a few more points will be scored if supplies are not more plentiful. Shipments coming forward this week were over 1,000 cases smaller than last, though the total shows a slight advance over those received during corresponding period of last year. The market is firm in every respect, under a good demand.

New laid eggs, per doz.		0 34
Selects		0 31
No. 1's		0 28

POULTRY.—There is no change in price, nor can we report an encouraging demand, things being particularly slow. Supplies are not good either, and it is quite certain that under conditions prevailing this week, if a firm demand sets in, quotations would ascend a few points. However, a heavy business is expected in the course of a few weeks.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

TORONTO.

PROVISIONS.—The warmer weather experienced of late has added more life to trade in smoked and cooked hams. This has not been an over brisk summer in these lines but on the whole a normal busines has been done.

As noted last week, there is a firmer feeling in certain lines. Rolled bacon for instance is up to 13¾ to 14 cents while long clear as intimated last week is selling higher, 14¼ to 14½ cents being asked. In addition to this a strong undertone still marks the last market

and some firms would quote even as high as 14 cents in tierces. Gradually but steadily pork products have been mounting to a high level following the trend of hogs which are worth quite a stiff figure.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20½	0 21½
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 13¾	0 14
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 14¼	0 14½
Lard, tierces, per lb.	0 13¾	0 14
Lard, tubs, per lb.	0 14	0 14¼
Lard, pails, per lb.	0 14¼	0 14½
Lard, compounds, per lb., tierces	....	0 10
Live hogs, local	....	8 55
Live hogs, at country points	....	8 25
Dressed hogs	11 75	12 25

BUTTER.—In spite of the excellent pastures, there is no change in butter prices. "Nor can it be sold any cheaper," said one man this week, "because no concessions can be secured from sellers in the country." There appears to be considerable stock coming along but it is apparently being well cared for. There has been a good deal stored this year.

"It is difficult to say for sure," said one dealer this week, "but it seems to me that they may be overdoing the storing of butter. There is a lot in storage and there may be some sleepless nights ahead for some dealers."

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 24
Dairy solids	0 22	0 23

EGGS.—With exhibition over and a somewhat lessened demand combined with warmer weather which may work for larger production, there seems to be a slightly easier undertone to eggs. There is the fact, however, that warmer weather will probably bring a larger shrinkage in receipts.

"Prices should be a shade easier," said one egg man this week. "Our price in the country is 24 cents and that is the limit we are paying. Buyers for a time have been slightly overstepping that mark."

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25.

CHEESE.—While there is no change, steadiness prevails in cheese market in sympathy with tendency in country.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15	0 15¼
Stilton	0 16	0 17

POULTRY.—Poultry has been in quite good demand with a considerable volume offering. There is a little easier feeling which will probably continue until weather becomes cool enough to make storage possible. There are several Jewish holidays during September that will cause a brisker demand for poultry.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 12	0 13
Spring ducks	0 10	0 11
Old fowl	0 09	0 10
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 18	0 21
Spring ducks, dressd. lb.	0 14	0 [illegible]
Fowl, dressed	0 12	0 13

HONEY.—There is a seasonable trade being done in honey but there is nothing but steadiness in view.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Displays Provisions at Front of Store

Has Slicing Counter Farther Back—John Laird, Galt, Ont., Divides Department Up so That Provisions May be Shown in Prominent Position Without Taking Up Too Much Valuable Space—Importance of Clearing Out the Ends.

There is no getting away from the fact that the front is the most desirable part of the store to show goods if you want to sell them. It is forever the cry of manufacturers to the retail dealer, "Why don't you put my goods out where the people will see them. Then you will sell them."

The biscuit man wants every dealer to show his goods at the front and so does the provision man and the baking powder man and so on, down the line. Every retailer is being constantly urged to place some particular line to the fore. He is in somewhat of a quandary as to which lines are best to place in a position of prominence.

Provisions Need Display.

Now, perhaps if there is any line which needs to be shown in the store, it is provisions. For this reason, it is well to have provisions to the front, but against this, it is argued that a provision department takes up a good deal of space and this many a grocer can ill afford at so important a part of his store.

John Laird, of Galt, Ont., has attempted to solve this problem by dividing up the department, having his display part at the front and his slicing counter farther back. Thus, the object arrived at—that of bringing provisions prominently before customers—is accomplished with the taking up of the minimum amount of valuable space at the front.

Display Right at Front.

The display portion of the provision department is just at the right hand as customers enter. Here for a space of about six feet a couple of rows of shelving have been removed, and in the recess so formed, provisions are shown. Meat hooks to hold hams, breakfast bacon and other lines are placed at the top. Various kinds of meat are shown on white platters below. During the summer a screen covers the front, thus preventing the entrance of the fly. Farther back in a less important part of the store is the slicing counter, where a meat slicer is used. It requires a few more steps to take the meat to the slicing counter and to return it, but this is made up for by the extra display space secured at the front.

"One of the difficult problems in the provision department," says Mr. Laird, "is to tell if any money is being made. This is an easy matter in a store properly departmentalized, but this is hardly possible in a small store. You can tell exactly how much you make or do not make when a whole ham or side is sold, as we always weigh our meats as they come in. When they are sliced, however, it is not always possible to tell how much you have made.

Clears Out Ends.

"One of the important parts in handling meats," he continued, "is to clear up the ends. Every end which is left unsold means a deduction in profit. I don't try to slice them right up to the end, as there is bound to be a certain unsaleable amount left. Instead, I try to work off the ends in a piece, and I think it is better to clear them out, say at 20 cents than slice at 25 cents, for as I said, there is bound to be a piece left."

Butter forms quite an important part of the produce and provision section of this store. An interesting feature is the change in late years. When Mr. Laird first started in business, there was lots of butter available from the surrounding country. This is not so now, as about 300 pounds of butter has to be purchased weekly from outside sources.

Demand Quality.

"People of to-day," states Mr. Laird, "demand the best quality butter, even if the price is high. There is no sale for poor butter. If you tell a customer you have some butter of not quite so high quality at a lower price, she will refuse it. This seems the case even with poor customers. They all want the best regardless of price."

—⚙—

There is an improved style this year in the natural Japan tea leaf, reports indicating that second and third crop teas are good from a cup quality standpoint.

The only two pound tin of Cooking and Salad Oil put up in Canada is

GUNN'S QUALITY BRAND

Nothing better for household use.

GUNNS LIMITED,

PACKERS AND REFINERS

West Toronto, Ont. **Montreal, Que.** **St. John, N.B.**

FEARMAN'S

"STAR BRAND"

English Breakfast

BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz .. 0 90
Perfection, 5-lb. ins, per lb. 0 35
Soluble, bulk, No. 1, lb. .. 0 20
Soluble, bulk, No. 2, lb. .. 0 18
London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

Per lb.	
1-lb. pkgs. White Moss	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

ANNOUNCEMENT

We have purchased from Foley Bros. & Larson the well-known trade mark "FORT GARRY," under which label we are packing a full line of

Tea, Coffee, Cocoa, Canned Goods, Extracts, Spices and Baking Powder.

This brand of goods has always been noted for its quality, and at all cost we will keep up the quality of FORT GARRY BRAND GOODS, and our guarantee will cover every package.

SPECIAL

In addition to purchasing this well known registered name of FORT GARRY, it was necessary for us to take over all the goods which Foley Bros. & Larson had on hand, and as these were packed by Foley Bros. & Larson, and have their name on the label, we are willing to sacrifice them at what they cost, as follows:

3 # enamelled tins, marked $1.00, @	69c
1 # packages, marked 35c, @	26c
½ # packages, marked 20c, @	17c
1 # packages Finest Japan	27c
½ # packages Finest Japan	28c

We have the following bulks in stock:

# 4 of fine appearing Tiffy, long leaf, bulk, @	25c
# 6 of fine appearing Tiffy, long leaf, bulk, @	28c
# 1 Japan, @	28c
# 2 Japan, @	21c
# 1 Japan Siftings, @	10c
# 2 Japan Siftings, @	9c

We are prepared to give special terms for large orders on the above and will furnish samples upon request.

We are carrying large stocks of high-class groceries and are anxious to quote you prices at all times.

Our prices for NEW CROP RAISINS, CURRANTS and NUTS are out, and as we have purchased only the very best quality at the lowest market prices, we are in a position to give you the benefit. Write for our prices before placing your order.

RICHARDS & BROWN

WHOLESALE GROCERS AND COMMISSION MERCHANTS

WINNIPEG, - - - - - CANADA

Reindeer Brand, in glass jars (2 doz. in case) 6 40

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 90
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 85
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 60
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	3 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
¼-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	28 00

LUDELLA

On account of the high price of teas during the past few months, we have been compelled to keep withdrawn from the market our Blue Label twenty-five cent retailer. Of course, had we been indifferent about the quality of tea which we put into it, we could easily have continued it and still made a profit, but we desired to retain the high reputation which this priced package has attained, and retired it.

The tea market has now eased off sufficiently to enable us to again pack this line with the old standard of quality, and we now have pleasure in announcing that Ludella Blue Label, to retail at twenty-five cents the full pound in lead package, is here for you at a cost of twenty cents net, and we solicit your orders.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
36 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 00
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	
BRANTFORD STARCH	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs. at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$ 85
3's, 2 doz case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	50
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12 oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen ..... List Price.	$0 90
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

COME—LOOK AND LEARN

How to increase your profits with a **ROYAL System**

Our display will be found in the north wing near the north door of the Industrial Building at the

Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee

One of 72 styles

Royal Coffee Roasters enable the progressive **merchant** to roast his **own** "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

Write for free catalogue to-day

The A. J. DEER CO., Inc.

154 West St., - Hornell, N.Y., U.S.A.

Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER

Capacity from 10 to 150 lbs. according to size.

ROYAL ELECTRIC MEAT CHOPPER
Cuts the meat twice in one operation

HOUSEWIVES' FAVORITE

WHITE DOVE
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

BANANAS
Tomatoes
Celery
AND
all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

"St. Nicholas,"
"Home Guard,"
"Puck,"
"Kicking"

The Brands of Lemons that give you and your customers satisfaction.

J. J. McCABE
Agent
Toronto, Ont.

Thorne's
HEALTH COCOA

Manufactured from a blend of the finest Cocoa Beans procurable — Pure, soluble cocoa with all the superfluous oil extracted, making it extremely palatable and easy to digest.

Thorne's cocoa is stronger than most makes and more economical—¼-lb tin will make 32 cups.

The price of Thorne's Health Cocoa is competitive and it allows of a good profit being made by *you*. We also manufacture cheaper qualities, guaranteed pure, to suit your trade.

Send for sample and prices to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

Parke's Catsup Flavor and Preserver

Sells rapidly and is a sure repeater

(1) It saves a lot of time and waste to a dealer making up recipes with 2 cents of this spice and 2 cents worth of another.

(2) A 25 cent bottle flavors and preserves catsup made from a bushel of tomatoes.

Sold at $2.00 per doz., less regular cash discount, by most wholesale grocers and druggists. If not procurable from them we will send it to you at regular prices, and allow express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, - - - ONTARIO

All Good Things are Imitated.

MAPLEINE
(The flavor de Luxe)
Is not the exception.
Try the imitation yourself and note the difference.
Order from your jobber, or
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Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

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J. T. McBride,
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The Turnbull Co.,
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The Standard Brokerage Co.
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Finest Bright

Sweet Potatoes

Packed in New Jersey, under the **"WHITCO BRAND,"** in hampers about 50 lbs. net. The only kind and style of package that give satisfaction.

CAPE COD CRANBERRIES

First of new crop. Genuine Cape Cods. Fine dark color.

Don't forget us when you order oysters.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE
TORONTO and HAMILTON

For The Pickling Season

SILVER SKIN ONIONS,
CAULIFLOWER, GHERKINS,
RED PEPPERS, GREEN PEPPERS.

PEACH WEEK

The best preserving peaches will be on this week. Have your customers buy now, also

PEARS, PLUMS, TOMATOES,
GRAPES, ORANGES, LEMONS,
BANANAS.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

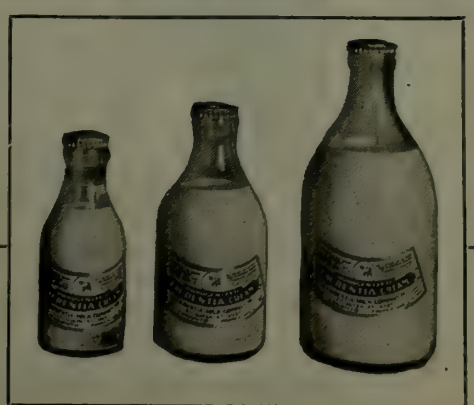
GUELPH and NORTH BAY

LAURENTIA MILK
Always pure and sweet
U should sell it
Result of scientific research
Everybody will want it
Nutritious and wholesome
Tastes like cream
It is homogenized
A boon to invalids

Milk only—no ingredients
Infantile mortality is reduced
Let us prove our claims
Keeps indefinitely.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.



Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

TRY A
Condensed Ad.
IN
This Paper

The Easy Made Dessert

Ask your wife or sister or housekeeper or cook or landlady whether she likes to make Jell-O desserts. You will find that even if a woman doesn't like to cook, she loves to make up

JELL-O

There is a fascination about it that appeals to every woman.

That is one of the chief reasons why Jell-O moves off your shelves so quickly and turns the money paid for it into profit.

Seven delightful Jell-O flavors.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Back of
the New Food—

Post Tavern Special

Are years of square dealing,

An aggressive advertising campaign,

Good profit to dealers,

Sales guaranteed.

You should keep an eye on Post Tavern Special and see it gain public favor.

Your customers will want it for

Tomorrow's Breakfast

Postum Cereal Co., Ltd., Battle Creek, Mich.
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CARTER'S

Big Wheel Lemonade Powder

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etc., etc.

H. W. Carter & Co., Ltd.
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RETAIL GROCER

Clean sweeping and durability are the qualities of a good broom. These quality points are the big features of

"The Parker Broom"

Polished yellow handles
Finest quality broom-corn
Best workmanship
Quicker sellers

and more satisfaction all around than any other broom. Fully guaranteed by

The Parker Broom Co.
692 Wellington Street, OTTAWA, ONTARIO

BISCUITS
from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of newcomers to Canada will welcome the sight of their old favorite varieties in your shop.

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Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY, EDMONTON and LETHBRIDGE
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MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..$3.50
Princess Condensed Milk, 4 doz. in case...$4.20
Banner Condensed Milk, 4 doz. in case....$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following Jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
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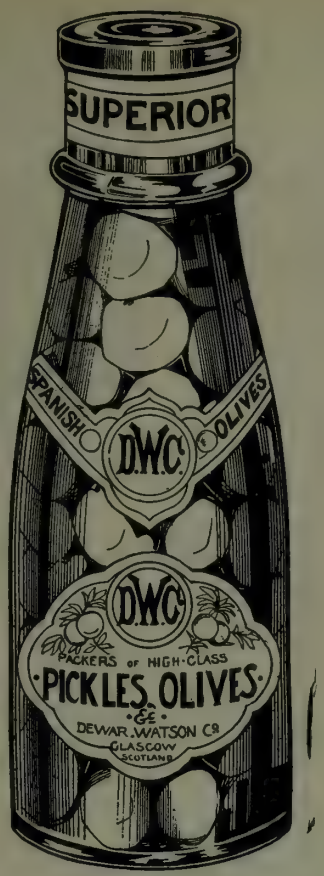
THERE ARE REASONS WHY D.W.C. OLIVES EXCEL.



Only the finest smooth skinned olives obtained from the best localities are used.

Scientific processing and packing of the olives is marked by the exceptional care, skill and cleanliness.

The brine is the best that modern science can produce.

They yield a good margin of profit.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

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If you should ask one of your brother grocers what his best selling pickle is, he would without hesitation say that

STERLING BRAND PICKLES

are the most popular line he handled. There is a big variety of the Sterling line of mixed and sweet pickles. Sterling Brand products justly deserve their reputation.

WRITE FOR PRICES.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Abern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnson & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

SALT

Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00

Losses Paid Since Organization of the Company, over - $55,000,000.00

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British America Assurance Company

A.D. 1833

FIRE & MARINE

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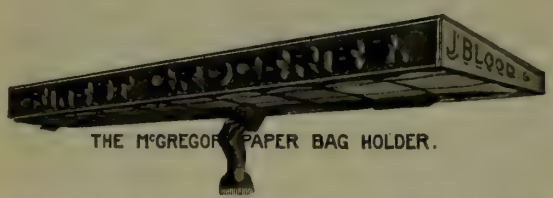
CAPITAL - - - - - - - -	$1,400,000.00
ASSETS - - - - - - - -	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00



THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
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HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

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Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 25 Canada Life Building, Montreal.

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

COPENHAGEN

Chewing Snuff

Continues in Big Demand

"COPENHAGEN" SNUFF is one of the world's best tobaccos for *both* chewing and snuffing. The steadily increasing sales of this popular brand, are due to its excellent quality. It is made of the best old, rich leaf tobacco, by a special process of which the National Snuff Co. hold the secret.

If any retail dealer has any difficulty in obtaining **"COPENHAGEN" CHEWING SNUFF** we will help him if he writes us.

NATIONAL SNUFF CO., Limited

900 St. Antoine Street

Montreal - - Canada

RAT CORN

Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.20	$14.40	One dozen in box for counter Display.
25c Can	2.00	24.00	
50c Can	4.00	48.00	Half dozen in box for Counter Display.
1.00 Can	8.00	96.00	

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.
QUEBEC WINNIPEG

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

TO BISCUIT AND CANDY MANUFACTURERS

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Cold storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

FOR SALE

ESTABLISHED GROCERY BUSINESS FOR sale in growing city. Best location in the city. Enquire on premises or write Frank Hutton, Windsor, Ontario.

SITUATION WANTED

TRAVELLING REPRESENTATIVE IN Canada of London firm, calling on the grocery trade, open for engagement beginning of 1913, Canada or Australia. Highest references. Reply Box 90, Canadian Grocer, 88 Fleet Street, London, Eng.

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and tripli cating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat. alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

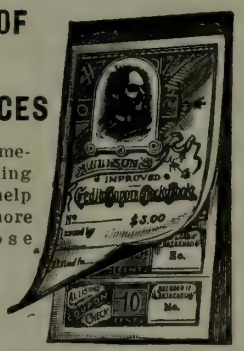
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

MAKE USE OF MODERN CONVENIENCES

Let simplified methods of handling credit accounts help you to make more money and lose less.



Allison's Coupon Books

They make credit business practically same as cash.

Here's How They Work:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

MANY THOUSANDS OF PEOPLE

saw for the first time a practical demonstration of

ERMALINE PAPER BAG COOKERY

at Toronto Exhibition. A large number of bags were sold and many samples distributed. The result will be that a very great number of people will adopt this system.

THESE PEOPLE WILL WANT TO BUY ERMALINE BAGS

HAVE YOU GOT THEM IN STOCK?

BETTER GET SOME AT ONCE.

You can build up a steady trade if you wish to.

Order to-day from your jobber or direct from

Edward Lloyd Limited

508 Eastern Townships Bank Bldg.

MONTREAL

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Elgin Brand

Meats, Lard and Pork Products

also

Creamery Butter

We are the exclusive distributors for "West Magdala Creamery Butter" and one trial will convince you it's the best on the market. We also handle Eggs which are specially selected and carefully handled for the trade.
There is no question about our line of Canadian Cheese.
We want your order.
Ask for a Post Card Order Book.

The St. Thomas Packing Co.,

LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

By Special royal permission.

Sardines

Are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON, - - ONTARIO

Why not make your full Profit?

Made in Canada

Don't run away with the idea that you can weigh cheese by guesswork. "Near enough" is not going to give you the profit that is yours.
To be fair to yourself, your customers, and invite more sales you should instal the

PERFECTION CHEESE CUTTER

It is the most practical cutter made, because of its simplicity in construction and operation.
Scale Bar—absolutely no figuring required—all you need to do is to set price per pound opposite total weight. Each raise of lever, turns five cents' worth of cheese under knife. It may also be set to compute in pounds.
No uncertainty—you give your customer exactly the amount asked for, and you get your right price for it.

THE AMERICAN COMPUTING CO., OF CANADA
HAMILTON, ONTARIO

"KING" JAM

(Compound)

The public in many parts have had an opportunity of trying our jams, and judging from the large repeat orders from the dealers, our goods have given complete satisfaction. Just what we have continually told you. King Brand Compound Jam represents the better jam at the lower price, and with all jams so high this year, you have a splendid opportunity of opening up a nice business with

KING BRAND JAMS

Packed to suit your trade. In tins, pails, cartons and glass.

WRITE

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal," "Schram," "Gem" or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.
HAMILTON - WINNIPEG

Macaroni Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

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That's Where You Are Wrong

If you sit down and wait for a demand for any particular line you will surely be disappointed. Build up the demand yourself.

Fix your

on the customer and tell her about the Medicinal value of

OLIVES

BLACK and GREEN

and she'll be a regular customer.

H. E. VIPOND
197 St. Paul St., MONTREAL
Headquarters for Italian Products

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

Put Only The Best On Your Shelves

With the L. & B. Banner Brand Jams and Jellies on your shelves you have an unequalled quality article to offer your customers. Only the best fruits and sugars are used. Packed in 2, 5 and 7 lb. gold lacquered pails, and 30 lb. wooden pails.

LINDNER & BENNER

Phone Park 2985

291 Arthur St., Toronto

WESTERN AGENTS:

LAING BROTHERS

Wholesale Grocers

WINNIPEG, - MANITOBA

With

SELECT VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In Their

ORDERS NOW

For Californias

MATHEWSON'S SONS

Montreal

4500 Cases of Vegetables

Le Soleil Brand Le Soleil Brand

Owing to failure of the world's crop of Peas, prices for this commodity have advanced considerably of late. But, having bought early in the season, **at the right price,** we can offer you the following consignment at more than reasonable prices:

2500 Cases PEAS Le Soleil Brand

Sur Extra Fine, Extra Fine, Very Fine, Medium Fine, Medium No. 1, Medium No. 2, Medium No. 3.

Le Soleil 1000 Cases Vegetables Le Soleil

Made up of the following assortments, **Asparagus,** Haricots, Macedoines, Epinards, Artichokes, Flageolets, Concentrated Tomatoes, Brussels Sprouts, Soups, etc.

80 PER CENT. OF THIS SHIPMENT ALREADY SOLD.

Get in your orders now for the remaining 20 per cent.

(P. T. O.)

500 CASES PEAS (Medium)

"Frs. Petit."

Every housewife will buy these.

Only 10 CENTS a Tin

MUSHROOMS (F. Lecourt)

150 Cases Assorted. On Hand Now.
300 Cases—To Arrive Shortly.
Assortment comprises Extra Choice, First Choice, Choice, and Galipeds (Hotel).

For Price, Particulars, etc., Write, Phone or Wire.

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 568 St. Paul Street

Montreal

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Is it worth my while to have my line represented in Sunny Alberta ?

Every day this question is being asked by manufacturers, and the most direct answer is given below. We are located in the heart of a splendid field of trade, and being the oldest commission firm in Alberta, are in thorough touch with the trade. There is rapid and unlimited development in Alberta and it will pay you, Mr. Manufacturer, to let us distribute your lines. We are distributors for many good firms.

WRITE TO-DAY.

McKelvie and Stirrett, Calgary, Alta.

BRANCH OFFICES: LETHBRIDGE and EDMONTON, ALTA.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO MONTREAL WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE BISCUITS

So great is the demand for this new introduction that during the first three months the quantity sold amounted to over 83 million Biscuits.

See that "P.F." is on every Biscuit.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

Don't be hobbled—

Cut Loose From Poor Flour

WHEN a flour stops pulling, Brother Grocer, it *drags*. How can you forge ahead with poor quality neutralizing your efforts?

Are you working for your competitor or for yourself? Stop wasting your energy, your planning, your enthusiasm.

Cut loose from *poor* flour once for all.

For the very best salesmen you have can't make bad flour good, nor can it ever make good itself.

Cut loose from dissatisfaction, impatience, apologetic explanation, from dreams that never come true.

Consider now FIVE ROSES flour, Brother Grocer.

Ever since 1888 it has helped realize the hopes of the best retailers, brought back the customer and done missionary work outside.

Many a grocer has *changed the drag into a pull* by merely changing his brand to FIVE ROSES.

What else could you expect from a flour that has jumped its sales from 800 barrels to 10,500 barrels?

Customers with the *same* flour needs as *you* write us that FIVE ROSES sales are going up, *always going up.*

Are you going to be held back any longer?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Toronto
Ottawa
London
Sudbury

"The House of Character"

Capacity—10,500 bbls. daily

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached Not Blended

THIS IS THE 1,293rd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, SEPTEMBER 20, 1912 No. 38

Better Clerks and Protected Profits

This National Cash Register enforces records which show the sales of each of your clerks.

It makes them more efficient, because it promotes interest in the work. They know you can reward according to proven merit.

Its enforced records protect your profits by fixing responsibility for every transaction.

It stops mistakes, removes temptation and increases trade.

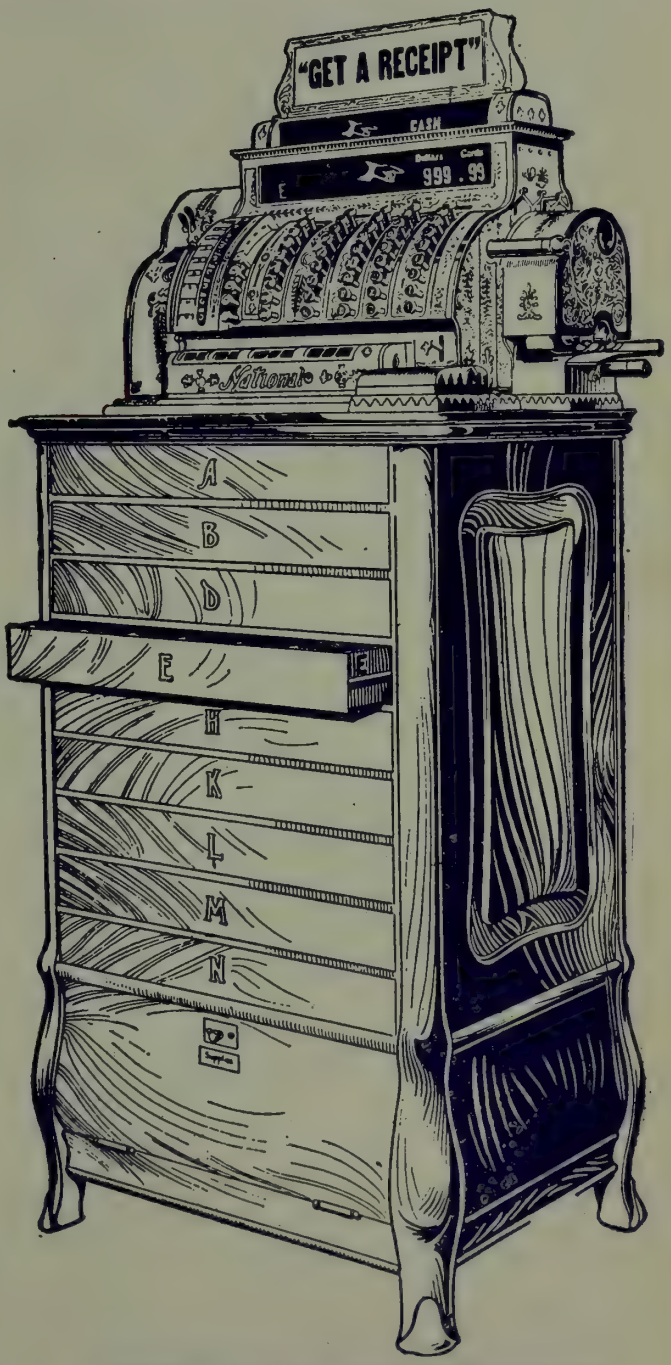
It keeps you in every-minute touch with the sales end of your business, frees you from uncertainty, and saves your time and energy.

Increased earnings and greater efficiency immediately result from its use.

The Register shown is one of the latest improved multiple-drawer Nationals.

It is built to stand on the floor or set on counter or stand.

It may be built with any number of cash drawers and corresponding counters up to nine.



HIGHEST TYPE OF CASH REGISTER MADE

The National Cash Register Company

Headquarters for Canada: 285 Yonge St., TORONTO

Canadian Factory: TORONTO

MACONOCHIE BROS. Ltd., London, England

PAN YAN TESTIMONIALS

I wish to let you know that I have had the pleasure of using Pan Yan Sauce and Pickles for about two months, and must say they are the best I ever had. I tell all my friends to try them. Some have, and, like myself, are just delighted.

PAN YAN PICKLES AND SAUCE

The new cut Pan Yan Pickle and the new style bottle Pan Yan Sauce are bringing the above unsolicited testimonials from all parts. Ask your jobber about them, or send for samples direct to

MACLAREN IMPERIAL CHEESE CO., Limited

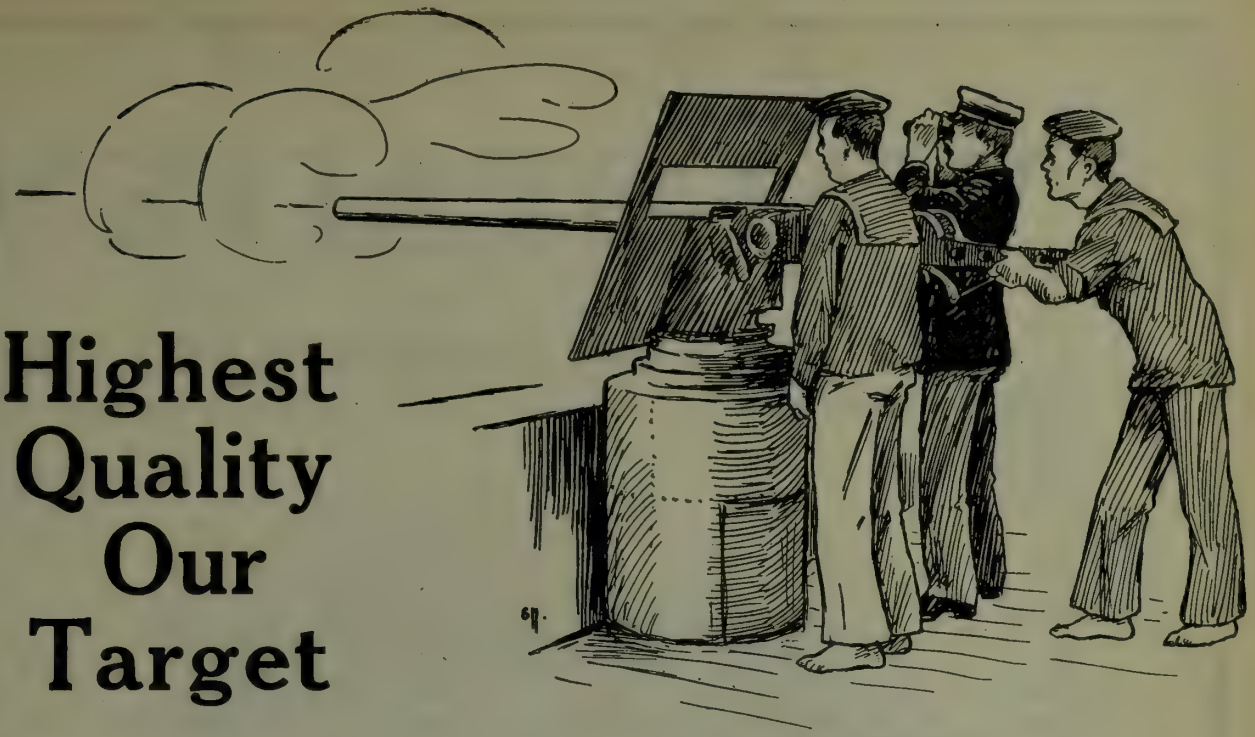
Sole Agents for Canada and United States

TORONTO MONTREAL CALGARY DETROIT, Mich.

Factories: WOODSTOCK WELLESLEY BANCROFT, MICH.

HIGHEST ● QUALITY

Highest Quality Our Target



OUR AIM IS TRUE

The Packers of "Thistle" Brand of fish aim only to produce the best in canned fish.

The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? **Impossible!**

Captain Austin has the unequalled skill of a lifetime of experience. **There is no dirt or slime—no uncleanliness to be found in the "Thistle" Brand.** The reputation of the foremost fish curer in the country is at stake under the label of the "Thistle" Brand. **Buy it and you buy the best.**

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

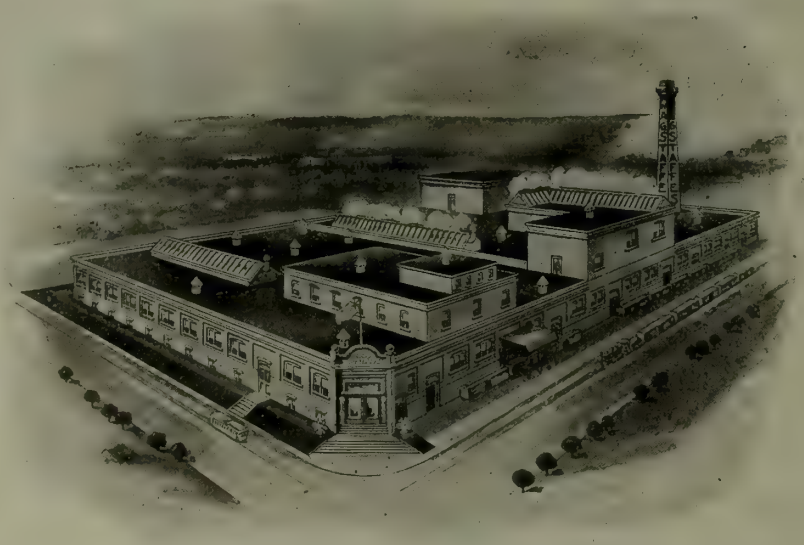
Sardines from Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

WAGSTAFFE'S

LARGE PACK OF STRAWBERRY JAM

Prepared in Copper Kettles, Boiled in Silver Pans.



Packed in Gold Lined Pails.

FINEST FRUIT PRESERVING PLANT IN CANADA.

Our orders called for **Seven Hundred and Fifty Tons of this Delicious Jam,** we have filled 100 per cent, and still have some left. Mr. Grocer, ask your wholesaler **for Wagstaffe's Jams,** they are the best, made from fruit and sugar only.

All Ready For Delivery.

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand
Since 1857

EAGLE BRAND — ***Condensed Milk***

ST. CHARLES BRAND — ***Evaporated Milk***

PEERLESS BRAND — ***Evaporated Milk***

REINDEER BRAND — ***Condensed Coffee***

All the above lines are "Leaders of Quality." Made for those who want the best.

The richest full cream milk, the most modern and sanitary condensing apparatus are two of the many points that have made the Borden lines unsurpassable.

Borden Products are widely advertised and are known everywhere for their quality. If you are not selling them you are the loser.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER

Has No Equal

This is what the medical press says:

The "Medical Times":

in commenting on Professor Thompson's experiments with "Bovril" which proved its great nutritive value, says: "The results were simply startling."

The "British Medical Journal:"

after the 1911 experiments says: "In the case of human beings, the body-building power of Bovril was even more marked than had been previously shown in the experiments with animals."

These Experiments

are becoming known to the public, and our sales of Bovril have increased enormously. There are indications that our sales during this next winter season will be record sales. See that you get your share of the business.

BOVRIL

It will pay you to handle Bovril. Send for our price list and note the margin of profit reserved for the trader.

A post card addressed to us will bring you promptly and prepaid a parcel of attractive colored cards.

BOVRIL, LIMITED

27 St. Peter St. Montreal

The Facts Behind the Figures Determine the Value and Popularity of "Simcoe" Baked Beans

The significance of a large steadily increasing sale bears directly on the quality and popularity of a food. Quality is the feature predominant with all Dominion Canners' Products.

Popularity is another word for "economy." Baked Beans are really economical; a can of Simcoe Baked Beans contains as much nourishment as one pound of beefsteak. Notice the difference in price. That's just **one** reason why Simcoe Baked Beans are popular. There are many others.
Feature the 3's family size---a **larger** tin at a **smaller** price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Have you ever photographed your Store Interior or Window?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays—displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 **University Ave.** **TORONTO**

Clark's

Pork and Beans

ARE NOTED FOR THEIR RELIABILITY and SUPERIORITY

It would be superfluous to tell you, Mr. Grocer, that your customers value the above attributes in the goods they purchase, but we would like to remind you that the public have for years shown their lively appreciation of the fact that CLARK'S PORK AND BEANS are easily the leaders in this respect.

It could not possibly be otherwise, for the extreme care that is exercised to ensure that nothing but the BEST is used ALWAYS in their preparation is more than a guarantee of their QUALITY.

Compare your sales and see if our claim is not correct.

PLAIN CHILI TOMATO SAUCE

ALL SIZES

W. CLARK, - MONTREAL

What About Dried Fruits?

You had better place your order with us, we have the goods.

Valencia Raisins

Now in store and to arrive

TRENOR Selected and 4 crown layers,
ABEL Selected and 4 crown layers,
ROWLEY Selected and 4 crown layers.
Prices are right. Quality A1

California Raisins

SEEDED, Fancy and Choice, 16 oz. packages.
SEEDLESS, fancy, 16 and 12 oz. packages,
LOOSE MUSCATELS, 50 lbs., 3 and 4 crowns.
PRUNES, PEACHES, APRICOTS, PEARS,
Evaporated and canned.
CURRANTS, loose cleaned, and packages.

Nuts

TARRAGONA, FILBERTS, BRAZIL, PECANS, PEANUTS,
SHELLED ALMONDS and **WALNUTS.**
ALL NEW CROP GOODS
To arrive OCTOBER-NOVEMBER.

Salmon

We have a full assortment, to arrive shortly, including
CLOVER LEAF and HORSE SHOE,
LYNX and O-WEE-KAY-NO,
PEACOCK and REIGNING, Red Spring.
EAGLE, Red Cohoes, Pink and White Springs.

Canned Fruits and Vegetables

Don't delay to place your order with us.
Full assortment.
Full delivery and guarantee of quality.
We have the stock.
We have the organization.
Our prices are correct.
At your disposal for prices, informations and samples.

L. CHAPUT, FILS & CIE., LIMITEE

Wholesale Grocers and Importers

TEAS, COFFEES, WINES AND LIQUORS

MONTREAL

Established in 1842

Telfer's Reception Wafers

Telfer's Oatmeal Crackers

–the biscuits people like

These biscuits must be increasing in popularity from the steady increase in our sales, which is indeed phenomenal. Telfer's Graham Wafers are the kind people like because they are ever crisp and delicious.

They appeal to all classes of trade and satisfy the experienced buyer as well as the uninitiated, merely because they know what they like without knowing why.

Send for rush order and try out our lines.

TELFER BROS., Limited
COLLINGWOOD - - ONTARIO

BRANCHES:

TORONTO BRANTFORD HAMILTON WINNIPEG
FORT WILLIAM EDMONTON

Telfer's Vanilla Wafers

Telfer's Cheese Wafers

HOLLAND RUSK

GOOD ALL DAY

Good—For Breakfast — Lunch — Dinner.
Good—Just Buttered.
Good—With Cheese.
Good—With Jelly.
Good—With Jam.
Good—With Milk or Cream.
Good—With a Poached Egg.
Good—With Strawberries, Blackberries, Peaches, sliced Bananas, or any other fruit, either fresh or canned.
Good—With Coffee or Tea.
Good—With Cocoa or Chocolate.
Good—With Soup or Salad.
Good—With Welch Rarebit.
Good—With any Chafing Dish Receipt.
Good—With Hot Milk in cold weather.
Good—As a Milk Toast.
Good—For Pudding.
Good—With Oyster Roast.
Good—With Fried Tomato and Poached Eggs.
Good—In a HUNDRED Different ways.
Good—For Infants.
Good—For Growing Children.
Good—For every member of the family.

Good in one hundred ways

Its wide adaptibility and usefulness makes it the most practical and economical food known.

Made of the most nutritious ingredients—eggs, milk, butter, sugar, flour and delicious Dutch flavoring.

Remember!

There is only **ONE HOLLAND RUSK** and but **ONE THING** like it—"more."

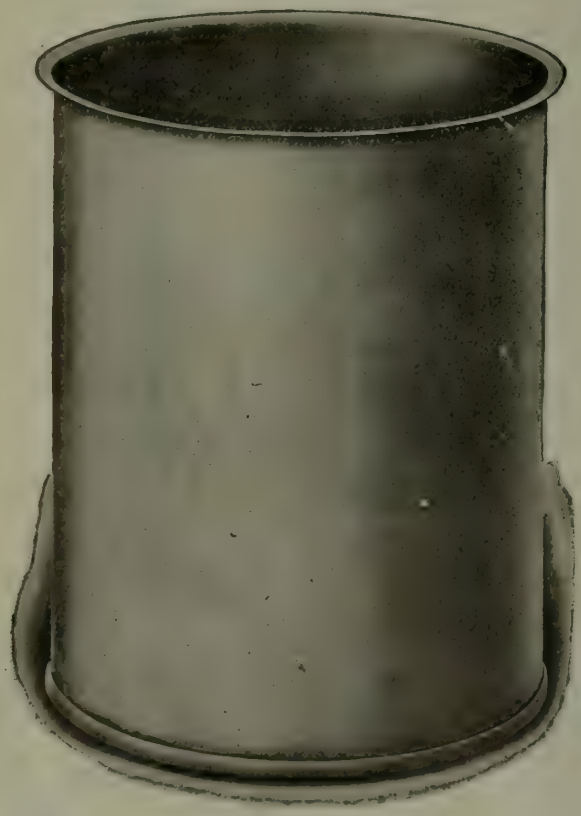
HOLLAND RUSK CO.
Holland, Mich.

Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a **fast seller.** Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

HOLLAND RUSK COMPANY

Holland, Mich.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

White MALT

Cottell's VINEGAR

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue, Winnipeg

L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.

Schofield & Beer, St. John, N.B.

Standard Brokerage Co., 1640 First Avenue, West, Vancouver, B.C.

W. L. Mackenzie & Co., 606a Centre St., Calgary

¶ Is the Vinegar to build up a permanent, increasing and profitable trade
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

in short, it is the Vinegar which will pay you best to handle

Write us to-day and let us sample and quote you.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT LIMITED

Manufacturers

Uniformity | MONTREAL | Reliability

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

Manufacturers' Agents and Warehousemen

We have pleasure in certifying that the popularity of

T. & B. Tobacco
Club Special Cigars
Marguerite Cigars
T. & B. Cigarettes
Karnak Cigarettes
Tucketts Special Cigarettes

is in part due to our Western representatives

TEES & PERSSE LIMITED

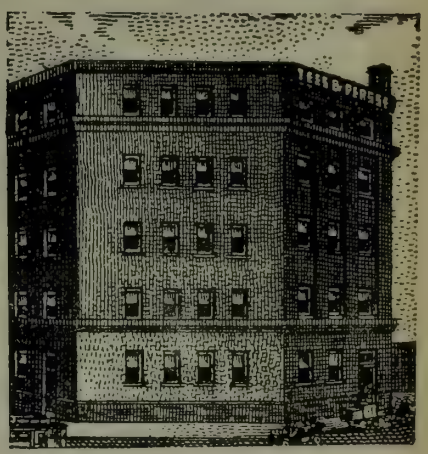
All our lines are on hand at all times in their warehouses at

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

TUCKETT LIMITED
HAMILTON, ONT.

TEES & PERSSE, LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

This Mark on Every Box

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

Means Quality Dried Fruits

The Highest Type of Packing
The Finest Fruits

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

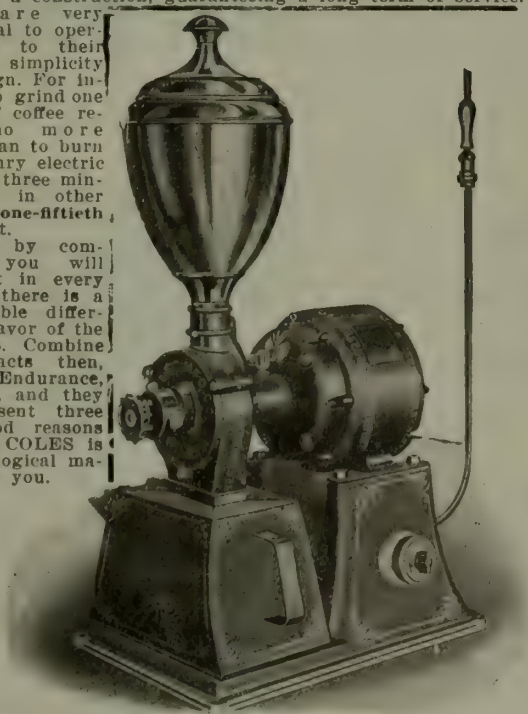
White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service. They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada - Buffalo, U.S.A.

DOUBLE YOUR SALES OF MARMALADE

Most of the marmalade that is sold is bought by those *who come into the store and ask for it.* A little *creative salesmanship would easily double the sales* of marmalade.

For instance you could double your sales of

Shirriff's Marmalade

by instructing your salesman to tactfully suggest to customers that Shirriff's Scotch Marmalade is very appetizing, delicious and healthful. That it is made of selected Seville oranges and best granulated sugar. And has the keen, stimulating tang of the bitter Seville orange blended most deliciously with the sweet of the granulated sugar.

They could suggest that Shirriff's marmalade spread on toast or crisp soda crackers tastes very good at breakfast. And some people enjoy it spread on hot biscuits. Others with pancakes.

They could suggest, too, that marmalade steam puddings, marmalade pies and marmalade tarts are delightful.

Just try the above suggestions and see how quickly you will double your sales of Shirriff's Marmalade. It's to your profit to do so.

Imperial Extract Co.
Toronto

23

A Treasure Found

Every dealer who installs a **McCaskey Account Register** has in every sense of the word "found a treasure." Already over 80,000 dealers have found this rare treasure and appreciate its value.

The McCaskey Account Register saves money at almost every turn. It checks credit accounts, prevents forgotten charges and misunderstandings, keeps you in close touch with delinquents and takes care of numerous other details so often neglected and overlooked. In case of fire the accounts are easily protected and proof can instantly be made.

Only one writing is necessary and the full account is totalled to date. No midnight toil, making ledger entries or making out accounts, is necessary. **The McCaskey System is a treasure rare.**

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Limited
Toronto, Ontario
Trafford Park, Manchester, England.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

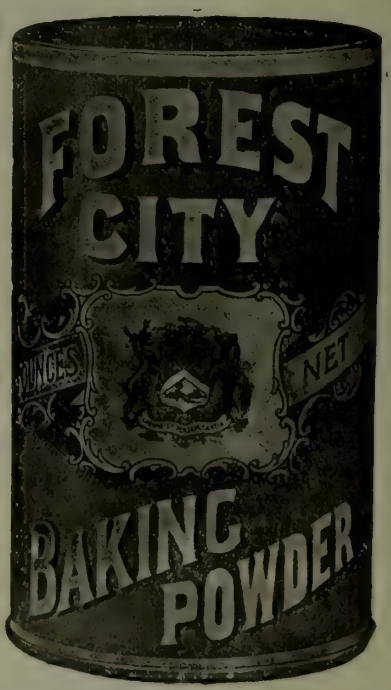
Walker Bin & Store Fixture Co. LIMITED

Berlin, Ontario

REPRESENTATIVES.—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.



GORMAN, ECKERT & CO. LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

Preserving Sugar

St. Lawrence

Granulated

is the finest quality made in Canada. Give your customers the best.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

The best trade calls for our

HIGH GRADE COFFEES

Surely you want to get a grip on that trade.

CHASE & SANBORN

MONTREAL

JAPAN TEAS

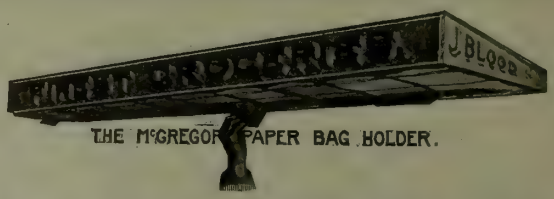
This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over other Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA

LOOK AGAIN

At name on package. You must get McLEAN'S WHITE MOSS if you want "the goods."

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal," "Schram," "Gem" or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.
HAMILTON - WINNIPEG

23,000 CUPS

About 23,000 cups of the 40c quality of Red Rose Tea were served at the Toronto Exhibition.

Many very complimentary remarks were made about the tea and the way it was served—(for the latter we must thank a most efficient and obliging staff of girls) but the remark most often made and not consciously intended to be flattering was—"How do you make the tea so good? I can't make it this way at home."

Now anyone who will take the 40c. quality of Red Rose and make it according to the simple directions in each package—serving it with thin cream—will have a cup of tea just the same as we served at the Exhibition.

It wasn't the way it was made but the quality of the tea that gave such pleasing results.

It is very safe to say that the ladies who thought they couldn't make as good tea at home were not using 40c Red Rose but a poorer tea.

Perhaps some of them were your customers. We beg to suggest that you make a prominent display in your windows, or on the counter for the next week or two of 40c Red Rose Tea. If you think the suggestion worth acting on, drop us a postal card and we will send you an appropriate display card.

T. H. ESTABROOKS CO., LIMITED
7 Front St., East
TORONTO - ONTARIO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

NORMAN D. McPHIE
Broker
Hamilton, Ont. - Est. 1903
OFFERS
Finest Jumbo Split Lentils
(Finer than split peas)
On the spot or for importation.

When you want the best goods and lowest quotations on the following, write or wire us.—
Currants, Salmon, Evaporated Apples, White Beans, and Canned Goods.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

ONTARIO—Continued.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L. H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St W. Toronto, Ont

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Not a Substitute

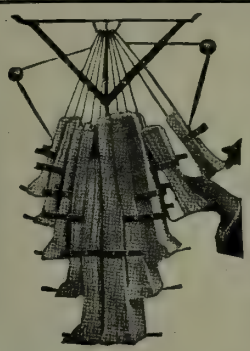
MAPLEINE

Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.

Order of your jobber, or

Frederick E. Robson Co., 25 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WASH.



The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

When writing advertisers kindly mention this paper.

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,

on hand. We just want your request.

The best of macaroni at thoroughly reasonable prices.

Write

H. E. VIPOND
197 St. Paul St., MONTREAL

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen, 123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Buyers' Guide

CANADIAN PURE LEAF TOBACCO

Can be sold in your district. Get a supply. Also see that you have a good range of pipes. Write

J. A. FOREST, 189 Amherst St., Montreal.

SULTANA (Brand) TURKISH DELIGHT
Chocolate Turkish Delight
Chocolate Caramels, etc.
always ask for Sultana Brand. Agents wanted in British Columbia.
ORIENTAL PRODUCE CO. MONTREAL
Agents Ontario and Northwest:
MacLaren Imp. Cheese Co., Ltd., Toronto.

English Stilton Cheese
From Prize Dairies.
RICH, RIPE and BLUE
A. C. CHAPMAN Direct Importer
93 Durocher St., Montreal.

Can Our Traveller Call?
COURTESY OUR IDEA
COUVRETTE & SAURIOL
Wholesale Grocers, Montreal.

For a Satisfying Aroma Giving Smoke Recommend
OLYMPIA AND BEN BEY **CIGARS**
Ed. Youngheart & Co., Limited
Montreal, P.Q.

RIGA WATER
Purifies
Big profits for dealers
RIGA WATER CO. - MONTREAL.

I
have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.
V. de la RONDE, 14-16 McGill College Ave. Montreal.

For Flavor
BOURQUE'S PICKLES — BOURQUE'S CATSUP
Are Unequalled.
H. BOURQUE & FILS - - Montreal.

For High Class Biscuits
Good Quality Confectionery
Give us a call.
AETNA BISCUIT CO., LTD., MONTREAL

COON SHOE POLISH
FAVORITE STOVE POLISH
are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.
Uncle Sam Dressing Co., - Lanoraie, P.Q.

For Disinfectants of any kind
Write
MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

EXO
Kills rats instantly. No odor.
Agents 40% profit
EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

McDOUGALL
Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

SUCHARD'S COCOA
You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the
Irish Grocer, Drug, Provision and General Trades' Journal
10 Garfield Chambers, Belfast, Ireland

AGENTS
If you want to handle three lines with a reputation, ask us about:
SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER
Do It Now.
H. F. PACAUD & CO. (Reg.) Montreal.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE'S COFFEES
are not ordinary Coffees, but something out of the ordinary. That's why there is such a call for them. Let's hear from you.
146 St. Urban St. - Montreal

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, London Bridge, The Approach London, Eng.

A want ad. in this paper will bring replies from all parts of Canada.

VOL-PEEK
Two minutes only needed to mend any sized hole in any piece of agateware. One sale creates others. 100% Profit in this.
H. NAGLE & CO. - - - Montreal.
W. J. Flewwelling, 65 Front St., Toronto, Agent for Ontario.

SHOWCASES
Attractive, Finest Workmanship, Prompt Attention.
Don't pass us when in need.
S. Meunier & Fils, - Maisonneuve, P.Q.

When writing advertisers kindly mention having seen the advertisement in this paper

Ewing's Spices

Need no improvement. They were Always A1, and Always will be.

They enter the mill pure, and come out pure.

The Brand Which Protects You

S. H. EWING & SONS
MONTREAL, QUEBEC

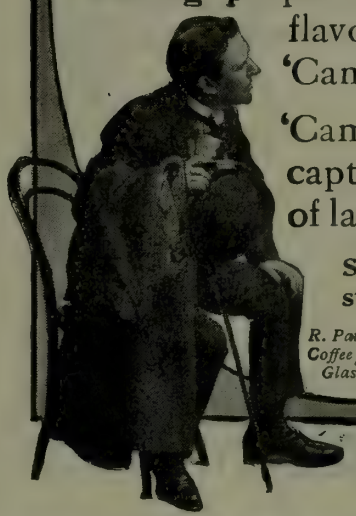
CAMP COFFEE-SIR

not only makes new customers, but keeps the old. 'Camp' has a ready and a steady sale. Its invigorating properties and enticing flavour have brought 'Camp' to the front.

'Camp' will help you capture a wide area of lasting business.

See that your stock is right

R. Paterson & Sons, Ltd.
Coffee Specialists,
Glasgow.



Purnell's Pickles

Prepared and packed in the utmost purity

The strictest care is exercised in the preparation of the different vegetables that go into Purnell's pickles. They are washed thoroughly after being handled and pickled in utmost purity.

Only selected vegetables are used in Purnell's Pickles, and only the purest of pure Malt Vinegar is used. The most sanitary conditions surround the entire process.

SELECTED VEGETABLES
PURE MALT VINEGAR

We distil our own Malt Vinegar and guarantee it to contain no injurious acids.

"Purnell's Pickles Please Particular People".

Purnell & Panter, Limited
Malt Vinegar, Sauce & Pickle Makers
Bristol, England

The Case in a Nutshell.

"GIPSY" is easy to buy—the price is right, it pays the Grocer to push it. Put up in most convenient packages, well "got up," inviting easy display. "GIPSY" is easy to use—no trouble in opening tins, and always ready for use. Tell your customers about this excellent Stove Polish, and you will find it is easy to sell

GIPSY STOVE GLOSS.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demand —Contains No Alum.

W.D.McLAREN, Limited
Montreal

LOOK FOR THE BEAVER

M.D. & Co. "Beaver" Brand
Valencia Raisins

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

"W. Abel" Brand
Valencia Raisins

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Ltd., Montreal and Toronto

E D S

E D S

GET A BIG SLICE OF BUSINESS

You can do this by getting behind a good line of Jams and Jellies—display them, and back them up with your selling powers, and a big slice of business will come your way. The purest and best, the kind that satisfies customers is the

E
D S

BRAND

Your customers know this trade mark, it stands for absolute purity. Only the highest grade fruits, pure cane sugar, being used in the making. E. D. S. goods are all put up in attractively labelled bottles and cans.

Made only by

E. D. SMITH

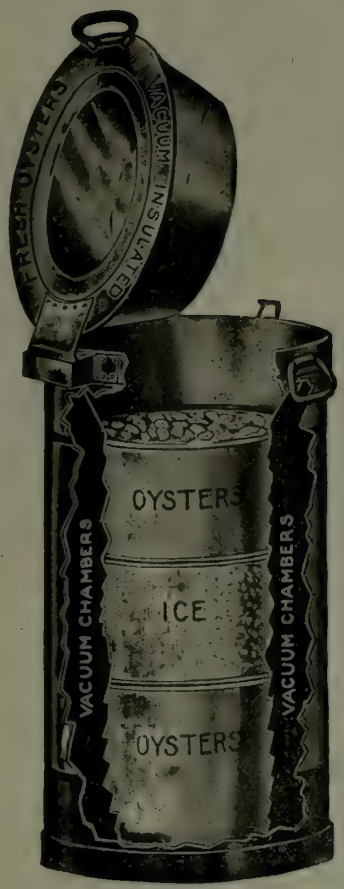
WINONA, :: ONT.

AGENTS—NEWTON A HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

THE REQUISITES ARE QUALITY

AND

EFFICIENCY



It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST. - - - TORONTO

Always Salable and Profitable

Always Reliable and Ready for Use

Canada First Evaporated Milk is fresh cow's milk evaporated to consistency of Cream, and is the safest, most wholesome and reliable form in which milk can be used. Most of your customers have tried condensed milk, and if you are working to create and hold trade *recommend Canada First Brand.*

The Aylmer Condensed Milk Co.,
Limited

Factory: AYLMER, ONT.
Business Offices: HAMILTON.

Two Good Paying Lines:

LAWRASON'S SNOWFLAKE
(PERFUMED, ANTISEPTIC)
Bath Powder and Watersoftner

is a new product that is fast becoming popular because it is something the public have been looking for. As all other Lawrason lines, it is moderate priced, and pays good profits. Neatly packed in green and red lithographed tins with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

is one of the few lines that the grocer has that is backed with a guarantee. A $500 guarantee that Lawrason's Snowflake Ammonia is fully equal in cleansing power to any similar compound selling for double the price (5c for a giant package).

With fall housecleaning operations in view, every dealer should stock and introduce it to his patrons.

Write at Once.

S. F. Lawrason & Co.
LONDON, ONTARIO

A NEW LINE

that pays you full profit and includes a premium to your patrons---We sell

Direct-to-you

A woman's stocking FREE in family packages of

SANTA CLAUS ROLLED OATS

THE PREMIUM

This is something new, unique and practical in the line of premiums — every 25c package of **Santa Claus Rolled Oats** contains a woman's stocking, which the grocer can guarantee to be absolutely satisfactory. Other 25c packages will contain handsome pieces of decorated china. We also have a small package without premium to retail at 10c. We have bulk Rolled Oats. Price on request.

THE QUALITY

The "quality" of this product is absolutely guaranteed. Manufactured by the most modern and scientific milling process —**Santa Claus Rolled Oats** stand in a class by themselves when it comes to "quality." They are packed in sanitary, sterilized square packages.

The demand has already reached wide proportions — get your orders in quick.

THE PRICE

Santa Claus Oats with stockings, $3.70 per 20 pkg.

Santa Claus Oats with china, $3.70 per 20 pkg.

Santa Claus Oats, regular size, $2.70 per 36 pkg.

Mail orders direct to insure prompt shipment.

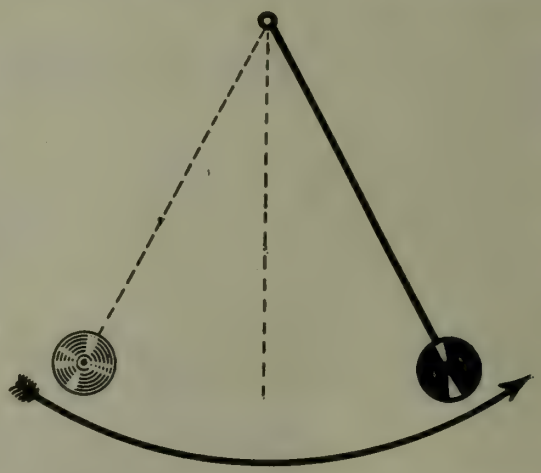
Deliver free to Ontario R. R. stations east of Sudbury.

MORROW CEREAL Company
Toronto - - Canada

The Pendulum Continues to Swing in our Direction

Packet Teas handled by stores of all kinds.

Anybody's Business.



Reliable Standard Blends, Handled by Grocers and Tea Dealers only.

Permanently increasing business.

Our Standard Blends maintain their quality and flavor.
Repeat orders are flowing in from all sides.
The leading grocers appreciate the value of our Standard Blends.
Let us fill your canisters.

2	Star	A really good blend of Indian and Ceylon. Black or Mixed	19 cents
2	Star	Good leaf, pungent sweet liquor. Green . . .	19 cents
3	Diamond	Fine pungent liquor. Nice regular Pekoe leaf. Green	22 cents
3	Diamond	Thick juicy tea. A blend that is giving universal satisfaction. Black	22 cents
4	Star	Genuine English Breakfast Tea, perfect Orange Pekoe Leaf	27 cents

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President. HUGH BLAIN, Vice-President.

Poor, Low-Grown Teas are Cheap
Fine, High-Grown Teas are Dear

A customer remarked to the principal of this firm a few days ago, that we were not suffering as much from the price of tea now as we were a couple of months ago, and was greatly surprised when informed that the blend of "SALADA" Brown label—30 cent tea—and Blue label—40 cent tea—was costing us more money to-day and was more difficult to get than it had ever been at any period.

He then said he had heard that teas had dropped in price, and he was told that this was so of common teas: that the "London Grocers' Gazette" had recently stated that worse tea had been sold at Auction in London lately than any that had ever before been offered and these bad teas were sold as low as nine cents per pound.

When all teas were fetching high prices, practically every planter in the low-grown districts, where poor trees are produced, commenced "plucking coarse," which provided large quantities but lowered even their poor quality very much. The Grocers' Gazette of the 7th of September says of the last auctions: "There was again some considerable quantity of rubbish, but happily not so much as previously." "Any invoice with quality and sap in the cup was well watched."

We had bids in at the Auction in Colombo at last week's sale which were higher than anything we have hitherto offered, yet we got only very small quantities, so that we have had to advance our bids again this week and have not, at time of writing, heard the results.

Good and fine teas are bringing very high prices at Auction in London and Colombo.

"SALADA" TEA COMPANY

41 EASTCHEAP, LONDON, ENG.

Toronto **Montreal**

198 WEST BROADWAY, NEW YORK

A Duet of Double Superfine Quality

The mustards that have been the household favorites for several generations.

COLMAN'S MUSTARD
KEEN'S MUSTARD
IN SQUARE TINS

are both unparalleled in flavor and strength. They are the staple brands everywhere.

Magor, Son & Co.

Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

Wherever There are Children Benson's Prepared Corn Finds A Ready Sale

¶ Mothers know what delicious and nourishing summer dishes Benson's makes—rich custards, blanc mange, ice cream, etc.—that children love and thrive on.

¶ Mothers know that their children can readily assimilate Benson's because of its extreme fineness and purity.

¶ Mothers invariably ask for Benson's when they want Corn Starch for their children. Therefore stock Benson's Prepared Corn. Every mother in your section will buy it.

YOUR ORDER WILL RECEIVE IMMEDIATE ATTENTION.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A window display used by a Hamilton grocer, showing nothing but olives.

Promoting Olive Sales by Display

Attractive Window Containing Nothing But Olives—The Use of Show Cards and Price Tickets—Goods Shown on Which Profits Are Fair—Making The Window an Index to Interior Arrangement and Appearance.

"The largest and most complete stock of Olives ever shown," reads the show card in the centre of the above window. It is that of A. G. Bain & Co., Hamilton, Ont., and illustrates the importance Mr. Bain and his partner, J. T. Price, place in olives as a seller and profit producer.

Olives is a line that Bain & Co. show in their window practically the whole year round. This is because they have a high-class trade and because olives show a fairly good return on investment.

Many Sales Are Made.

"The window certainly sells a lot of olives," remarked Mr. Bain recently to the writer. "You would be surprised to see the number of sales made whenever we put in an exclusive olive window."

It will be observed from the above display that much attention has been placed on attractiveness in arrangement. The bottles of olives are neatly placed in carefully arranged groups so that all groups are symmetrical when the entire window is taken into consideration. This aids wonderfully in getting and holding attention. There are also a number of well written combined display and price-cards giving the name and price of the various kinds shown. Bottles priced as high as $2.50 were displayed and others 25, 40, 50, 65, 80 cents and a dollar a bottle to suit every purse and family, large or small.

Stopping the Passer-By.

On many occasions The Grocer has emphasized the importance of the window in interesting the passer-by. Here is a splendid example of the results to be obtained. The chief requisites are a clean storefront, a neat, well-arranged, inviting display, a few show cards and quality goods.

Now that the fall season is on and buying will, so far as the majority of families are concerned, be carried on on a larger scale than usual, the dealer should pay especial attention to the window. The display thrown together is practically useless. It does not promote concentration and therefore is looked at and forgotten. But a window as shown herewith is one that will attract and hold attention and will create sales long after it has been distributed.

Fine Interior Arrangement.

Bain & Co. pay the same careful attention to inside displays and have always a number of most attractive arrangements of bottled and canned goods. The window brings in the passer-by and the interior display makes extra sales, all of which so frequently lead to new permanent customers.

The window, too, bespeaks the nature of the interior as any observant person much have long since noticed. And wherever one finds a neat, compelling window-display backed up by careful interior arrangement, there is almost sure to be found a successful merchant. The average person likes to buy where buying is a pleasure and where good goods can be depended upon.

A Mayor Talks on Need of "Middlemen"

Demonstrates in Simple, Positive, Truths Why the Middleman Must Continue to Exist—There Must be Someone to Distribute the Goods, He Says — How Deputations Asking for Elimination of Middlemen Have Been Treated —Cause of High Cost of Living Explained.

The middleman—that is the man who comes between producer and consumer, and the retail grocer must be considered as such—is still being harassed by a certain clique, doing its best to charge him with the high cost of living.

It is pretty nearly time certain daily newspapers and others called a halt to this unfair and unfounded talk about the retailer standing is the way of lower prices on foodstuffs. "Eliminate the middleman," they say, "and prices will come down.

But the middleman cannot be eliminated. He is a necessity to the community, and must exist. On the face of it, it may appear that if the producer sold direct he could make more money and still sell less than retailers' prices. But when the surface is thrown off, quite a new aspect of the case arises. The producer can sell direct but he cannot get all his money. He has open accounts with a hundred and one different people, some honest and others not. He has a burdensome bookkeeping system to maintain; he loses time and time is money particularly in harvest time; he has extra tear and wear of vehicles to contend with; disputed accounts, long delays for money which he wants immediately, etc., etc.

So he sells to middlemen, gets his money at once—and sometimes in advance—eliminates losses, saves time and has an altogether happier and contented time.

Mayor Gaynor's Apt Address.

Mayor Gaynor, of New York, hit the nail on the head some time ago in an address to commission men assembled in convention in that city. His opening statements are particularly poignant so far as the necessity of the middleman is concerned. His exact words were:—

"The chairman just tells me that you come from a large number of cities throughout the country, probably from all the States or most of the States, and that you are commission merchants. I know what that means here. Some people call them middlemen, and now and then a delegation comes up to the city hall and I receive them and find their object is to abolish the middlemen altogether and get rid of him. They simply want him knocked on the head. They accuse him of high prices and everything, and of course I have to listen to all that whether I believe it or not, the same as you have to listen to me now whether you believe me or not. And they make out a very bad case against you as far as words go, but the last two that I received I took the opposite side with them to some extent,—as much, in fact, as I dared to. I suppose if I was a candidate for the Governorship or the Presidency, or something, I would not have dared say a word. They do not want you at all here in this city—a great many people. They say they want to buy directly of the producer or the farmer and get rid of you, and I told the last delegation that I had no objection at all as Mayor that they do that.

Position of the Producer.

"At the same time I had to remind them that the farmer had to bring his stuff here to sell it. He had to send it here, and when it got here, there had to be somebody to receive and handle it and bring it to my basement door somehow or other, so I could eat it. Meanwhile they had to hire a place and pay rent to store it in, or a stall in a market, and if some was left over they had to keep it for next day or next week or next month, and they do tell me, really until sometimes the next year, now that the cold storage method is in vogue. I told them this and told them that the farmer was at perfect liberty to come down here himself, or to send his son or his hired man to do all this if he wants to, but that there must be somebody here to do it, and whoever was here would have to pay rent and take care of the goods and hire help and cart it about our streets, and so on. And if he had a great lot of it he would have to build a cold storage house to keep it in, too.

"It is very easy to talk, but when you come to analyze the complex affairs of life then you have to measure your mind and measure your words accordingly. This is the case in a nutshell. Somebody has to do it, and it is quite impossible for everyone to get in direct connection by parcels post or any other way with the farmer. If you want a barrel of apples here in the city you have got no place to keep it except a hot cellar. We have to buy everything by the quart and the peck and the pint.

Difficult to Get Rid Off.

"So to carry out that system we have the markets and the commission merchants and the handler of the goods and the corner grocer, who is a middleman also, and I must say I do not see how we are going to get rid of you at all. It does not seem to me a very easy job. If you know any way I suppose you will keep it to yourselves. And another reason they gave for wanting to get rid of you was that you were all getting enormously rich, your exactions were so great. But I discovered that your exactions amounted to probably less than 3 per cent. on the average, and the next time I stated that fact. And I had to hold a long correspondence with another man, and we argued it out by letter. These letters have not got into the newspapers yet, some way or another. I suppose I will wake up some morning and see them. But, finally I said to him: "If the profits are so enormous and they are all getting so rich I would advise you to join that business right off, because that is what we are all looking for."

Thus does a prominent citizen of a large city place in concise form reasons for the existence of the middleman that cannot be contested. His address was so interesting that it is difficult to refrain from quoting it all. Lack of space prevents this but here are some further excerpts:—

The Rule of Supply and Demand.

"And then some say you are the ones who are responsible for the high cost of living. There is a terrible indictment against you down here in New York, but I may as well give it all to you. I will conceal nothing, however your feelings may be hurt. The high prices, they say, are caused by you. There again you have the great rule of supply and demand to regulate it all. I do not know anything not regulated by that rule. Even rents are regulated by that rule. Some people tell me that when the taxes go up in this city the rents go up, and they abuse us accordingly, and I have to reply, 'My dear sir, if we were to double the taxes in the city, the rents would not go up a dollar. They would be more apt to go down than to go up, as they depend on the supply of houses and stores, and on nothing else.' If high taxes made high rents the landlord could whistle at the tax collector. What would the landlord care about it He would simply throw it on his tenant, that would be all. But he knows very well that he cannot do it; that although his tax bill goes up his rent bill is just as apt to go down.

World Wide High Prices.

"And so the talk goes on. Take it home with you and see whether you are

the cause of all these evils. We do pay high prices. Prices are high all over the country. Some of the statesmen, candidates for President and otherwise, who come here and get interviewed—get interviewed, most of them, give this reason or that reason for high prices and condemn the high prices severely. Some say it is the tariff, and some say it is this and that, but local to this country. They always give a local cause. But it so happens that these high prices are all over the world as well as here. They are talking about it in Europe, London, Paris, Berlin and Rome, just the same as we are talking of it here. Everybody is condemning high prices and everybody is trying to get the highest price he can all the time. So none of them seems to stop to think whether high prices are evil at all.

"A good many years ago I read the history of prices in several books and by different authors, and the history of the production of the special metals, and I am able to say to you and you can verify it for yourselves by getting any work on the money metals, such as Walker's work on Bimetallism, or any you want to name, that all the periods of prosperity in the modern world—I will not go to ancient times—have been periods of high prices brought on by the large productions for the time being of gold and silver before silver was demonetized.

"The periods of prosperity are periods of high and rising prices. The periods of adversity are the periods of low prices and falling prices. Wait, you ladies and gentlemen, for twenty-five years or less, until the period of falling prices and low prices sets in, and then you will see hard times and you will have reason to complain. No man wants to do business on a falling market unless he is a mere gambler. If he buys anything to-day he wants to sell it at a little more to-morrow, and if prices are falling and he has to sell it at less it is only a question of time when he is out of business. He has reason to complain of low prices, that man."

In the above Mayor Gaynor has given some sound reasoning—reasoning that many of our newspaper writers on high cost-of-living causes would do well to think over. They need to be enlightened.

Troubles in Evaporated Apple Business

There is no Government Inspection and Some Goods Are Packed in Inferior Manner—Chief Troubles Are Too Much Moisture, Causing Fermentation and Cores and Seeds—Matter Being Taken Up With Government and Packers—Three Grades Are Suggested.

That the evaporated apple business of Canada is not on as satisfactory basis as it might be, is known to many a wholesaler throughout the Dominion as well as foreign importers. The trouble seems to be due to improper attention paid by packers. Cars of evaps have been known to ferment on account of too much moisture; cases have been sent out containing seeds and cores, and apples dark in color and badly peeled have also been found.

There is, however, every possibility that improvement in the packing of evaps will be soon effected. W. H. Millman, of W. H. Millman & Sons, Toronto, has for some time been looking into existing conditions and is now in touch with the Federal Government and particularly with Hon. Geo. E. Foster, Minister of Trade and Commerce, to see whether the packing and marketing of evaporated apples can be placed on better basis.

Mr. Millman returned recently from a month's trip in Western Canada where he went particularly into the condition of evaps when they reach the wholesale grocers of the West.

He has written a letter to manufacturers of evaporated apples in Ontario calling attention to the troubles experienced through inefficient cure and packing, and suggesting remedies. In this letter he states that not less than ten different buyers asked him to look at some of the goods they received from Ontario.

"Some of them," he adds in that letter, "condemned the goods in very strong terms; a few of their remarks I would scarcely like to see in print. Of one thing I am quite convinced, if we continue sending the goods like we have sent into that country, we shall lose the business entirely.

Some Heavy Losses.

"I saw no less than five different cars in the West that were fermented, caused by not being properly cured when packed. These will be almost an entire loss. Three cars were rejected and stored to the order of the shipper, in these cases, of course, the shipper will have to stand the loss which will be almost the full amount of the invoice.

"There were many complaints that the apples were dark in color, badly peeled and cored, and small pieces of cores and seeds left in; but the worst feature was too much moisture."

"All these things must be remedied and at once.

Has Interviewed Government.

"I felt ashamed when opening a number of boxes to see that our Government allowed such goods to be shipped. I have already intimated to our Government at Ottawa that some remedy must be put in force in order to retain this profitable business, which amounts to a very large amount of money every season for the Ontario grower, and I sincerely trust that before another season passes a law will be enacted as to grading, weights and all other vital points.

"Western buyers still prefer good Ontario stock to the California goods, but the packers of the latter put their stock up more uniformly and it is cleaner, in fact, nicer in every way, so that it is up to you to improve the standard."

Mr. Millman goes on to show how neatly dried peaches and apricots from California are packed and advocates packages containing 12½ and 25 pounds as well as 50's.

Three Grades Suggested.

He is asking the Government to have a law passed making each factory register, receiving a stamp so as to identify the pack, and so that the packer may be identified if he ships inferior fruit, the fruit to be graded into three qualities, say "Choice," "Prime," and "Standard." All boxes could then be inspected to determine whether the guarantee of weight and grade are correct as stamped. This, Mr. Millman claims, would put the evaporated apple business on a sound basis. It would allow the manufacturer who puts up choice goods to get a choice price for them, whereas the man who packed only standard goods would have to suffer so far as price is concerned.

Conditions Favor Inferior Goods.

As the matter stands now there is no encouragement for a manufacturer to pack good fruit. The price is all the same, and in a carload it would probably mean a hundred dollars less to the packer to be a little careless. Competition is keen and lowest price is accepted so that an agent for a packer cannot afford to raise the price even if the goods he offers are better. With the grading as indicated above, a buyer will not object to paying more for good stock if he has a market for it.

That the evaporated apple business in Ontario is important is seen from the fact that some 200 carloads are packed annually averaging nearly $2,000 per car—$400,000 in all.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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PUBLISHED EVERY FRIDAY.

TORONTO, SEPT. 20, 1912

ROLLED OAT SITUATION.

It has been announced by millers that rolled oat prices will be advanced 25 cents per barrel on Saturday of this week. This upward movement was not anticipated. Indeed, the general impression seemed to be that lower prices were in order.

The explanation of the pending advance seems to be the scarcity of old oats of milling quality. This has been a feature for some time and certain men in the trade wondered at the recent decline in the face of this fact. The approaching new crop no doubt was the weakening factor. However, shortage in milling oats has become more acute. Some mills have not had enough to keep running. Thus the advance.

The trade are now concerned regarding what can be expected of the future. The oat crop in Canada promises to be large, although there has been some talk that frost may impair the milling quality of unharvested crop. Indeed this was offered in part by some millers as cause of present firmness. In a good many places unripe oats are being cut for green feed but in as many more places farmers have not yet abandoned hope of saving balance of the standing crop.

It is still held that crop promises quite well, the yield across the line is large and this should work for easiness when new crop starts to move freely. However, much depends on detrimental effects of adverse conditions now making their appearance.

LEMON PRICES HIGH.

Following last week's warm weather which stimulated demand considerably and cut further into already well depleted stocks, lemon prices have been advanced at several centres. Indeed they have attained a record figure on some markets.

These further advances do not come altogether as a surprise for it has been pointed out before that no shipments of any account will be coming along before new crop from Sicily, and that present stocks will have to tide the markets over to that time, which will probably be close on November 1.

Conditions vary somewhat on different Canadian centres, but in some places stocks are decidedly small. Of course supplies may be secured across the line, but at equally high prices. California lemons are naturally high also.

We have had a high lemon market all summer and it seems as if prices will continue high until new crop arrives. Advance prices on new crop Sicily stock also indicate a higher opening figure than last year, by about 25 to 50 cents per case.

COCOANUT SUPPLIES SHORT.

Cocoanut manufacturers are experiencing great difficulty in securing supplies, owing to considerable juggling going on in markets at the centres of production. It would seem that the growers are now in a position to demand just what price they fix so well has the market been cornered, and some slight indication of the way things are going against Canadian manufacturers is given in the fact that prices have advanced 60 shillings within fourteen days.

Bearing this in mind, retailers should act accordingly. Authoritative proof has been secured that the amount of cocoanuts reaching Canadian points now is insignificant compared to what it should be.

When supplies of raw material are not forthcoming the finished product must be difficult to secure.

NEW BUSINESS FOR THE GROCER.

June may be acclaimed as the month of many marriages but apparently it has a close competition for the honor of first place in the present month. A glance at the marriage columns of the daily papers brings home quite forcefully the fact that September brides are quite plentiful this year—quite a crop, as the farmer would say.

Brush aside the question of this being leap year. Far be it from anyone to even intimate that this has any bearing whatever on the numerous September marriages. The real important point to the grocer is that many new homes are being opened up throughout the land.

To the live grocer this gives a cue which will undoubtedly mean more business, for the trade of the newly married couple is desirable. As they are just entering the realm of housekeeping, there is an extensive supply of groceries which they will require. Even this initial business is worth going after, but in addition it means also the likelihood of securing their trade for some time to come.

All those aggressive methods which the live dealer adopted during June to attract the attention of the new bride may well be repeated by others along the same line brought into play.

Suppose that the young couple have just returned from their bridal tour. They cannot live for long on the proverbial love. The pantry must be stocked. Some one is going to get the business. Does it not stand to reason that the dealer with an ad in the local paper or a window display directly appealing to them will secure their trade?

The window is a big factor in getting this business, and some attractive trims along this line that will bring good results may be arranged. An appropriate setting is of course essential and it will pay the grocer to give some time and trouble to a window. Not only will it catch the eye of the newly married, but it will interest all others and accordingly possesses a general advertising value.

WHY MIDDLEMEN MUST EXIST.

The man who says the "middlemen" must be eliminated, has as much chance to see the realization of his

dream as a boiled snowball has to exist. Middlemen are those who come between the producer and consumer, and while we may be able to get along with less middlemen, yet we cannot without them at all. They are an absolute necessity.

On another page of this issue there are some very inspiring extracts from a speech made some time ago by Mayor Gaynor of New York City. The Mayor was talking to middlemen—in this case they were commission men from various parts of the country—and he told them in simple language and by simple illustrations why middlemen were necessary. The article should be read by every dealer because of the simplicity and forcefulness of the conclusions arrived at.

Gaynor would be quite pleased to see the farmers and other foodstuff producers come into New York and sell direct to the consuming public if they wanted to; but they don't. They haven't time to stay a week peddling their wares about the city. If they did that, they would have a storage to maintain, and an office as well as extra help. This is not their purpose. The majority want to get their produce to a market as quickly as possible, and with the least work and worry. Price comes next. So naturally it has to go through the hands of men who have facilities for storing those products and selling them when a market arrives.

This explains the existence of commission men and wholesalers who in turn sell to the retail trade because they have not the facilities to retail themselves. If they could make more money selling retail, then naturally the majority would sell that way.

And so in an effective manner does Mayor Gaynor tell of the need of the middleman. He also talks about the high cost of living and shows how politicians for party purposes and others are so anxious to lay the blame on the tariff or other local alleged causes, such as the middlemen, when as a matter of fact, this high cost of living is world-wide and due to small production last year and hence, small supplies.

IMPROVING EVAPORATED APPLES.

The tide of foodstuff demand in Canada has for many years been swinging to quality and purity. Yet in the case of evaporated apples—as will be seen from another page in this issue—there is apparently no government regulation that induces manufacturers to pack a high-grade fruit. The result has been that many packers have continued to put up inferior goods, thereby sacrificing reputation for reduction in manufacturing cost, and placing on the market an article that is difficult in many cases to sell.

An interview with W. H. Millman who has recently returned from a trip west, shows that goods are being sent there from Ontario which turn out unfit for use. At the same time similar goods are being sent to Holland and other foreign countries, all of which is bound to reflect on Canada's honesty.

If Mr. Millman succeeds in placing the evaporated apple business on a better basis, the thanks of the trade are due him. His proposition to the government is that each packer will register, probably at a nominal fee, so that he will come under the jurisdiction of government supervision. He will then be given a stamp with which to mark all his goods, by which means they will be traceable wherever sent. Goods will be divided under three grades, namely, Choice, Prime, and Standard, so that a packer will be able to get more money for best fruit.

The matter is now being taken up with the Minister of Trade and Commerce and any good results derived will be very acceptable to those who sell evaporated apples to the trade.

TREND OF COST OF LIVING.

The decline of two points in the Department of Labor's index number of wholesale prices for July, after a continuous rise for twelve months, was followed in August by another drop, the index number standing at 133.4 as compared with 134.8 the previous month. Last year, however, at this date it stood at only 127.2.

The decline during August was due chiefly to decreases in prices of grains and fodders, fruits and vegetables, with slight increases in dairy products, fish, metals, and coal. These index numbers are percentages of the average prices of some 250 articles during the decade 1890-1899.

This follows up the contention of The Grocer made in last week's issue and further illustrates that the trend of living cost is downward. This is attributable to the natural cause of increased production which will likely be felt at least to some extent the world over this year.

EDITORIAL NOTES.

Watch for The Grocer's Annual Fall Campaign Number of October 11.

* * *

Don't hand anyone a lemon. They cost a lot of money these days.

* * *

Many a kitchen just now finds the housewife amidst pickling operations. See that she gets the best spices.

* * *

We are in general having bumper crops in Canada this year. Even the crop of September brides is a record one.

* * *

When the mayor of a city like New York says the middleman is a necessity, his reasons are worth studying.

* * *

It is now said that rolled oats will advance. Higher prices can't even leave our porridge alone.

* * *

Court the favor of the September bride as fervently as the party of the first part did, and it will mean a good deal more trade for you.

* * *

If the weather man were human his ears would tingle practically all the time. He has now caused the bean crop in Western Ontario to disappoint many of us.

* * *

Every dealer should give his best efforts now to sale of late fruits for preserving. The season will soon belong to the past.

* * *

The ageing of wine by electricity has been followed by the ageing of cheese by the same method. Ageing seems to be easy, but there is a fortune awaiting the man who can restore the youth of an egg or a salmon trout.

* * *

A Montreal painter's daughter became hysterical when the family grocer asked her to pay a bill. Her mother followed suit and the husband has to stay home to watch them. Now he is suing the grocer to recover the lost wages. Should he win the suit, those dealers who do not sell for cash will undoubtedly be in grave danger.

Schedule for the Automobile Driver

Making the Boys Do Their Own Thinking and Get Use of Brains of Others—Benefit of Having Definite Duties for Employes to Perform—Keeping the Car in Good Shape for Delivery.

* By Henry Johnson, Jr.

I was figuring on how best to handle the auto problem after I got back to manage my store. The entire proposition was new to me, because I do not know a thing about autos—hardly know a wheel from a cylinder. Moreover, I have some pet theories about this. One is that I do not have to know; another is that I do not want to know. My reasoning is that I have not known up-to-date, yet autos have reached great development. If they have got this far without me, they will probably go the rest of the way. I never knew much about horses—could not tell a single "point" with any certainty. Yet for years I had bought, owned, sold and buried horses—why not the same with autos In other words, why should I know EVERYTHING in detail, about my business

What is the Expert For.

Stop to think of some of the advantages hereof. If you do not know a thing nobody puts anything up to your judgment. Then you are in position to put it all onto the "expert" whom you have hired because he said he could do this work. You can simply say: "The car does not run. It is up to you. If it does not run to-morrow morning, we shall not need you any longer, for we must have men who can keep our cars running." I soon had a chance to try this theory.

On the basis, I suppose, that " a new broom sweeps clean," the driver who is supposed to be the prime expert in our force—and I now say supposed advisedly—came to me with a confidential air and asked me, kind of "man-to-man," if I did not think his car should be painted up again. I went with him to the back door, where his car was standing and said: "Well, let us see about this. Maybe it does and maybe it does not. Let's look." I looked accordingly and then I said to him: "Howard, how long is it since that car has been washed?" He was a little nonplussed for answer: but stammered something about "few days ago; could not get onto the wash-table," etc. Then I said: "My boy, you and I shall have to talk this all over at leisure. We must get better acquainted so we understand each other. Meantime I can say to you that I am always ready to have my equipment kept up in the best manner—up to the minute—and like it that way; but I must have co-operation before I can do that. For instance, can you tell me what good it would do for me to paint that car all up if you are not going to keep it clean? If you show no pride in your car—YOUR car, I said—of what use will my pride be?

Proper Attention Not Given.

"Now, I have a theory that our auto management is all wrong. Do not get excited now; I said OURS not yours. Yours is wrong, but that is only partly your fault. It is up to all of us. Let us plan a way to avoid that in future. Let us find a way to make our management, including yours, scientific and efficient. Now, I know that we are not doing the right thing by our cars. They are greased, oiled, washed and adjusted not as a matter of routine, but when we think they need it—or when they fail to go any further; and such failure is always due to our faulty handling aforesaid.

"I am satisfied that if we gave our autos certain routine, daily care, like we would give a horse, we shall avoid trouble entirely; have our cars constantly on the job; cut repairs to a minimum and have things ship-shape every day in the year. But we must be forehanded to do that; we cannot be careless and be sorry afterwards. Do you agree with me?" Howard did agree—with his mouth—heartily.

So I set him at the task of planning a routine. I had him meet me on a closed afternoon and we talked over everything. When I talked about washing, he asked me if "I thought it was fair" to ask a man to wash a car after a hard day's work—and I told him NO. I did not. But I did consider it fair, and right, for him to go to work at 6 a.m. instead of 7; and put in two hours every morning on certain fixed duties in connection with his car, going over such duties regularly, every day, and just so much every day. With horses to handle, he would be at the barn at 6, would have to work all day, and would have his barn work to do at night, no matter when he got in. Why, then, should he not put in nearly as many hours at a neater, cleaner job, seeing especially that he was getting much better pay? He agreed. So I set him the task of figuring out a daily schedule, and I want you to note that part of it particularly because it is important. Had I set the pace and told him what to do, it would have been my plan—see? Then if he had failed to work it, the fault would have been mine. But as he made the plan himself, he cannot go back on it very well; for if he fails to make it work, or does not live up to the hours, I simply say: "Your plan, you know, Howard—not mine. Surely you can live up to the schedule you devised yourself." There I have him. Here I will insert the Schedule and comment further next week, for this is a big subject and I like to go into details, because in that way I hope to enable you to benefit from my experience. Here it is:

Automobile Work.

Note.—The boss only hires you; he does not promote you nor fire you. You do the promoting or firing yourself. All the boss does is endorse your decision.—This is truth. Think it over.

* * *

Don't turn steering wheel while car is standing—that cuts the tires; it does not simply wear them.

Don't reverse engine or go backward until machine comes to a full stop.

Don't speed engine while standing still. Reduce speed to a minimum.

Don't try to break speed limits. Slow down while crossing tracks or other rough places.

* * *

Daily Routine on Cars.

Work to begin at 6 o'clock sharp every morning.

1. Monday (a.m.).—Wash car; fill grease cups; grease wheels; fill sight feed pump oiler; examine fan belt, adjust if necessary; see that all taps are tight; fill crank case; get order book.

Noon.—Clean timer; fill crank case; examine spark plugs.

(Note.—Once each week, in afternoon by special arrangement, chains to be cleaned and boiled in tallow.)

2. Tuesday (a.m.).—Wash engine; oil crank and transmission case; clean timer; fill sight feed pump oiler; examine and adjust fan belt; get order book.

Noon.—Fill crank case.

3. Wednesday (a.m.).—Oil differential; fill sight feed pump oiler; turn grease cups; wash car; examine and adjust fan belt; fill crank case; get order book.

Noon.—Clean timer; examine and adjust clutch bands; examine steering gears; fill crank case.

4. Thursday (a.m.).—Examine spark plugs; clean timer; fill sight feed pump oiler; oil crank and transmission case; examine and adjust fan belt; get order book.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Noon.—Fill crank case.

5. Friday (a.m).—Fill sight feed pump oiler; turn grease cups; wash car; examine and adjust fan belt; fill crank case; get order book.

Noon.—Fill crank case; clean timer.

6. Saturday (a.m.)—Oil crank and transmission case; clean timer; fill sight feed pump oiler; examine and adjust fan belt; go over brass work; get order book.

Noon.—Fill crank case; adjust valves.

Go over all valves every fourth Sunday, beginning July 14.

Be ready for delivery work at 7.55 every morning.

Make no alteration in the schedule and do not deviate from it in any manner except on order; but suggestions are always gladly considered and orders will be promptly issued for improving changes.

Remember: Schedules are not automatic—things do not do themselves.

JOHNSON & SON.

Comments on Outside Grocery Displays

Member of R. G. A. Would Prohibit This Altogether—Question of Early Closing Discussed—Does it Affect Business if Neighbors do Not Close as Well?—More Members Wanted to Attend Meetings.

Toronto, Sept. 19.—(Special).—The displaying of goods outside, the matter of early closing and the desirability of having a larger attendance at meetings were some of the questions which came up for discussion at the monthly meeting of the Toronto Retail Grocers Association on Monday night.

In regard to outside displays, D. W. Clark would be in favor of a law forcing everything to be kept inside, and even cutting off the 18 inches which is now allowed at the front for display purposes. He would include not only food products, but hardware and other lines.

"There are many merchants putting in costly store fronts for the sanitary display of goods to advantage," he protested, "while others will take up the whole walk. I think everything should be kept inside so that people can see what is in the windows."

An Opposition Voice.

"I am not in favor of such a law," declared J. S. Bond. "Some stores are very small and have to show many lines outside. It is all right for the big stores, but 75 per cent. of the grocery stores off the main street are small."

The much discussed question of early closing was again on the slate. A member wanted to know why an early closing by-law for grocers couldn't be enforced.

"The way to solve the question," said J. S. Bond, "is to have all grocers pay a license. It need only be a nominal fee, but it would bring the grocers under civic control and make the enforcing of a by-law possible."

"That again brings up the question of defining a grocer," commented Bailey Snow.

"Why, any one who carries any groceries," announced another, "is a grocer."

Early Closing Didn't Hurt Him.

D. W. Clark thought that it didn't make any difference to a grocer whether his neighbor closed or not. All did not agree with this, however, although S. W. Hall had an example to back up this statement. He used to keep open until late hours. He then started to close at 8 o'clock, and it had no detrimental effects whatever on his business.

"Why can't something be done to increase the attendance at our meetings," said C. Fry. "We haven't nearly as many attending as we should, considering our membership. To get best results we need to get the members out, and I think that something along the social line would prove a drawing card." He suggested something like a euchre contest between the east and the west ends of the city.

"The cold nights are coming on now," followed J. S. Bond," and we ought to be able to get more members out. We have many new members who have never attended. We could have some social entertainment here that wouldn't cost much, but which would bring the members out."

D. McLean reported on the excellent outing which the Toronto Grocers had at the Hamilton Hump, while D. W. Clark had some kind words to say about the hospitality of the London grocers.

Heard at the Meeting.

"I think I will close on Wednesday afternoon the year round. I would like to close Saturday at 1 o'clock.

"I would close on Wednesday afternoon all the year round if my neighbors would."

"I hear there is an agitation on foot making it necessary that every peddler have a shop or place of business."

"There would be a big objection to licensing grocers. Taxes are already high."

"Yes, I have to pay $4.60 for the sidewalk area to light my cellar."

"We soon won't be able to look outside without paying."

"We have made a rule that all orders given after 12 o'clock will not be delivered until next morning."

Following items appeared in The Canadian Grocer of September 23, 1892:—

"Ganong Bros., confectioners, St. Stephen, N.B., have opened an office in Toronto at 67 Yonge St. Mr. Lyle, who has lately been representing them in British Columbia, has been transferred to Toronto."

Editor's Note.—Ganong Bros. are still in business at St. Stephen, after the lapse of twenty years.

* * *

In our issue of September 23, 1892, a report is given of a meeting of the London, Ont., Retail Grocers' Association at which election of officers took place with the following result: President, W. H. Ferguson, (re-elected); vice-president, Jno. Moule; secretary, E. Sutton, (re-elected); treasurer, C. J. Wall, (re-elected); directors, J. L. Fitzgerald, W. H. McCutcheon, F. Harly, R. A. Jones. T. Rowat and L. H. Scandrett were elected auditors.

* * *

Twenty years ago at this time the Canadian Industrial Exhibition was being held in Toronto and in this connection this item will be of interest:

"The following merchants called at the office of The Grocer last week: Wm. Jewell, Oshawa; W. A. Grier, Owen Sound; A. Baird, St. Mary's; W. B. Hogarth, Tilsonburg; Geo. P. Leith, Spry; C. W. Belding, Katrine."

IS THIS GOING TOO FAR?

A little girl came into the store with an order for two pounds of sugar, a package of starch, some flour, salt and coffee. Her purchase came to 87 cents.

"Mother will have a dollar to-morrow," she said, "and she will pay you then."

The grocer nodded, "all right."

"And she wants the change now," the child added. "She needs the money to buy thread."

Again Time to Push House Cleaning Goods

Semi-Annual Cleaning Fever Now Prevalent—Extensive List of Goods Housewife Will Require—Value of Getting Early Start—Possibilities in Brushes and Polishes—Methods to Use to Get Best Results.

It's in the air. It has been so ever since the advent of the fall days. You yourself have probably noticed it. You get up some fine morning to find an uneasy look on the countenance of your wife or mother, as the case may be, that is difficult to interpret. You have seen a similar look before, but cannot remember exactly when. You half feel that she is going to suggest that the lawn needs trimming. But no, it is not that. When you return at night, she is viewing the parlor with that look that plainly denotes that it pleaseth her not. You know then what is coming. At dinner she calmy announces that a terrible amount of dust and dirt has collected about the house during the summer and that she is going to begin fall housecleaning shortly.

Cannot Check the Fever.

Thus it is in myriads of homes throughout the land at the present time. An epidemic of house-cleaning is on the way. There is no use in trying to check it, for like any other fever, it must run its course. The average woman is never satisfied unless she is moving things about the house and in general attempting to add to its attractiveness.

This usual fall activity which is already looming up large is bound to prove of a great deal of benefit to the grocer for the housewife will be wanting a variety of house-cleaning necessities for her campaign. This trade the grocer should prepare to care for. He should do so early.

Get Started Now.

There is much to be gained by getting off to an early start. The sprinter in the race knows well the advantage of it and so should the business man in the race for trade. It is almost a self evident fact, but like many other truths, it needs to receive emphasis at times. This is one of those times.

There are always a certain number of people who do things early in the season. This is shown in the case of preserving and pickling, but is more marked in the case of house-cleaning. The housewife can hardly restrain herself until she gets started tearing the carpets up and the curtains down and really gets the semi-annual clean up under way. For this reason a display early in the season is likely to create more interest and business than later on. It will mean immediate business from those who have already been considering the question while it will pave the way for business with those who are a little tardier.

The Demand Exists.

This is recognized by live grocers and already some dealers have opened their campaign and are finding good results. There is no denying the fact that there is going to be a demand. People have returned and are returning from the summer resorts. Their homes have been closed during the summer and will require no little attention. Even those homes which have been kept open will be found to have collected a great deal of dust and dirt and the cooler weather naturally suggests to the housewife that it is time she was cleaning up.

Lines to Push.

There is quite an extensive variety of lines which are in demand for housecleaning and in which the dealer should not only now anticipate his wants, but begin to push. The outstanding article which will be in demand is of course soap, and the grocers should see that the housewife is kept well supplied with this essential. Then we have liquid and powdered ammonia, dust absorbers, borax, soap powder, polishing powders and creams, cleansers and lyes, all of which have their particular merits which the housewife should be made acquainted with.

Get After Polish Trade.

A line of endeavor which in some cases has not been worked to best advantage by the retail grocer and which offers marked possibilities is the sale of polishes. The dealer should not be content with featuring stove polish only as is frequently the case, but should also push furniture, wall, silverware and metal polishes, all of which have their special purpose in the household, and will find considerable sale if their good points are properly exploited.

Brush Possibilities.

While on the question of housecleaning and the lines which are required in the work, it is well to give some emphasis to the trade in brushes.

The major portion of this business of recent years has been going to the mail order houses and departmental stores, and apparently for no other reason than that smaller retailers have not been giving them the required amount of attention. True it is that every grocer keeps scrub brushes and probably stove brushes, but this far from completes the list of brushes which the housewife requires and the grocer and general merchant can handle to advantage. There are stove brushes, bannister brushes, window brushes and hair floor brooms. Then come cornice dusters for ceilings and walls, glass jar brushes and plate brushes. These all have their special uses and will find sale if properly pushed.

Methods to Use.

Having decided that the housecleaning trade is worth going after and the lines which will be required, the question of how to present them to customers so as to create business arises. It should be the endeavor of the grocer to create a housecleaning atmosphere. This can be done by having the goods prominently on display by an abundance of show cards featuring them and by talking them strongly to customers.

The value of an attractive window trim of these lines should be considerable, and a window should be devoted to them as often as possible during the season. Last, but by no means least, as a means of creating sales, comes advertising. All combined bring the best results.

SALMON CANNERS AFFECTED.

British Columbia salmon canners are confronted with the possible embarrassment of their operations in France as the result of a bill now pending before the French Parliament. Some years ago the sardine industry in France suffered severely from imitations, such fish as pilchards, sprats and small herrings being tinned in the same manner. In 1906 a law was passed directing that in the case of sardines, tinned vegetables and tinned plums, the name of the country of origin should be stamped on the bottom of the receptacle in letters at least four millimetres (about one-sixth of an inch) high.

A bill now is pending in the French Chamber extending the law of 1906 to "all foreign fish preserves" entering France. It was at first proposed to include lobsters in this enactment, but this has been dropped. The British Columbia canners take the ground that it would be impracticable so to mark their cans; their trade with France amounts to only some six per cent. of their total output.

No accusation is made in France against the quality of Canadian salmon. It is understood that the French authorities take the ground that it would be impossible to discriminate in favor of Canada against other countries.

Current News of the Week

Quebec And Maritime Provinces.

Ephrem Corbeil, grocer, Montreal, has registered.

Kyle & Stevenson, grocers, Montreal, have sold to Mitchell & Peniston.

The new warehouse of Fraser, Ltd., Montreal, wholesale grocers, is almost completed.

Moffatt Scott & Co., has sold his general store at Campbellton, N.B., to James P. Alexander.

Labrecque & Pellerin, Montreal, have apopinted John J. Gilmor & Co., Winnipeg, agents in Western Canada for their jams and catsups.

The Eastern Trading Co., Limited, has been incorporated to take over the general store business now carried on by A. G. Clough, Ayer's Cliff, Quebec.

The Auto Roachkiller Co., Montreal, will soon occupy new premises on St. Vincent St. S. Pelland, formerly with the Sapho Mfg. Co., Limited, Montreal, has assumed the managership of the company.

Bernard Pink of E. &T. Pink Co., London, has arrived at Montreal, where he will spend a few days prior to visit to Toronto. After that he will call on importers throughout the Maritime Provinces and Newfoundland.

The Harbor Commissioners of Montreal intend increasing the capacity of their oldest elevator by over 1,500,000 bushels. The new elevator being built on the wharf is nearing completion, the capacity being unusually large.

The Oriental Produce Co., 743 St. Lawrence Boulevard, Montreal, have made arrangements with the MacLaren Imperial Cheese Co., Limited, of Toronto for the handling of their specialty. The manufacturers have also secured larger premises.

The Shell Fish Commission appointed by the Dominion Government to investigate into the shell-fishing conditions and the general workings of the industry about the Maritime Provinces, assembled in St. John, N.B., last week, and heard much evidence of an important and profitable nature. Some local dealers were before the board and gave testimony regarding local conditions, and spoke of ways in which they thought they might be improved upon.

The authorities responsible for the paving and repairing of Montreal streets and lanes must think that wholesale grocers are blessed with a more than ordinary amount of patience. On Saturday last workmen started to tear up the lane at rear of Mathewson's Sons' wholesale grocers, establishment and instead of beginning at the end where no shipping took place, they placed a barrier at both ends, thus blocking both exits, with the result that the firm in question had to remove all goods through the offices with a great amount of annoyance. One would imagine that due notice would have been given so that arrangements could have been made to have the goods lowered from the roof!

Ontario.

J. V. Ross has sold his grocery at Belleville, Ont.

A. M. Young, grocer, Toronto, has sold to J. W. Harper.

Lavalley & Bertrand, grocers, Ottawa, are succeeded by Fred Lavalley.

Thos. S. Blues, grocer, Seaforth, Ont., has sold his business to Wm. W. Reid.

Spiers, Peter & Co., grocer, Carleton Place, Ont., have sold their business.

The general store of Wesley Babcock, Hartington Station, Ont., was destroyed by fire last week.

Woodville & Son, Welland Ont. will add a cold storage building to cost $4,000 to be used in connection with their canning factory.

Besides the confiscation of several other kinds of edibles there were 9,508 pounds of fish sent to the crematory in Toronto last month.

M. G. Parrington, who has been conducting a general store at Dunsfoord, Ont., which he purchased from Wilmot F. Webster, of Oakwood, has sold to R. Bradley.

A. B. Damude, of A. B. Damude & Co., general merchants, Fonthill, Ont., was married on Sept. 11 at Jarvis, Ont., to Miss Kathleen Ross. Mr. Damude has been identified with the above firm for about two years.

Mathews-Laing, Limited, will erect a cold storage warehouse and wholesale house at Fort William. Plans which call for the erection of a new building at an estimated cost of $50,000 have been prepared and approved.

J. E. McIntyre, Alvinston, Ont., has disposed of his grocery business to James Karr, who will take possession the latter part of the month. Mr. McIntyre will remain in Alvinston.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, spent three days at the London, Ont., Fair last week, judging light horses. Mr. Millman has been a judge of horses at this Fair for 10 consecutive years.

Two "young fellows" connected with the grocery trade in Toronto are off on a trip to Winnipeg this week. They are R. Davies, Sr., who has been in the grocery business in Toronto for 35 years, for 25 of which he has been located on Homewood Ave., and James Mortimer, who for 41 years has been a traveler for Christie Brown & Co., of Toronto. They will be gone a month, taking in Chicago on their trip.

Western Canada.

Reginald Welch, grocer, Victoria, B. C., has sold his business.

M. Ostorowski, grocer, Winnipeg, is succeeded by D. Wassal.

Hardy & Co., general merchant, Midway, B.C., has sold to J. G. McMynn.

A. Thompson has sold his general store at Oak Lake, Man., to Breber & Tipp.

Berry & Roth, grocers, Regina, Sask., have dissolved. C. S. Berry will continue.

W. J. Ruston has purchased the general store of W. Mowat at Cypress River, Man.

O'Keefe & Martin, Vernon, B.C., have purchased grocery stock of Cooper & Christien.

Lokmann & Molitor, grocers, Windthorst, Sask., have sold to Orth-Newkirchen & Molitor.

C. C. Cronk & Co., general merchants, Moose Jaw, Sask., have been succeeded by N. H. Carswell.

Escott & Harmer, Winnipeg, have recently been appointed agents for Acadia Sugar Refining Co., in Western Canada.

The Canadian Grain Company, Limited, has been incorporated with capital of $100,000. Head office is in Saskatoon, Sask.

C. H. Glanville, Vermilion, Alta., has bought out the Granville, Hughes Co. He will open a grocery department about Oct. 1.

The convention of the Associated Boards of Trade of Western Canada was held in Moose Jaw, Sask., on Wednesday and Thursday of this week. A report of the proceedings will appear in next week's issue of The Grocer.

THE BEAN CROP IN KENT.

Estimate Fallen Somewhat, Due to Unfavorable Weather.

Chatham, Ont., Sept. 19.—Special.—Earlier in the season, it was forecast that, with favorable weather and satisfactory conditions generally, the Ontario bean crop would reach 800,000 bushels, the lower yield per acre this year being counterbalanced by the large acreage shown.

Since then, the conditions have hardly come up to the sanguine expectations on which this prediction was based. There has been considerable wet weather, together with one or two very severe storms, which were reported at the time to have done much damage to the beans. As a result, the crop will fall considerably short of the 800,000 bushels predicted.

Bean pulling is now in full swing, and it is still problematical how the crop will turn out. On the underdrained clay lands, according to the statement of Warden James Clayton, the crop will run about 20 bushels to the acre.

The conditions for harvesting thus far have been good, there being little rain recently, and this will help to save what is left of the crop. The warm weather in the first half of September has also helped the crop to mature successfully.

Reports Half a Crop.

According to the statement of Edward Brien of Howard, who has been traveling through the bean growing section as judge of the field crop competitions for the Ontario Bean Growers' Association, beans generally will be about half a crop. Allowing for an acreage larger than usual, this might, at a rough estimate, give a yield of 600,000 bushels. Anything approximating an exact figure is hard to reach, however, owing to the rather contradictory reports from the growers themselves. Generally, however, beans on high lands, or lands well underdrained, will still make a fair showing, while on low lands they are a total or practically total failure.

While exact figures are really unobtainable, there can be no doubt that weather conditions this year have been decidedly hostile to the bean crop, and that, as a consequence, there will be a marked shortage from the 1,000,000 bushel crop which has been reached in favorable years.

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The Salada Tea Co. have opened offices in London, England, at 41 Eastcheap, corner of Rood Lane. This is in the heart of the tea district.

COMING OUT OCT. 11.

Readers of The Grocer will again soon have the annual Fall Campaign Number at their disposal. It will be issued on October 11, and we can confidently say in advance that it will be the most practical issue of The Canadian Grocer, readers have ever received.

Coming out as it does at a time when grocers are buying and otherwise preparing their fall and Christmas campaigns, it will contain ideas that will prove of value immediately—ideas that can be made to bear fruit while the fall plans are in the making.

Already the editors are in a position to announce some strong features.

Ever hear of a grocery store with a gallery? Of what use would one be? An article will appear in the Fall Number telling of a bright Ontario dealer who has built a gallery in his store. The above questions are answered.

How will you dress your 1912 Christmas window? is another pertinent question. Have you made your plans yet? The Fall Number will contain a fine collection of displays from different parts of Canada of Christmas goods. They are prize winners and will aid you in your plans.

A Kingston grocer has departed from the beaten path. He now sells goods from sample only. He has endeavored to construct an interior as highly sanitary as possible. The floor, for instance, is of marble. He gives his reasons for the change — a change which was made after an experience of twenty years. His equipment, too, is described with its uses.

Still another dealer tells how he gets the early trade for Christmas goods. "I have the bulk of them sold," he states, "while others are awaiting supplies."

These are but a few samples to show what the Fall Campaign Number of The Grocer will be like. You can count on it for a wealth of new methods that will assist you in your business.

And every merchant is anxious to increase his own business. October 11 is the "coming out" date.

RAINS DAMAGE BEAN CROPS.

Harvest Will not Likely Be as Large as Expected—Mildew on Some of The Pods.

Toronto, Sept. 19.—The bean crop in Western Ontario, according to W. H. Millman, of W. H. Millman & Sons, sustained a severe setback on account of the recent rains. Mr. Millman has recently been in Middlesex County and brought home a sample of the beans in the pod, showing how they were affected by the moisture. Mildew had started on some of them which, as soon as it gets through the pod, colors the white bean a brownish tint.

If too much rain had not fallen the bean crop would have been a splendid one. The acreage is 25 to 30 per cent. above last year and would even have been larger if many farmers had not gone into tobacco growing. In spite of the fact that the acreage is larger, Mr. Millman claims the crop will be 30 per cent. less than year ago, and there will be more poor beans as well.

The wet weather has also delayed harvesting. Last year they were being gathered in before now, but this year the harvest is two to three weeks later.

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MASON ON THE THRIFTY MERCHANT.

Walt. Mason frequently describes some splendid truths in his quaint prose verses. Here is one of special interest to the retail merchant:

"To-day I called at Beeswack's store to buy some boneless cheese. The rain was falling with a roar, the mud was to my knees. Old Beeswack and his merry clerks were pawing through the shelves, and cleaning up the whole blamed works as though they'd strain themselves. 'Why not sit down,' I said, 'and rest, this wet and woozy day? No customer or moneyed guest will come along this way. Why not sit down and let things slide, and nurse your jaded feet? Why not sit down and point with pride and nuts and herring eat?'' Old Beeswack paused a moment brief, and said with a passing frown; 'The greater part of human grief is caused by sitting down. When days are bad and trade is slack, the foolish merchant sits, and broods until he breaks his back and has conniption fits. And people coming to his joint will see him mooning there, and from his portals they'll aroint, and blow their seads elsewhere. And so I whoop around my store with high and active jumps, and no one's head is getting sore and no one has the dumps.' I bought three cans of potted snuff, and muttered as I went: It's better far to make a bluff than roll in discontent.''

Latest Review of the Grocery Markets

Opinions on Sugar Differ Considerably—Evaporated Apples Will be Low This Year—Beans Will be a Short Crop—New Valencia Raisins Have Arrived—Fall Preserving and Pickling in Full Swing.

QUEBEC MARKETS.

POINTERS—

Sugar—Needs attention.

Coffee—Somewhat firmer.

Montreal, Sept. 19.—Sugar is a leading line in demand at the present time on account of the large volume of preserving being done. Refined remains unchanged at $4.96 per cwt., locally which should look cheap when compared with the figure ruling one year ago namely $5.95. This was the time when sugar reached its record height. Market at present is interesting and needs attention.

Trade in general lines is progressing favorably and jobbers are looking forward to a good fall trade.

SUGAR.—Market remains firm and is in an interesting condition, so interesting ,indeed, that it calls for close attention.

That the unsold Cuban sugars have been reduced to a small figure, goes without saying due to recent purchases by the U.S.A. refiners, and it is further reported that frequent attempts have been made to secure old crop European beets on same basis as last heavy purchases, but no transactions have been negotiated so far along these lines. Still, there must be a reason for the inquiries for such supplies and it is the underlying motive which will give the trade an idea of what is uppermost in the minds of those deeply interested in the future trend of the market.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 [illegible]
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—A fairly good trade is now passing in molasses, and as competition is getting stiff, prices may go up a little. Crop reports from the Islands are none too healthy just now as it is expected that besides being late the out-turn may also be short.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—It would seem that the present prices on the coast for Californian products are eyed with some suspicion, if we might thus use the word, because market has become decidedly dull and buyers are few. It is reasonable to suppose then that large buyers are waiting for a reduction in price, or at any rate are determined to postpone purchases until they are fully satisfied that coast prices are solid.

Prunes are not moving as freely as one would expect for the simple reason that considerable old crop fruit purchased at a high price is still held and to put prices down to 1912 basis would mean a complete loss and that is against human nature. It is pretty certain, talking about the new crop, that conditions are by no means and have never never been reassuring and well posted dealers are not inclined to expect more than 25 per cent. of a total crop. The effect of the excessive rain is to rot the trees, and rotten trees mean cracked fruit.

The quality of the new dates from Persia now arriving is said to be excellent. The market practically everywhere is dry of dates so that we may expect some temporary flurry in prices as the various cargoes arrive.

Currant market is firmer but prices are not yet quoted for new crop now arriving.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS.—Japan teas are now in limelight and the excellent cup quality promises a big season in this line at any rate. Jobbers are reported to be highly pleased with the appearance of the leaf, and as prices are favorable, a good trade is passing.

A good trade is also being done in good quality Ceylon teas.

China teas are coming along also but prices are high owing as previously reported to the heavy rate of Exchange.

COFFEE.—While no advance was recorded last week yet the tendency of coffee prices was upward. The cause may, of course, be attributed to bullish weather news, this time hail and frost being responsible for the alleged damage. Needless to say there was no change in prices locally nor as previously stated can we see any prospects of a decline for some time to come.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—The demand has not got near to point reached this time last year, and millers are not so pleased. The nutmeg market is firmer, while peppers are again becoming erratic. Gingers are a little easier but may stiffen up again, as stocks are getting low.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Trade locally is good and some nice business was transacted as a result of the Jewish festival. Bordeaux halves are still firm but no further advance has been made on prices quoted last week which at time contained an addition. Brazils are dull.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10¼	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32

Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop..	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¼
Coon, roasted	0 08¼	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 27	0 28
Brokens	0 27	0 29

RICE AND TAPIACO.—Market presents no new features, the same slowness prevailing owing to high levels being maintained in centres of production; nor do wholesalers here see any indication of a break up in the near future.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS—

Sugar—Opinions differ.

Valencia Raisins—New stock in at 10 cents.

Beans—Will be high.

Evaps—New goods low.

Evap Peaches and Apricots— Some concessions here.

Toronto, Sept. 19.—Business is running along in even lines with wholesalers reporting no particular cause for complaint. Farmers are rather busy yet and this may have some effect on trade in the country but pickling and preserving is proving beneficial to business.

Retailers are busy just now with preserving necessities. There is an exceptionally good crop of peaches this year at reasonable prices and the amount of preserving being done by the housewife is tremendous. Accordingly there is a big demand for sugar. In fact one refiner reports it as brisker than they have ever had it at this season before. Shortage of sugar with some firms is reported.

First new crop dried fruits are in, Valencia raisins arriving this week. Evaporated apples are also on the market.

SUGAR. — Opinions on the sugar market vary considerably. While there are those who look for a steady market, others anticipate a weakening. "I think that the time for adjustment of prices is near at hand," said one man this week "and that the next move will be downward, in view of the lower quotations on new beets which are now at 10 shillings as compared with 12 shillings a while ago."

"The market is steady," said another, and I expect it to continue so until new crop beets begin to influence situation. There is a scarcity of raws in New York and there is a scarcity of sugar in Canada and this naturally means a steady feeling."

The outstanding feature which suggests steadiness for immediate present at least is scarcity of nearby sugar. When preserving demand lessens and new beets cast their shadow on the market, easiness seems probable.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 [illegible]
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES.—With indications that butter is going to be high and in view of high level of honey and jams, a good trade is anticipated this season in both syrups and molasses. Cooler weather is required to get trade under way.

	Per case.
Syrups—	
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—By the time this issue is in hands of readers, this year's new crop Valencia raisins will probably have been received by local wholesalers. These are the advance goods and about 10 cents per lb. will be asked for them. More will follow shortly and these will go to the trade at 9 cents. There is still on hand a quantity of old stock Valencias which continue to be quoted at 8 to 8½ cents .

New currants will be later in arriving than raisins. Currant market is in a very unstable condition. An attempt was made to reduce the retention percentage in Greece to 23 per cent. The matter was submitted to arbitration and the same percentage of retention as last year, namely 35 per cent. was sustaned. This is on slightly over 100,000. This has tended to stiffen market, but with some shippers advising that they look for lower prices and others that they expect stronger figure, market at moment is a Chinese puzzle.

Advices from the coast confirm the reports of severe rains during early September which will have the result of putting new crop back from 10 days to two weeks. The lines affected are particularly prunes and raisins, apricots and peaches not being so hard hit. As shipment of new goods will be delayed, there has sprung up quite a demand for spot goods, which has strengthened markets considerably. Local brokers say new goods will not be shipped until about middle of November. There has not been real heavy buying of new goods, except in raisins which are on a low level.

Spot goods locally maintain a steady position on the whole. Some lines of prunes still show easiness while there have been reductions in apricots and peaches by some firms in order to clear decks for new crop goods.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	....	0 18
Slabs	....	0 16
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	....	0 10
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There are no particularly new features to tea, at least locally. There is said to be considerable interest shown in Japans just now, while Ceylons still continue to receive the same widespread attention.

COFFEE.—Locally there can be said to be no change in the coffee situation. Prices are unchanged and a full tone of steadiness maintained.

The critical stage in the Brazil coffee crop is not to be left behind without climatic injury or at least reports to that effect. In fact the reports of frost damage in some instances are decidedly alarming.

There has no doubt been some damage in this direction. One authority says:— "It is difficult to estimate the extent of frost damage to coffee in Brazil. The cables give 40 per cent. damage, which on the expected 13,500,000-bags crop, would mean a minimum 2,500,000 bags'

reduction. The fact that the frosts spread over practically the whole state of Sao Paulo makes this view plausible, but independent houses claim that reliable estimates are impossible, and that damage figures are certainly much exaggerated. All depends on the October flowering."

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Wholesalers here are satisfied with the season's trade and even yet, the influence of the pickling season is being felt in the volume of sorting orders receiced.

As pointed out before, there is general firm tone, with cloves a prominent line and pepper holding a steady position. Some dealers are quoting higher at 20 to 23 for pure black in 5-pound tins. "We are quoting curry powder at 30 cents," said one firm. "It is generally purchased one pound at a time. Of course if they bought a larger quantity we would give a closer figure."

There is a firmer tone to shredded cocoanut. Price of cocoanuts has increased in countries of production while shipments are irregular. In some cases, shipments are going out incomplete because no manufactured stock is held. Quotations range as high as 18¼ cents in pails.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIACO.—There is no news having any great bearing on prices coming forward from the Far East at present time. Local brokers can discern nothing but steadiness in situation here, unless the unforeseen crops up. Trade is not over brisk.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 [illegible]
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—With some firms, the Jewish New Year holidays proved beneficial to trade in nuts but otherwise market continues an even tone. For new crop nuts there appears a slightly stronger tendency at present. Advices of short crop of almonds comes from Spain. Sicily filberts are firm.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 [illegible]
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 [illegible]
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—The outlook in beans is by no means promising. Too much wet weather has proved extremely detrimental and an estimate which at one time ranged as high as 800,000 bushels has now been reduced to 600,000. "Al though the acreage was 25 per cent. larger this year," said one bean man, "the crop will be 30 per cent. smaller."

In spite of the greater acreage, it looks as if good beans would command a record figure this year. While there is a big potato crop, the demand for beans has been much larger than the production. Large quantities of foreign beans have had to be brought in this year to supply the demand and additional shipments are now on the way from Austria.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

EVAPORATED APPLES.—One line that is going to be low in price this year is evaporated apples. Some new stock is now on the market and quoted at 8 to 9 cents. That prices will recede to a lower level is evident. Apples are plentiful in Ontario and fortunately the large yields are close to the evaporators, so that pack of "evaps" will be large. While it is early to set a definite price, there are ideas not far above the five to six cent mark.

OLIVE OIL.—There is no change in the situation. Firmness prevails in all the olive oil markets under a fairly good demand. The news from the different producing countries are bad in general and a crop well under an average must be expected.

CANNED GOODS.

TORONTO.—Interest in progress of late fruits and vegetables continues keen, tomatoes and corn being especially closely followed. Reports from canning companies report fairly good conditions and packing is being carried on rapidly. Much, however, depends on the length of season, for if frost stays away late enough, there will probably be good pack as there are about 15 new factories operating this year and under fair conditions, output should be large. However, as before stated, the weather is to rule the situation. In considering prices, cost of operations is a big factor, being considerably more some years than others.

The short pack of peas in Canada has been pointed out before. In addition to this foreign packs are also small and deliveries will be small. Pea crop in France was short while adverse conditions in England have made it impossible to collect the crop in good order.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Dried Fruits—Weaker.

Eastern Sugar—Firm.

Winnipeg, Sept. 18.—Weather conditions have not been all that could be desired and delaying rains are holding back progress in harvest and threshing. Wheat is all cut and practically out of danger and consequently the business situation in the West has a tone of optimism and confidence that augurs well for the future.

The new crop is now coming in and is grading high, No. 1 hard once more appearing on the Winnipeg market.

Collections are showing some improvement and prospects in this line are considered good.

Wholesalers report a satisfactory volume of business and prices are remarkably steady, no changes in any line to report, but B.C. sugar is noted as weaker

and the situation in dried fruits points to lower prices except in the case of figs.

Indications point to a demand in the city for high-class goods unprecedented in the trade. The city business situation could not be better. There is work for every one at remunerative wages. People here have money to spend and nothing but the best is good enough for them.

SUGAR.—British Columbia market is reported weak, Eastern firm. There is no change here. The retail demand is remarkable, probably due to plentiful supply and low prices of preserving fruits.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUPS.—An advance in butter prices is pretty certain to be followed by more activity in syrup. Prices at present are unchanged from those quoted in last report.

Syrups—		
24 2-lb. tins, per case		2 48
12 5-lb. tins, per case		2 88
6 10-lb. tins, per case		2 76
3 20-lb. tins, per case		2 77
Half-barrels, per cwt.		4 22
Barbados molasses, in half bbls., per gal		0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case		6 20
½ gals., 1 doz. case		5 85
Gals., ½ doz. case		5 40

DRIED FRUITS.—Signs are not wanting that dried fruits are likely to be much cheaper than for some time past. At present trade here is about average, the extraordinary plenty in all green fruits making demand slow to what it would be under ordinary circumstances.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
90-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07⅞
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08¾
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05½
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 8?s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

BEANS.—The situation in the East, the source of supply, is not very well known here. Present high prices are not encouraging to trade which, however, keeps up well with average of other years.

Beans—	
Hand picked, bushel	3 30
3 lb. picked, bushel	3 20
Split peas, sack 98 lbs.	4 00

TEAS AND COFFEES.—Coffee is reported as firm in eastern markets and teas as generally steady and a little weaker. There is no change in local conditions.

	Per lb.
Coffee—	
Green Rio	0 18
Roasted	0 22
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾
Teas—	
China blacks, per lb.	0 15 — 0 40
Ceylons	0 25 — 0 40
Japans	0 20 — 0 50

NUTS.—Roasted Jumbo peanuts are lower ¼ of a cent. Other lines unchanged. Trade steady and quite up to average.

	Per lb.
Nuts—	
Brazil, per lb.	0 18 — 0 19
Tarragona Almonds	0 16¼
Peanuts, roasted Jumbos	0 12½
Peanuts, choice	0 11
Pecans	0 18
Marbot Walnuts	0 13½
Grenoble Walnuts	0 16
Sicily Filberts	0 11½
Shelled Almonds	0 33 — 0 34
Shelled Walnuts	0 31

MANITOBA.

FLOUR AND CEREALS.—Winnipeg millers report domestic flour sales as satisfactory. Export business is quiet. Rolled oats and oatmeal are firm and may advance within the week.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 60
40 lb. sack		1 15
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

WINNIPEG.

PRODUCE AND PROVISIONS.—There is a good demand for cured meats and there are some slight changes in the prices of hams and bacon. Lard is steady. Butter has advanced, cheese and eggs are firm and likely to go higher.

Lard, tierces		0 14
3 lb. tins, cases		9 00
5 lb. tins, cases		8 95
10 lb. tins, cases		8 85
20 lb. pails		2 90
50 lb. tubs		7 10
Cured Meats—		
Hams	0 17	0 18½
Long clear		0 14¼
Short clear		0 15
Shoulders		0 15
Bacon	0 20	0 20½
Cheese—		
Ontario large		0 16
Ontario twins		0 16¼
Manitoba large		0 15
Manitoba twins		0 15½
Butter—		
Creamery	0 30	0 28
Dairy	0 18	0 26
Eggs, fresh laid, Manitoba	0 24	0 25

NEW BRUNSWICK MARKETS.

St. John, Sept. 17. — Firm markets prevail in St. John this week, with strong retail demand for provision lines, and tendency towards increasing prices in most staples. The high price of fresh meats has led to a greater need of carrying larger stocks of canned goods, and dairy products, and while the run on these lines has been quite heavy, there has also been increased activity in vegetables, and fish.

Ontario flour advanced twenty-five cents this week for first time in quite a while, but no further changes are looked forward to at present time, although local advices say that wheat market is much stronger. It is thought that the advance in Ontario patents was due largely to reports of failure in some sections.

Sugar presents a strong market with firmness in the advance of raws affecting refined stocks, somewhat. Orders received locally from country districts now that the cold weather is drawing nigh have caused increased activity in molasses, but only so far as the local trade is concerned, for the most part. Indications are that quotations in molasses may go up slightly in the near future.

In dairy products the supplies just about keep pace with retail demand, which has steadily increased with advance in cost of meats.

Bacon	$	$0 15
Beans, hand picked, bushel	3 25	3 35
Beans, yellow eye, bushel	3 10	3 20
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag		
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string		1 02½
Corn, doz.	1 00	1 05
Peas, No. 4		1 40
Peas, No. 3		1 42½
Peas, No. 2		1 45
Peas, No. 1		1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.		2 20
Strawberries		2 20
Tomatoes		1 85
Clams	4 00	4 25
Cornmeal, gran.		5 25
Cornmeal, bags		1 90
Cornmeal, bbls.		3 95
Eggs, hennery	0 27	0 28
Eggs, case	0 25	0 26
Finnan Haddies	4 40	4 50
Fish, cod, dry		5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 15¾	0 16½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 36	0 37
Oatmeal, rolled		5 50
Oatmeal, std.		6 05
Pork, domestic mess	25 50	26 00
Pork, American clear	25 50	28 00
Potatoes, barrel, new	1 40	1 60
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

BLAMES IT ON THE GROCER.

A Montreal painter claims that an insult offered to his daughter by a groceryman affected physically his entire family, and though he estimates his momentary loss at $600, is willing to take $3999.99 if the Superior Court agrees with him. His daughter went to the grocery to buy her father's evening beer. The grocer requested her to pay for a previous consignment of bottles not returned, and in the altercation which followed she was so upset that she became hysterical. Her condition became so serious that she was taken to the hospital and the family lost the $3.90 per week she earned. The mother worried so much that she, too, became ill and was obliged to stay away from work, lessening the weekly income by $6.25 more. Then Nesbitt had to quit work to look after his wife and lost thereby a $150 contract. Now he wants the grocer to foot the entire bill.

Rolled Oat Prices May Now be Advanced

Millers Announce That Prices Will go up 25 Cents Per Barrel on Saturday of This Week—Rather a Surprise—Old Oats Scarce —May Weaken Later on—Dealers Holding Off in Flour Purchases Expecting Lower Prices.

The rolled oat market is a genuine Chinese puzzle and nearly as elusive as the proverbial flea. A week ago it seemed quite a simple affair. The general impression prevailed that all that was necessary was to wait for lower prices.

Now, it seems as if what appeared to be a punctured balloon ready to drop, is in reality a well inflated one and ready to ascend. That rolled oat prices will be advanced 25 cents per barrel or 12½ cents per sack on Saturday of this week is the announcement made by milling companies.

It will be remembered that a few weeks ago prices were reduced 25 cents per barrel. It was said that price cutting was partly the cause for the reduction and that the reduced prices were based on new crop, for old milling oats still continued scarce and high. The conditions in regard to old oats have shown no change, some mills have not had enough to keep them going, and this is probably the cause of the advance, although some mills say that they fear frost may impair the milling quality of the oat crop.

"Does the advance pertain to future as well as spot business?" one miller was asked.

"We are not taking any future business. We are not trying to get it," was his reply. Apparently he thinks that prices may be more favorable later on. One dealer expressed the opinion that this would be the order of things.

Business in Manitoba flour continues quiet, buyers holding off, feeling that there is nothing to be lost by waiting. In fact, this seems to be the general impression that when deliveries get under way that a weakening in prices will come. Indeed, there are reported sales of future flour at figures considerably under present quotations, but these are not confirmed, although admitted as possible by certain millers.

There is firmer feeling in winter wheat flour at some centres. Export trade is slack because prices are too high to compete with Germany in the English markets.

Conditions are progressing nicely in the West.

For the new wheat the millers are looking eagerly. For the high grades there will be a good demand for the reason that the stocks of millers are said to be low. Some speculation is taking place with regard to the milling value of the crop. The moist weather has resulted in a big berry which may be softer than usual. It is the cool clear weather that makes our wheat hard. This year the fall months so far have been moist.

MONTREAL.

FLOUR.—Millers are now feeling more satisfied with the business being done both for local and export account. The demand from foreign buyers has been much more satisfactory because their bids have been more in line, and while they would have been short of the mark couple of weeks ago, yet to-day they about hit it as new crop wheat values have declined considerably in Winnipeg of late. But an extra amount of business could have been done if prices had not to be advanced locally owing to an increase in ocean freight rates announced quite suddenly.

Old crop wheat flour remains steady because stocks are low and holders expect higher prices.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.—Announcement that rolled oat prices are to be advanced 25 cents per barrel on Saturday comes rather as a surprise, general opinion being that lower figures, were quite possible before long. Scarcity of old milling oats seems to be immediate cause.

Fine oatmeal, single bag lots	2 84
Standard oatmeal, single bag lots	2 84
Granulated oatmeal, single bag lots	2 64
Bolted Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 27½
Rolled oats, cotton bags, 90-lb., single bag lots	2 32½
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30

TORONTO.

FLOUR.—There is no change in Manitoba flour, but buyers are still holding off anticipating that when the new crop starts to move forward lower prices will be in order. Indeed, this seems to be the general impression. For instance, one miller said this week, "I am not advising customers to buy. It will probably be to their advantage to wait a while."

In winter wheat flour the situation is different. The facts have been cited before. The yield has been small. Farmers being busy, deliveries are tardy. Situation is firm and higher prices are being quoted on flour by some firms. Meanwhile prices are too high to do any export business.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS. — That rolled oat prices will be advanced 25 cents per barrel, bringing quotations back to the level previous to recent decline, is announcement made by millers this week. The change is to go into effect on Saturday of this week.

This is rather surprising news in the face of the approaching big crop. Indeed, it is contrary to what local wholesalers expected. The poor crop of oats in Ontario and fear that frost may damage western yield are two reasons assigned for change to firmness. However, the probable real reason is scarcity of old stock oats of milling quality.

Rolled oats, small lots, 90 lb. sacks		2 37½
Rolled oats, 25 bags to car lots		2 27½
Standard and granulated oatmeal, 98-lb. sk.		2 64
Rolled wheat, small lots, 100-lb. bbls		3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—The firm tone reported in this market last week has resolved itself into an advance of $1 per ton bringing bran up to $23 and shorts to $27. Demand continues brisk, many mills are sold ahead even yet and there apparently can be no change in situation until new crop wheat begins to be milled in appreciable quantity.

Bran, ton, car lots	$23 00
Shorts, ton, car lots	27 00

Fruit Preserving Now at the Flood

Large Volume of Peaches Coming Along—Are Being Pushed for Preserving Purposes—Lemons Reach Record Figure at Several Centres—Valencia Onions Reasonable — Bumper Potato Crop Expected—Ontario Dealers Complain of Rot in Some Early New Brunswick Stock.

It is generally estimated that the pinnacle of demand for late preserving fruits has about been reached. Especially is this true of peaches which in most sections at least are now coming forward in enormous volume and a big sale for preserving purposes is accordingly in order. The lowest prices of the season have been reached at many centres and besides they are grading up well. Dealers are putting forth best efforts to secure as much trade as possible in these lines while it is to be had. Plums and pears are receiving considerable attention while grapes are moving up to the front.

A feature of the week has been the record price reached by lemons at some centres, the result made by the cut into the already small stocks by last week's warm spell. It was pointed out before that stocks were in general small and that there would be no supplies of any account coming along until new crop. It will be close on to first of November before we receive new crop which are opening higher than they did a year ago.

Valencia onions are on a reasonable scale and with cooler weather, trade should be stimulated. Just now there is a good demand for white pickling onions while other lines used in pickling are also being called for.

Indications are for a bumper yield of potatoes in Canada this year. New Brunswick expects a big crop, the output in Ontario will reach large proportions while the West also promises well. Some Ontario dealers have met with considerable loss on their early shipments of New Brunswick stock on account of rot in some sections, but the opinion is given that this may be caused by too early digging and overheating in shipment.

MONTREAL.

FRUITS.—Canadian basket fruit is selling freely and considerable home preserving is going on still. Apples are in good demand but some being offered are not as well up to the mark as one would expect, nor can wholesalers give any definite reason for depreciation as up till now the quality was all one could desire. Indeed, the same remarks could apply to a quantity of the basket fruit being offered for sale.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	....	4 50
Late Valencias	....	4 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	....	2 75
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	....	1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES.—The potato following on receipt of extra supplies is becoming cheaper, but sweet potatoes are much firmer owing to scarcity. Carrots are coming along more freely in bunches, but price varies, as no two bunches are the same in size. Cabbages are in good demand, the quality being better than heretofore.

Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bunch	0 15	0 20
Cabbage, basket	....	2 00
Cauliflower, dozen	....	1 50
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Lettuce, Boston, doz.	....	0 25
Radishes, dozen	....	0 22
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Honors for the feature of the week are divided between the flood of peaches coming to market and the record price which lemons have attained.

The figure which lemons has reached can hardly be described as surpassing for the condition of the market has been given emphasis in these columns repeatedly and probable trend of prices in case warm weather set in predicted. Last week's hot spell showed how true our predictions were, for prices are at a high water mark, ranging from $5.50 to $6.50. Supplies are now large and new crop will not be in until close on November 1.

There has been a big flood of peaches coming to market and quality on whole has been fine. In 11 qt. baskets they run from 30 to 40 cents for small stock up to 85 to 90 cents for fancy.

Pears and plums are also receiving considerable attention. Grapes have been rather scarcer during week, ranging from 20 to 30 cents. Oranges are firm for good quality stock with a tendency to higher prices.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	....	1 50
Lemons, Verdelli	5 50	6 50
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 07	0 09
Oranges—		
Late Valencias, case	4 00	4 50
Watermelons, each	0 30	0 50
Imported Fruits—		
Musk melons, basket	0 25	0 35
Peaches, box	....	1 25
Pears, Bartlett, full box	....	3 00
Grapes, Malaga, per box	....	2 00
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 85	0 90
Peaches, ordinary, 11 qt.	0 40	0 60
Pears, Clapp's Favorite, 11 qt.	0 30	0 50
Pears, Bartletts, 11 qt.	0 50	0 65
Plums, 11 qt.	0 35	0 60
Grapes,	0 23	0 25

VEGETABLES.—The quality of some New Brunswick potatoes is causing the local trade no little concern. A bumper crop is reported from that province, but if the quality is anything like the samples at some of the local wholesale houses, there will be a run on Ontario stock. Rot has set in on arrival here and for instance, one house is trying to clear out their stock at 40 cents per bag and they cost much above that figure. The rot is hardly noticeable unless closely inspected. Local dealers express the opinion that these are probably early potatoes which were dug too early and became

overheated in transit and rot set in. They are hoping this is true. Meanwhile Ontario stock are being called for at $1 to $1.10 per bag.

Pickling supplies continue in demand. Valencia onions are reasonable in price and with cooler weather are expected to move better. Corn is selling at 10 to 12 cents per dozen.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	....	0 15
Cabbage, new, per crate	....	1 25
Celery, per doz.	....	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 15	0 25
Marrow, bushel basket	....	0 25
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	1 00	1 10
Peppers, green, basket	0 35	0 50
Tomatoes, per basket	0 17½	0 20

WINNIPEG.

FRUITS.—Oranges are a little cheaper and lemons dearer than last week. Most other lines are plentiful and cheap. There is an active trade. Western apple crop prospects are excellent. Native vegetables are plentiful and of superior quality.

Fresh Fruit—		
Apples, Duchess, bbl.	4 25	4 75
Crabapples, box	....	2 25
Canteloupes, case	4 50	5 00
Oranges, Valencia	4 75	5 25
Bananas, bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 60	1 75
Cucumbers, per doz.	....	0 30
Grapes, blue, basket	....	0 50
Grapes, Tokay, case	....	2 75
Peaches	....	1 10
Plums	1 10	1 20
Green gages	....	1 65
Bartlett pears, case	....	3 00
Bartlett hardy pears	....	2 75
Washington peach plums	....	1 50
Tomatoes, Ont.	0 75	1 00
New potatoes, per bushel	....	0 40
Jersey sweet potatoes	....	6 50

1912 Canned Tomato and Corn Prospects

Wet Weather of Couple of Weeks Ago Was Detrimental to Pack—Tomato Vines Well Laden and About Fifteen More Factories Than Last Year Packing Them—With Good Weather Pack Should Be Fair—Corn Prospects Look Good.

These days are anxious ones for the canners of tomatoes and corn. At this same time the retail trade is anxiously awaiting opening prices on these vegetables and are hoping for a favorable outcome.

The season has, of course, been late on account of the much damp weather that prevailed a couple of weeks and more ago. However from investigations made by The Grocer during the week, it was found that the tomato vines are well loaded and since a good deal of fine weather has prevailed lately they should ripen well. If fine weather continues throughout the month the packs of the majority of factories should be reasonably large.

In some places, of course, crops will be short on account of the excessive rains causing rot and deterring ripening, but the yield on the whole has certainly been good.

More Factories Packing Tomatoes.

As to the extent of the total pack, as above stated, this will depend largely on future weather and time of coming of the first frosts. There are, this year, some fifteen more factories in Ontario packing tomatoes than a year ago. The Dominion Canners have five more, and the British Canadian Canners five new ones making ten between these two firms.

Canners receive from week to week, crop reports from their various factories. Last week one from Picton regarding tomatoes intimated that the pack would be good if frost kept off until October 10. The crop was late. Another report from the East stated that tomatoes were "ripening fast; if warm weather continues, good crop." One from Weston, Ontario, reported the wet weather as having done considerable damage.

The corn crop around Aylmer was reported fair. The bright weather had greatly improved the prospects. Further west a factory reported that an "average crop was expected." Two others stated that "corn was picking up wonderfully" and one from Eastern Ontario that it was late but well loaded and with warm weather would bring fair pack.

Prospects for Opening Prices.

As to spring prices therefore, a great deal rests on the weather from now on. In addition to the extent of the pack, the operating cost of turning out the goods must be taken into consideration. For instance, one canning firm brought in large numbers of workmen for their factories just as the wet spell began. The result was they had to board them for some time until operations commenced.

Canners, too, purchase their cans and labels in anticipation of a maximum pack and if it falls short of that there is considerable surplus to account for in the matter of operating costs.

It will likely be some few weeks yet before opening prices will be named; but if everything from now on is favorable dealers can look for corn to open about same as year ago and tomatoes possibly a little lower than prices of 1911.

THE COD FISH.

Something About the Eggs of the Cod and its Habits.

In a recent issue a small amount of space was devoted to the cod, but as it is of very great commercial importance it is felt that a few more words about its habits and eggs will be of interest to those dealers who do local advertising, featuring various lines of fish.

Every female cod produces an enormous number of eggs, the ovary of an average specimen having been found to contain between nine and ten million. Contrary to the general rule, the female cod is smaller than the male when full grown. During the months of October and December, and sometimes as late as February and May, the fish congregate near the surface of the sea. It may seem somewhat of an exaggeration, still so thickly do the spawning schools gather off the coast of Labrador and around the Magdalen Islands at times that a vessel may be impeded in her progress.

It is difficult to define the spawning grounds of the cod, but in Europe and Canada two hundred miles may be set at the limit from the shore. The nature of the coast and the currents have a good deal to say in the matter, but as a general rule the parent cod have a preference for the warmer areas, though young cod or the fry have been found at times in most frigid waters such as those of the coast of Iceland.

The eggs scatter widely and where the specific gravity of the water is not extra dense they sink to a depth of many fathoms, though in the areas chosen by the majority they float within a fathom or two from the top and often form a film on the surface itself.

Within two or three days after the eggs have matured, so to speak, the little fish have enough vigor to carry themselves along. Myriads of the baby cod move shorewards and in May. June and July crowd the inshore waters. In company with green cod, pollock, etc., they form schools in the rock pools and shallow inlets.

The cod can be distinguished by the more marked reddish hue of the top of the head, with the lustre of the side variegated with a number of irregular dark blotches along the sides and back, while the belly is silvery.

H. W. Wright, who purchased a store in Ingersoll, Ont., recently, is now taking possession.

A large representation of grocers from Newark, N.J., visited Canada last week to take a trip to the Kawartha Lakes, north of Peterboro, Ont.

Three Fast Days this Week Help Trade

Demand for Fish is Increased by Festivals—Cooler Weather Awaited To Stimulate Trade—Scarcity in Number of Lines of Fresh Fish—Frozen Halibut Being Sold—Greater Interest in Smoked Fish.

Three fast days this week, namely Wednesday, Friday and Saturday proved beneficial to trade in fish. On the whole, trade is termed as satisfactory for season, but cooler weather is awaited to induce real activity. A feature at present time is scarcity in a number of lines of fresh fish. As referred to before, halibut is scarce, both east and west, and frozen stock has had to be resorted to at several centres. Herrings are plentiful on the east coast but catches of mackerel, cod and haddock are at present small.

Smoked fish continue to receive more attention, many retailers beginning to anticipate their fall wants. Haddie is a leading line just now. Catch of mackerel is below the average and higher prices on salt mackerel later on are being predicted.

QUEBEC.

MONTREAL.—There was quite a strong demand locally this week owing to a number of festivals having been celebrated, and as weather continues cooler, dealers expect trade to be maintained. The smoked fish season is now open, the demand for cured haddies, kippers and bloaters having been well up to the mark so far for this time of the year. Halibut has been a little more plentiful but even at that, calls had to be made on frozen stock to fill orders.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	.... 0 06
Salt sardines, bbls.	.... 5 00
Salt sardines, half bbls.	.... 2 75
Lake trout, half bbl.	.... 6 00
Scotch herring	.... 6 50
Scotch herring, keg	.... 1 00
Holland herring, half bbl.	.... 5 50
Holland herring, keg	.... 0 75
Boneless new herring, 10-lb. boxes	.... 0 12½
Salt eels, per lb.	.... 0 06
Labrador salmon, bbls.	.... 18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Demand for fish is not brisk, but might be described as fair for season. Slightly cooler weather this week has also assisted. Some dealers are doing some business in oysters. Others have not yet taken up the line.

Halibut is still rather scarcer. One firm say that their next car will be frozen stock. Lake fish are in a little better supply. They were scarce for a time. On the whole, this has been rather an off year with lake fish.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring	....	0 08

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Mackerel, each	....	0 22

NOVA SCOTIA.

HALIFAX.—The local fish market is becoming a little more active, though the supply of fish coming is limited. Herring are plentiful, but outside of these there is not an over supply of any species. Oysters are now on market, and retail demand is heavy. The importations of United States oysters in bulk are large, and barrelled stock is also moving quite freely.

Mackerel continue scarce. Some large fish which came on market this week found ready sale. The catch this season is far below average, and high prices are predicted for salt mackerel later on. The catches of cod and haddock are light, and only a few halibut are being taken.

The exhibit of fish at the Nova Scotia Exhibition attracted attention of a large per centage of visitors. There is a good display of frozen fish of all kinds, pickled and dry fish.

MANITOBA.

WINNIPEG.—There is a fair and steadily improving demand for oysters at prices as last quoted. All lines are steady and demand fair.

Fish—	
Oysters, per gal.	3 00
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10½
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

As a result of a petition circulated to which many of the grocers of West Toronto, attached their names the grocery stores there will now be closed on Wednesday afternoons the year round, excepting in those weeks in which a statutory holiday occurs.

Produce & Provisions

Wet Weather Affects Butter and Eggs

Quality is Impaired—Excessive Moisture Makes Butter More Like May Than September—Alternative Wet and Hot Weather Causes Big Shrinkage in Eggs—Lard Maintains Stiff Front—Hogs at High Level.

From some parts of the Dominion at least, complaints are being received in regard to the quality of butter. "The stock that is coming along now," said one big dealer this week, "is more like May than September." The bad feature about it is, in trade parlance, that "it refuses to stand up." In other words, it has been affected by the excessive moisture of the past month or so and at certain centres the feeling seems to be that receivers of present make of butter are more inclined to sell than store. The copious rains have given an excellent growth of grass and the make should be appreciable, but a big demand from Western Canada tends to prevent any accumulations. It is difficult to tell, however, how much there may be in storage.

The probability of New Zealand being quite an important factor in the Canadian market this season has been referred to before. It is stated that 100,000 packages of New Zealand butter has already been contracted for the coming season's make by British Columbia firms. No prices are given out but it is presumed the figures are below those at present ruling in Eastern Canada. The damp weather which has been so general especially in Ontario has been causing trouble in more than one direction. Not only has the quality of butter been impaired, but that of eggs seriously affected. Alternative damp weather and hot sun is exceedingly bad for eggs and the shrinkage has in some instances been exceedingly large. The result has been a tendency to lower prices in the country and firmer tone in city in order to cover up the loss. A fair demand continues for this line.

An outstanding feature in pork products is the height to which lard prices are gradually ascending and the firmness which still marks the market. Not that demand is particularly heavy, although it is fair and is expected to take on greater proportions with the cooler weather. However, the high price for hogs has to be reflected in the products while the porkers have been running rather to light weights which is a firming factor in lard.

MONTREAL.

PROVISIONS.—A steady feeling still prevails in this market under an improved demand, the latter due to no mean extract to early arrival of cool weather. Still it is not anticipated that there will be any shortage so that prices should remain unchanged. Market for dressed hogs is just where it was a week ago with no change in prices. but lard is still firm.

Long clear bacon, heavy, lb.	0 13½	
Long clear bacon, light, lb.	0 14½	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼	
Large sizes, 20 to 28 lbs., per lb.	0 16	
Medium sizes, 15 to 19 lbs., per lb.	0 16½	
Extra small sizes, 10 to 14 lbs., per lb.	0 16½	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½	
Bone out, rolled, small 9 to 12 lbs., per lb.	0 17½	
Breakfast bacon, English, boneless, per lb.	0 18	
Windsor bacon, skinned, backs, per lb.	0 14½	
Spiced roll bacon, boneless, short, per lb.	0 14½	
Boiled ham, small, skinned, boneless	0 33	
Hogs, live, per cwt.	8 50	
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 10⅝	
Cases, tins, each 10 lb., per lb.	0 11	
Cases, tins, each 5 lbs., per lb.	0 14⅝	
Cases, tins, each 3 lbs., per lb.	0 14⅝	
Pails, wood, 20 lbs. net, per lb.	0 14½	
Pails, tin, 20 lbs. gross, per lb.	0 10	
Tubs, 50 lbs. net, per lb.	0 14¼	
Tierces, 375 lbs., per lb.	0 14	
One pound bricks	0 13¾	
Compound Lard—		
Boxes, 50 lbs., per lb.	0 14¼	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Pails, wood, 20 lbs. net, per lb.	0 14¼	
Pails, tin, 20 lbs. gross, per lb.	0 14¾	
Tubs, 50 lbs. net, per lb.	0 10½	
Tierces, 375 lbs., per lb.	0 10¼	
One pound bricks	0 11	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00	
Bean pork	19 00	
Canada short cut back pork, bbl., 45-55 pieces	27 00	
Heavy short cut clear pork, bbl.	23 00	
Clear fat backs	25 50	
Heavy flank pork, bbl.	26 50	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14	

BUTTER.—Although stocks now held are a great deal heavier than during corresponding period of last year, and particularly so for this season, yet a generally firm feeling prevails in the market. Perhaps the heavy demand from Western Canada has got something to do with the maintenance of price in spite of factors which should go to cause a decline, as fully twenty carloads have been shipped out there.

Creamery blocks	0 28	0 28½
Dairy tubs, lb.		0 25

EGGS.—Prices continue the same with an upward tendency, supplies being still on the short side. But most dealers feel that we are pretty nearly at the limit so that if good shipments are made shortly an easing off should take place.

New laid eggs, per doz.		0 34
Selects		0 31
No. 1's		0 28

POULTRY.—Market is brightening up some though no strong demand so far has been noticed. Harvesting being in full swing, supplies are coming forward slowly, though they are sufficient to meet all requirements.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

TORONTO.

PROVISIONS.—Rolled bacon noted as firm last week, still maintains that tone and is higher at 14½ to 14¾ cents. A couple of firms report a temporary scarcity of backs and are asking 20 to 22 cents for plains.

The way the lard market continues to firm is a prominent feature. Prices have gradually been moving upward for some time and have now attained a high level. Hogs, of course, are at a high figure and besides they have been running a little low as lard producers. At any rate, stocks are not accumulating and with good selling season approaching, dealers' ideas are firm. While there are still some quotations as low as 14 cents in tierces, others range up around 14½ to 14¾.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20½	0 21½
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 14½	0 14¾

Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 14¾	0 14½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	....	0 10
Live hogs, local	....	8 55
Live hogs, at country points	....	8 25
Dressed hogs	11 75	12 25

BUTTER.—If butter can be said to be steady and easy at the same time, that is the description to give to present situation. With dealers inclined to ask slightly higher quotations. On some lines at least, it would seem that tendency is to steadiness but pastures are excellent and the make is apparently fairly liberal.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—"Prices have to either go up in the city or down in the country." declared one dealer about eggs this week. "I would not be surprised to see prices higher to city retailers before the week is out. The shrinkage is enormous." Nor was he the only man to complain on this account. His next door neighbor also made a strong reefrence to it. "Prices will have to go down in the country," said he.

There is a big loss in eggs just now and apparently there will have to be an adjustment in some direction. One particularly bad instance was a 19 dozen loss in two cases.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—There was an easier tone to country boards last week, prices apparently having been hoisted higher than really warranted and a re-action followed. September cheese is, however, a desirable grade.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15	0 15¼
Stilton	0 16	0 17

POULTRY.—Prominent feature in poultry is the scarcity that has set in. The farmers are busy at present time and are not giving much attention to poultry. Thus there is not enough coming along to supply the average demand and prices are accordingly higher, both those being paid to country merchants and those demanded of city retailers. Trade was stimulated last week by Jewish holidays.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 14	0 16
Spring ducks	0 11	0 12
Old fowl	0 11	0 12
Roosters	0 09	0 11
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressd, lb.	0 18	0 22
Spring ducks, dressed, lb.	0 14	0 20
Fowl, dressed	0 14	0 16

HONEY.—There is a normal trade for season at unchanged prices.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Investigating the Weighing of Cheese

Commission Appointed by Government Looking Into Claims Made by Farmers Re Weight Deduction— The Question of Shrinkage—An Official Government Referee Asked for.

The special commission which was recently appointed by Hon. Martin Burrell, minister of agriculture, to enquire into complaints received by the Department of Agriculture from producers and vendors of butter and cheese in Eastern Ontario and the western portion of Quebec, as to alleged unfairness in the methods followed in weighing these products in the port of Montreal, met in Kingston, Ont., recently. The three commissioners were: R. A. Pringle, K. C., Ottawa, chairman; Arthur J. Hodgson, Montreal, representing the merchant buyers, and Samuel J. McDonnell, of Strathmore, representing the producers.

The appointment of the commission was the sequel to a lengthy debate which was raised in the House of Commons in March last by J. W. Edwards, member for Frontenac, who as the champion of the farmers, called attention to the magnitude of the trade in butter and cheese and to the grievances of the farmers in regard to weighing methods in Montreal under the surveillance of the Butter and Cheese Merchants' Association. He pointed out that it was an old grievance, which had been the subject of complaints and deputations in previous years.

In explanation of the methods he mentioned that when the cheese was weighed in the factory, no fractional part of a pound was stamped. In weighing the cheese an allowance of half a pound is always made for good weight. A cheese he claims, is put on the scales and weighs, say 80½ pounds. It is marked 80 pounds. The next cheese weighs 80⅜ pounds, just ⅛ pound short of the half. It is stamped 79 pounds. There is an overweight of nearly 1½ pounds. A man makes a shipment of 500 cheese to Montreal. On arrival of the cheese, those in charge of this business take any five out of that lot and weigh them. Suppose the first cheese runs one pound short, the second the same, the third just even, the fourth one pound heavy and the fifth also one pound heavy. On these five cheese then there is neither gain or loss in weight. Yet the buyer in Montreal reasons thus; On two of these cheese there is a loss of one pound, therefore we will take two pounds from the weight of every five cheeses in that shipment, or from the shipment of 500 cheese, 200 pounds. But no credit is given for the overweight, though deductions are made for short weight.

Exception was also taken by Mr. Edwards to rule 2 of the Board of Trade regulations, which provides that overweights, not exceeding two pounds per package, shall not be credited in averaging the total shrinkage on a shipment. Mr. Edwards asserted that there was an actual loss of $2,341,506 in a decade to the farmers and dairymen of eastern Ontario and western Quebec from short weight at Montreal.

A. A. Ayer, ex-president of the Montreal Butter and Cheese Association states that the position the merchants have taken is to have some method of fair treatment as between the factorymen and the English importer, who is to receive the cheese. Canada, it was pointed out, is in competition with New Zealand and other countries, which do not give as favorable conditions of weighing to the farmer as do Montreal merchants. Further, it was said many of the factorymen's weights varied because of unfavorable weighing conditions, and their scales were liable to get out of order. Neither did the farmer allow for shrinkage.

Since its appointment the commission has also been empowered to take into consideration the matter of the present system of payment for butter and cheese in Montreal. The most numerous complaints appear to have emanated from Cowansville and Brockville, but requests have been received for the commission to hold sessions in many centres. They will go to Montreal at a later date, when the merchants' side of the case will be heard.

Those who appeared before the commission at Kingston strongly advocated the appointment of an official Government referee to act at Montreal in cases where disputes arose over short weight. The present system, they claimed, was unfair to the producer, who was charged for cheese that was under weight and was allowed nothing for cheese that was over weight. They invited an inspection of their scale which the commission said would be made.

Some of those who gave evidence could assign no reason for shortage in weight, but others said that the shipping of cheese that was too young might be the cause. Dr. Edwards, who was instrumental in having the Government appoint the commission, was in attendance, and explained that he did not charge dishonesty in the weighing at Montreal, but thought that rules were very unfair.

The only two pound tin of Cooking and Salad Oil put up in Canada is

GUNN'S QUALITY BRAND

Nothing better for household use.

GUNNS LIMITED,

PACKERS AND REFINERS

West Toronto, Ont. **Montreal, Que.** **St. John, N.B.**

FEARMAN'S "STAR BRAND"

English Breakfast BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited

HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. **3 doz. to a case.**

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 80
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over..each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz .. 0 90
Perfection, 5-lb. tins, per lb. 0 85
Soluble, bulk, No. 1, lb. .. 0 20
Soluble, bulk, No. 2, lb. .. 0 18
London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy, chocolate, ½'s.. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss ... 0 26
½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd 0 27½
¼-lb. pkgs., astd., in 5-lb. boxes 0 28
½-lb. pkgs., astd., in 5-lb. boxes 0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case).....	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 90

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 85
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Requefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 85
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	4 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 30
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
¼-gal. 48s sq.	17 00
¼-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 50
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

LARD.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	11½
Tubs	11¾
Pails	12
Tins, 20 lbs.	11½
Cases, 3 lbs.	12½
Cases, 5 lbs.	12⅝
Cases, 10 lbs.	12¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07¼
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾

"Crystal Maize" Corn Starch.

1 lb. pkts., boxes 40 lbs.. .07¾
(20 lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 8-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs.. at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.60.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3¼
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10

(5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90

(5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails, 5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$ 85
5's, 2 doz case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	60
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.36
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Western Canada Representation

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

"Come out of the Dark"

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times. We will be pleased to handle your account.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

MEADOW CREAM SODAS

"AS SMOOTH AS THE NAME IMPLIES"

There are FIFTY to the pound, being the LIGHTEST, and MOST CRISP cracker made.

That means we have the largest package on the market and the best value.

Manufactured by the

W. J. CROTHERS Co. Ltd.

KINGSTON - - ONTARIO

Every Grocer Knows

—that the faster his stock moves, the more money he makes—

—that well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES

Pure Food Products

are always well advertised.

Millions of people already know their goodness—others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. HEINZ COMPANY

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays,	175
Shipping Office, -	79
Evaporator, - -	177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

It affects your "pocket"

The Pocketbook is the Barometer of all successful business men—so the superior quality of

"St. Nicholas"

Lemons is the

"Something Different" that appeals to you, because it affects your Barometer.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's CONFECTIONERY

Plain Chocolates, Chocolate Creams, Milk and Nut-Milk Chocolate, Clear Gums, Fruit Pastilles, Bright Gums, Crystallized Gums, Toffee and Caramels are all as good as Thorne's "Health" Cocoa, and that's one of the best Cocoas made.

Thorne's candies are appreciated by the kiddies—"grown ups" too. *You* will appreciate the profit on these lines.

Prices and samples on application to

HENRY THORNE & CO., Ltd.

The Cocoa Works

LEEDS, ENGLAND

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good — Order NOW.

W. P. Downey

MONTREAL, QUE.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

Finest Bright

Sweet Potatoes

Packed in New Jersey, under the **"WHITCO BRAND,"** in hampers about 50 lbs. net. The only kind and style of package that give satisfaction.

CAPE COD CRANBERRIES

First of new crop. Genuine Cape Cods. Fine dark color.

Don't forget us when you order oysters.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE
TORONTO and HAMILTON

GRAPES

Although about three weeks later than usual, the quality of the grapes this year is excellent. Let us have your order for what you need for your Fall Fair.

CARLOAD LOTS A SPECIALTY.

Special prices in lots of 100 to 1,000 Baskets.

We ship direct from vineyard.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

LAURENTIA MILK
Always pure and sweet
U should sell it
Result of scientific research
Everybody will want it
Nutritious and wholesome
Tastes like cream
It is homogenized
A boon to invalids

Milk only—no ingredients
Infantile mortality is reduced
Let us prove our claims
Keeps indefinitely.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

"BABBITT'S"

IS A

CONCENTRATED SOAP POWDER

OF WONDERFUL CLEANSING POWER

It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal, Canada.

B. T. BABBITT, INC.

NEW YORK

Century SALT

EAGER HANDS POINT

to Century Salt because the quality backs up everything we claim for it. Century Salt is well advertised and has won the attention and favor of the public. Just stock "Century Salt"—the best for table and dairy—and your customers will keep it moving. We ship promptly.

THE DOMINION SALT CO.

LIMITED

SARNIA, ONT.

TRADE MARK KEYSTONE BRAND REGISTERED

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., Canada

AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by our

Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long, uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

THE PIQUA BRACKET CO. Sole Manufacturers

PIQUA, - - OHIO.

FISH FISH

Orders Now Being Rushed Everywhere

for

Canada Pure Boneless Cod

THE LEADER **WHAT THEY ALL WANT**

GET IT IN NOW

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets.
Canada Crate .....12 2 lb. Boxes.
Canada Strip ..... 30 lb. Boxes, Whole Strips
Atlantic Special ..... 20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk.
Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes.
Eastern Hundreds ..... 100 lb. Boxes.

Wholesalers:—We can supply
LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

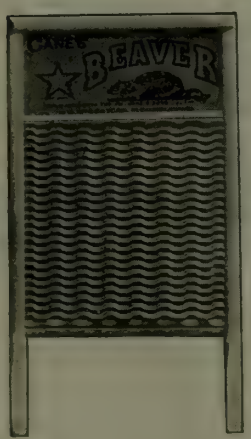
Fish are fish the world over, but the quality of prepared fish depends entirely on the skill of those entrusted with the work. Years of experience on our part have resulted in our being able to offer you goods **absolutely unequalled. WE HAVE THE SKILL.**

Ask Your Wholesaler

THE NORTH ATLANTIC FISHERIES LIMITED

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch : 47 WILLIAM STREET, - - - MONTREAL

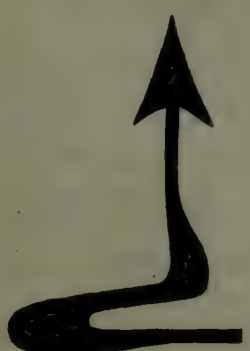


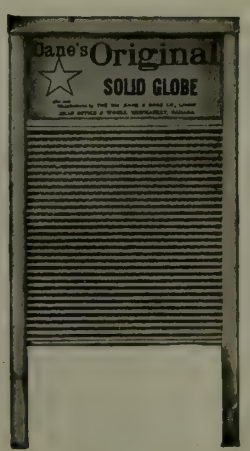
Let Us Demonstrate

the selling qualities of

CANE'S WASHBOARDS

by sending you an order on trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.





NOT HIGH-PRICED

but are superior in quality to most expensive ones. We have a board at a price to suit every prospective buyer.

Write for complete catalogue at once.

The Wm. Cane & Sons Co. Ltd.

Newmarket, Ontario

WORLD RENOWNED
BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

You Want A Genuine Business

and your customers want genuine Fels-Naptha. You can only make an imitation of a business by selling imitation articles. If your customers can't depend on your goods and your word, you can't depend on holding them.

LEITCH ANCHOR BRAND OAK LAKE

ANCHOR BRAND FLOUR

is pure, wholesome and reliable at all times. It is quite different from ordinary flour and will make the most of your baking. 18

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

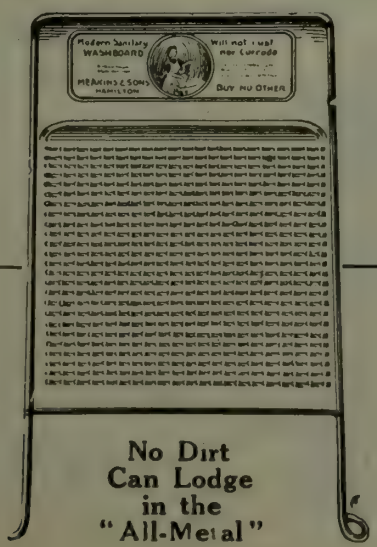
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

When In Doubt

as to the kind of wash-boards you will next order, you will make no mistake if you specify **Meakin's Sanitary Washboards.** It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this a talking point the economy will appeal to the housewife, and sales certain.

Meakins & Sons
Hamilton - Ontario



No Dirt
Can Lodge
in the
"All-Metal"

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN
Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail bookkeeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, Ill., U.S.A.

Make a Showing in Your Window or on Counter of

Sterling Brand Pickles and Catsups

they will attract the custom of the best class of people in your community.
It will pay to keep "Sterling" Brand goods always in front. Their merit gives them a front position.

WRITE FOR PRICES.

THE T. A. LYTLE CO. LIMITED

Sterling Road, - Toronto

Paterson's Worcestershire Sauce

sells quickly and repeatedly, pays good profit and satisfies the customers. It has that piquant deliciousness that adds zest to the appetite. Made in Scotland, under the best factory conditions.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

OUR FAMOUS LEADER

Brunswick Brand Sardines in oil have been our leader for many years, and are holding the foremost place among Canadian packed sardines.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

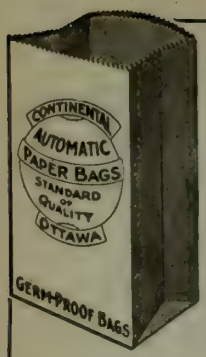
Our Chief Sellers

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
Kippered Herring
Herring in Tomato Sauce
Clams
(oval and round tins) Scallops

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnson & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—**the Best.**

Ours are no Higher Than Others' Prices.

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, - - - ONTARIO

DISTRIBUTORS:

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
QUEBEC PROVINCE AND MONTREAL: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

COFFEE

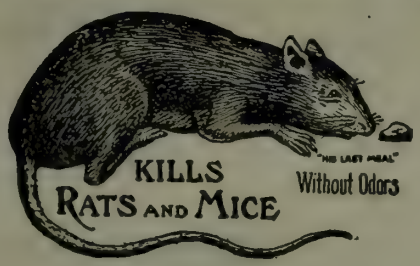
High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

RAT CORN



Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.20	$14.40	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
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Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

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Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because **you can.** You have the best of chances.

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

Don't make any mistake about the names of the leaders. They are

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King George's Navy - Chewing
Maple Sugar - - - Chewing

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

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Hamilton. - - - - Ont.

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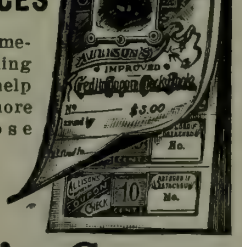
YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada

MAKE USE OF MODERN CONVENIENCES

Let simplified methods of handling credit accounts help you to make more money and lose less.



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They make credit business practically same as cash.

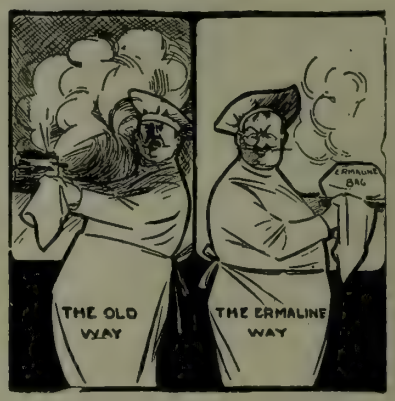
Here's How They Work:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

Compare the Two Methods. Which Do You Prefer?



The continued growth in the demand for the

Ermaline Bag

is simply proof that the Canadian housewife has "caught on" to this form of cooking and

Is Pleased

A little salesmanship is all that is necessary to make a nice profit from Ermaline Bags. If you are a salesman, write for samples, if not, you had better start to be, so write at any rate.

Edward Lloyd

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MONTREAL

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

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are lines which you can hand to the customer without fear of complaint. In other words, you can stake your reputation on them.

Made in a spotlessly clean factory from the purest of ingredients.

Ask nearest agent or write direct.

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COFFEE
"perfectly simple to make
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JAM "King" Compound JAM

The purest of ingredients only used, and the utmost care taken in their preparation—these are two of the main features of the manufacture.

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AGENTS

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Red Rose
Baking Powder

Is what good baking powder ought to be.

No Acids
No harmful ingredients.

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The Original Stock Food.

Has been awarded three diplomas.

Packed in artistically finished tins.

Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

50 Per Cent. Profit Guaranteed.

Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

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WINDSOR TABLE SALT

—and they get it—any other salt is refused—then, and when they are "grown ups." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR - - ONTARIO

AGENTS

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Auto-Roach Killer

The surest exterminator of the detestable roach and all other insects. Positively guaranteed to *kill.*

Put up in neat tin with funnel attached, through which powder can be shot into crevices where insects abound.

Big Profit All Round.
Write for Territory.

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Montreal

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DESERONTO, ONTARIO

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The profits are good and your customers come back for more.

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SELECT VALENCIAS

Costing 8 Cents

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Are Getting In Their

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For Californias

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LE SOLEIL
Alimentary Preserves.
"F. Lecourt" Mushrooms are high-class lines worth asking about.

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Limitee
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THE BEST 5c line with an extra good margin of profit

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32 Prize Medals 21 Royal Appointments

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DIPLOMAS

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THIS IS THE 1,294th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, SEPTEMBER 27, 1912 No. 39

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ENO'S 'FRUIT SALT'

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For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and **well established** it is now in **good demand** and is therefore bound to carry with it enquiries for other lines.

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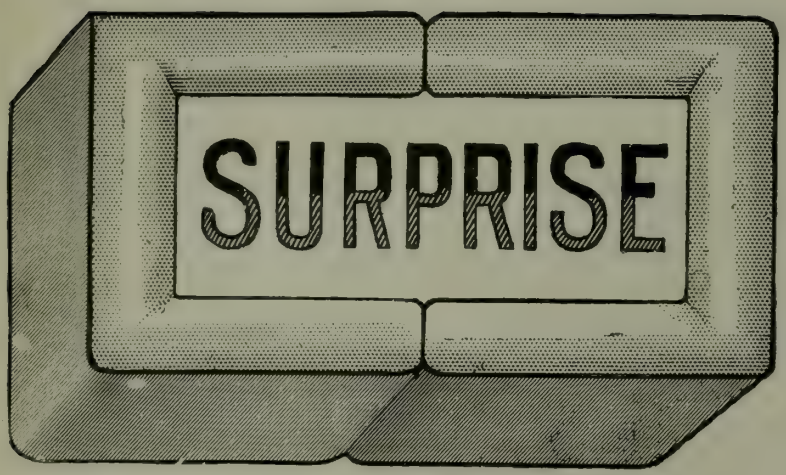
Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.

Selling soap or anything else involves work **somewhere** by **someone.**



The Easy Soap to Sell

If the manufacturer doesn't do it you have to, and the more work he does the less there is for you to do.

With "SURPRISE" Soap the selling work is all done before it enters your store.

Because the makers have perfected every detail of the two great selling forces known to merchandizing---the making of a thoroughly good article and the advertising of its genuine merits.

Making generous soap profits the "Surprise" way requires no laboured effort in "pushing" and "persuading"---its quick cleaning qualities are so well known that it sells itself.

The St. Croix Soap Mfg. Co.

St. STEPHEN, N.B.

THREE GOOD-PAYING LINES

Coco Fruitine

Nourishing, Palatable Vegetable Butter

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Condou's

MACARONI, VERMICELLI, ETC.

Finest Taganrog Russian Wheat — the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Condou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Condou.

Fish from Scotland

The "Moir" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can. Moir, Wilson & Co., Aberdeen, are specialists in the packing of Scotch Fish. Their reputation is built on their endeavor to produce only the "best"—*and they do it.*

Arthur P. Tippet & Co., Agents

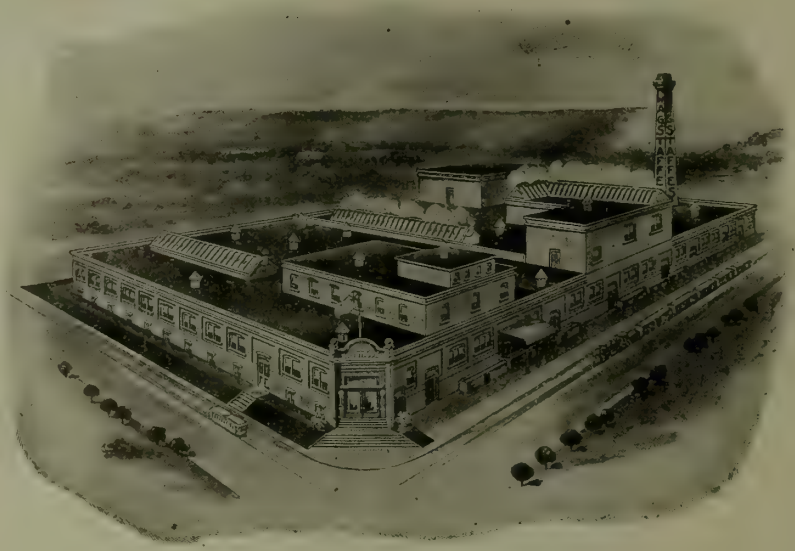
8 Place Royale
Montreal

84 Victoria St.
Toronto

WAGSTAFFE'S

LARGE PACK OF STRAWBERRY JAM

Prepared in Copper Kettles, Boiled in Silver Pans.



Packed in Gold Lined Pails.

FINEST FRUIT PRESERVING PLANT IN CANADA.

Our orders called for Seven Hundred and Fifty Tons of this Delicious Jam, we have filled 100 per cent, and still have some left. Mr. Grocer, ask your wholesaler for Wagstaffe's Jams, they are the best, made from fruit and sugar only.

All Ready For Delivery.

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

Original and Leading Brand Since 1857

TALK MONEY INTO YOUR POCKET

You know our brands, they're advertised for you to your customers. This means that your customers know them by name if not by taste.

This makes it one of the easiest things to talk money into your pocket. Very often the mere mention of the name BORDEN'S will recommend the goods and the sale is made.

BORDEN'S PRODUCTS

are produced with the aid of only the most modern and scientific condensing machinery, and can be relied on for their purity. Coupled with this is long experience and the most rigid sanitary regulations. It's the Brand you should feature. It will bring the money in.

Borden Milk Co.

LIMITED

"Leaders of Quality"

Montreal

Branch Office : No. 2 Arcade Building, VANCOUVER

QUALITY

TRADE MARK

600 Cases Per Day

is the capacity of our Enlarged Factory

The Good Sellers **Order Early**

Halifax 3 lb. Boxes 12 to crate
Halifax 1 lb. Boxes 24 to crate
Halifax STRIPS 30 lbs. to case

ACADIA 2 lb. Boxes 12 to crate
ACADIA Tablets 20/1s
ACADIA STRIPS 30 lbs.

BLUE NOSE COD STEAKS 20/1 and 2s
PILOT COD 20s/1-2
PILOT LOOSE 25 lbs. to case
CODBITS 30's loose
CODBITS 12/3s

SKINLESS COD-FISH

C.R.C. Brand 100s DOMINION Brand 100s and 50s

Sole Packers:

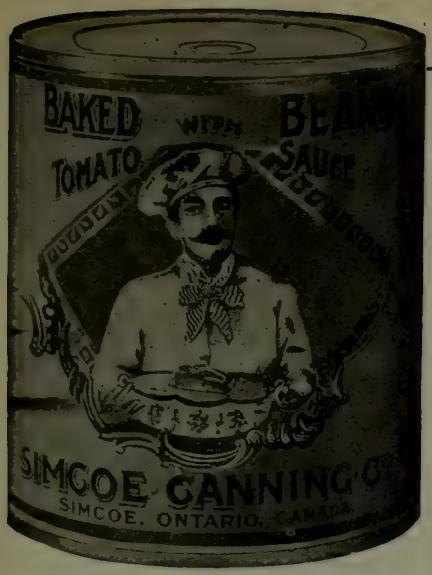
Atlantic Fish Companies Limited

Lunenberg, Nova Scotia

Selling Agents:

Maritime Fish Corporation Limited

Montreal, Quebec



The Facts Behind the Figures Determine the Value and Popularity of "Simcoe" Baked Beans

The significance of a large steadily increasing sale bears directly on the quality and popularity of a food. Quality is the feature predominant with all Dominion Canners' Products.

Popularity is another word for "economy." Baked Beans are really economical; a can of Simcoe Baked Beans contains as much nourishment as one pound of beefsteak. Notice the difference in price. That's just **one** reason why Simcoe Baked Beans are popular. There are many others.
Feature the 3's family size---a **larger** tin at a **smaller** price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

HOW ABOUT YOUR FALL ORDER FOR TEAS? OUR

FALL IMPORT TEAS

are now to hand. Ceylons, and Indian Black and Green, China Hysons, Japan Teas and Congous, and we would be pleased to forward you samples to show you by comparison that we can give you the best value for the least money. Let us show you, also forward us in an order for

"MELAGAMA"

Tea and Coffee. We pay freight on 60 and 100 lb. cases. Write us to-day. Do not delay.

MINTO BROS., 45 FRONT ST. EAST **TORONTO**

"NUGGET" POLISHES

Double the life of your shoes

ARE YOU SELLING THEM?

Write for advertising matter

THE "NUGGET" POLISH CO., Limited

67 ADELAIDE STREET E. - - TORONTO, ONT.

Clark's Pork and Beans

ARE THE BEANS THAT HAVE THE

REPUTATION

Not one of mushroom growth but one born of mature experience and retained throughout the years by the maintenance of a QUALITY which is both unrivalled and unsurpassed.

CLARK'S name is a synonym for QUALITY.

CLARK'S REPUTATION is of the kind which is lasting and ensures you a steady flow of business.

CLARK'S ADVERTISING helps to increase your turnover and YOUR PROFIT on Clark's products is an equitable one.

CLARK'S PORK and BEANS ARE SELLERS

W. CLARK, :-: MONTREAL

A. MACDONALD, President. J. C. MACDONALD, Vice-President.

The A. Macdonald Co'y.

Wholesale Grocers

Moose Jaw, Sask.

Head Offices and Warehouses, 116 to 122 Market St. E., - WINNIPEG

BRANCHES:

MOOSE JAW, SASK. EDMONTON, ALTA. VANCOUVER, B.C. FERNIE, B.C.
SASKATOON, SASK. YORKTON, SASK. LETHBRIDGE, ALTA. NELSON, B.C. KENORA, ONT.

The Largest Wholesale Grocery House in Canada. Remember, we are the only one price house in the West. Our prices are the lowest and our goods are the best.

The Bowser Way to make Oil Pay

The only way you can handle oil without loss of profits or damage to other articles is to install a

BOWSER SELF-MEASURING OIL TANK

LOSING OIL AND LOSING PROFITS AND LOSING CUSTOMERS.

instead of the old style tank. The BOWSER **pays for itself** in savings of oil, the old tank wastes; it delights customers by its accuracy and cleanliness. It shows at a glance exactly how much to charge for oil when filling odd measures, such as lamp or oil stove tanks. It does away with measure and funnel. An automatic stop cuts off the oil as soon as pumping ceases, and prevents dripping. If you want your oil trade to **be a profit** instead of a **loss**, a **pleasure** instead of a **nuisance**, send us a postal card asking for free Book No. 222 and full particulars.

SAVING OIL AND SAVING PROFITS AND PLEASING CUSTOMERS.

S. F. Bowser & Co., Inc., 66-68 Frazer Ave., **Toronto, Ont.**

Patentees and manufacturers of standard self-measuring, hand and power-driven pumps, large and small tanks, gasolene and oil storage systems.

Established 1885.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE MINE WITH CHEESE"

ILLUSTRATED ALBUM ON APPLICATION.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

AN ALL YEAR ROUND SELLER

The sale of HOLLAND RUSK has no season—winter or summer, spring or fall, there's always a demand for it because there are so many ways it can be eaten. It's delicious with berries or sliced fruit, either fresh or canned; with poached egg, with cheese, with jelly, with hot milk in cold weather, in fact with any meal, any time, HOLLAND RUSK is delicious. Infants, growing children, every member of a family eat HOLLAND RUSK; invalids find it highly nourishing and easy to digest. Put a dozen packages on your counter where your customers can see them. You'll be surprised how fast the sales come, once you start them, and you want them because of the good profit.

HOLLAND RUSK CO.,

HOLLAND, MICHIGAN

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

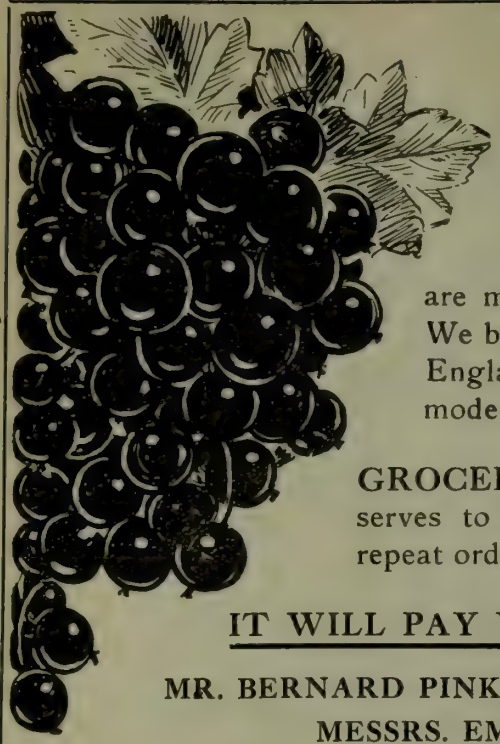
Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia



ENGLAND'S FINEST JAMS

are manufactured by us. It is a bold statement but it is true. We buy in enormous quantities, and have the choice of fruits in England's finest orchards. Our model factory is equipped with modern appliances, and is always open to the public.

GROCERS MAY CONFIDENTLY RECOMMEND our preserves to their most fastidious customers—they will be certain of repeat orders.

IT WILL PAY YOU To apply for full particulars to our special representatives.

MR. BERNARD PINK, c/o Canadian Grocer, E.T. Bank Bldg., MONTREAL
MESSRS. EMERSON, BAMFORD CO., VANCOUVER, B.C.

E.&T. PINK LIMITED
LONDON, ENG.

WARNING!

CRESCENT BM&Co TRADE MARK. BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,
LIMITED
GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:
Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

THE REQUISITES ARE QUALITY

AND

EFFICIENCY

It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST. - - - TORONTO

Dried Fruit For Particular People

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

Will Satisfy.

This Mark on Every Box

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

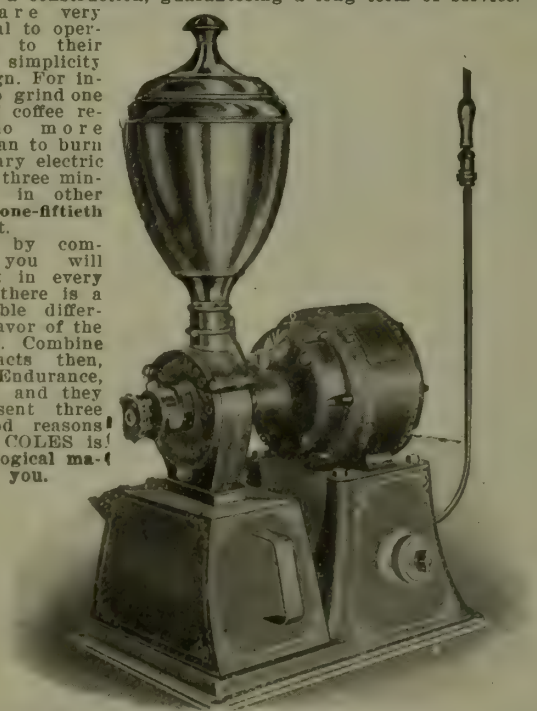
White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service. They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

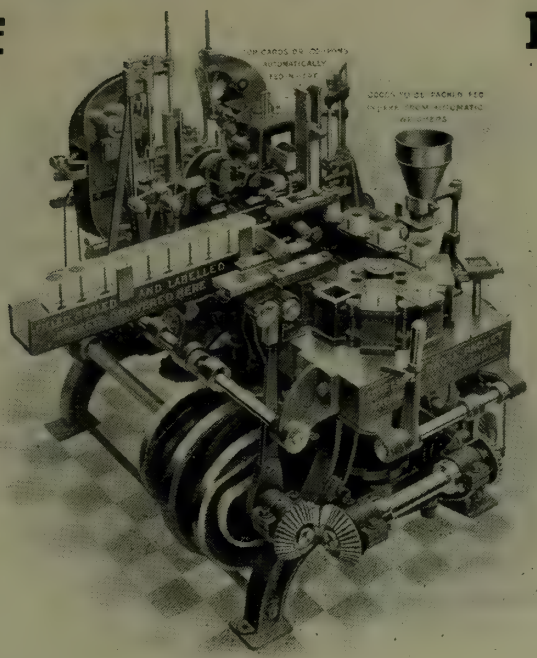
The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

BAG-MAKING & PACKETING

Machinery of Every Description

Labelling, Wrapping, etc., etc.



Bag Machines

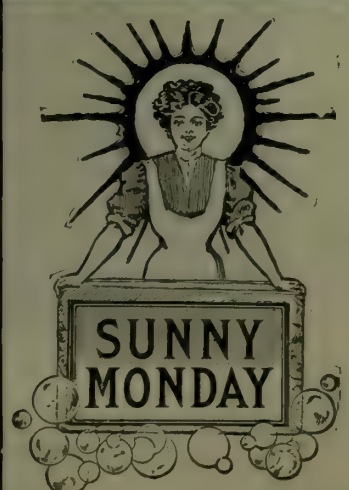
With folding in both these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

Lovell's Bag and Packet Machinery, Ltd., London, Eng.

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere, because they find it gives their customers more satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MR. GROCER!

Don't let the hot weather interfere with profits.
Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. R. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Thousands Are Doing It

Why are you not in with the thousands of aggressive retailers who are profiting by selling the popular FOREST CITY BAKING POWDER? For 25 years the standard, selling on its exclusive merits. Your customers want the kind they can rely on. Sell them Forest City Baking.

GORMAN, ECKERT & CO.
LIMITED

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

Prompt Delivery

Despite shortage of cars, despite the enormous demand for sugar, still all orders for

St. Lawrence Sugars

have had and will continue to have prompt shipment.

FALL IMPORT ORDERS

The season for an increased demand for stove polish is at hand. We would recommend your sorting up your stock of

James Dome Black Lead

and keep a sufficient supply of this old reliable stove polish on hand for your Fall requirements.

Save Money

Save Bookkeeping

Save Customers

Aren't these savings worth while? If a certain thing has proved by experience that it can effect these savings, isn't it worth while for you to give it your serious consideration?

The Barr Register saved one merchant a reduction in outstanding accounts of from $3,000 to $500.

The Barr Register saves bookkeeping, because when you make out a Barr Register system counter slip your bookkeeping is done without another penstroke.

The Barr Register saves customers because it avoids all causes for dispute over bills and amounts of bills. And not only that—it gains customers, because the customers you have put full confidence in you and your business methods, and praise you to their friends.

The Barr Account Register is a new and improved—very much improved—device for handling credit counts. Any merchant that has credit accounts will find it an invaluable addition to his store equipment. It does away entirely with the old clumsy out-of-date and money-wasting system of the daybook, journal, ledger, etc. It does away entirely with rendering monthly statements to customers—a system that actually prevents your customers from paying their bills for an entire month.

This is not a device that may or may not be of value in your store. It will be of value, and of such value that it is an actual necessity. You need it. You are losing money without it. In plain justice to your business, ask us for further details to-day. **USE THE COUPON NOW.**

Save Them NOW!

BARR REGISTERS, LIMITED, TRENTON, ONT.
(Can. Grocer.)

We would like to know more about the money-saving power of the Barr Account Register. Kindly send full particulars, prices, terms, etc.

Name .....

Street and Number .....

City ..... Province .....

JAPAN TEAS

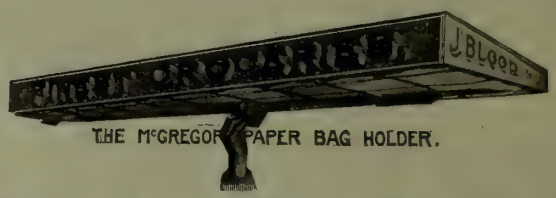
This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over other Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA

LOOK AGAIN

At name on package. You must get McLEAN'S WHITE MOSS if you want "the goods."

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal," "Schram," "Gem" or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.

HAMILTON - WINNIPEG

ANNOUNCEMENT

We have purchased from Foley Bros. & Larson the well-known trade mark "FORT GARRY," under which label we are packing a full line of

Tea, Coffee, Cocoa, Canned Goods, Extracts, Spices and Baking Powder.

This brand of goods has always been noted for its quality, and at all cost we will keep up the quality of FORT GARRY BRAND GOODS, and our guarantee will cover every package.

SPECIAL

In addition to purchasing this well known registered name of FORT GARRY, it was necessary for us to take over all the goods which Foley Bros. & Larson had on hand, and as these were packed by Foley Bros. & Larson, and have their name on the label, we are willing to sacrifice them at what they cost, as follows:

3 # enamelled tins, marked $1.00, @	69c
1 # packages, marked 35c, @	26c
½ # packages marked 20c, @	27c
1 # packages Finest Japan	27c
½ # packages Finest Japan	28c

We have the following bulks in stock:

# 4 of fine appearing Tippy, long leaf, bulk, @	26c
# 6 of fine appearing Tippy, long leaf, bulk, @	28c
# 1 Japan, @	28c
# 2 Japan, @	21c
# 1 Japan Siftings, @	10c
# 2 Japan Siftings, @	9c

We are prepared to give special terms for large orders on the above and will furnish samples upon request.

We are carrying large stocks of high-class groceries and are anxious to quote you prices at all times.

Our prices for NEW CROP RAISINS, CURRANTS and NUTS are out, and as we have purchased only the very best quality at the lowest market prices, we are in a position to give you the benefit. Write for our prices before placing your order.

RICHARDS & BROWN

WHOLESALE GROCERS AND COMMISSION MERCHANTS

WINNIPEG, - - - - - CANADA

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

African Ginger
on the spot and for importation in large or small quantities at the right price

NORMAN D. McPHIE
Wholesale Grocery Broker
HAMILTON, - ONTARIO
27 Federal Life Building
Established 1903

When you want the best goods and lowest quotations on the following, write or wire us.—

Currants, Salmon, Evaporated Apples, White Beans, and Canned Goods.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

ONTARIO—Continued.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

When writing advertisers kindly mention having seen the advertisement in this paper

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache.
If you are feverish.
If you do not sleep well.
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nerviline Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

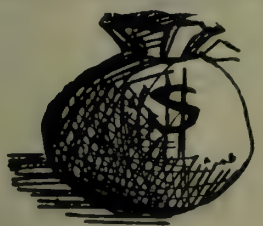
All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,
on hand. We just want your request.
The best of macaroni at thoroughly reasonable prices.

Write

H. E. VIPOND
197 St. Paul St., MONTREAL

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.



INCREASE YOUR PILE
by diminishing your book debts. Too much credit is bad and puts a premium on bad accounts.
WE CAN GET BACK YOUR MONEY
If you will only authorize us to do so. Can collect anywhere. Our organization is big enough.
Special Forms Will be Mailed You on Request.
The Nagle Mercantile Agency
WESTMOUNT, QUE.

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

Buyers' Guide

CANADIAN PURE LEAF TOBACCO

Can be sold in your district. Get a supply. Also see that you have a good range of pipes. Write

J. A. FOREST, 189 Amherst St., Montreal.

VOL-PEEK

Needed in every household. Has a ready sale. Still allows you 100% profit.

Mends Holes in Pots, Pans, etc.

in two minutes. Cannot fail.

Jobbers, Write for Discounts.

H. NAGLE & CO. - - MONTREAL

W. J. Flewwelling, 65 Front St., Toronto, Agent for Ontario.

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

Can Our Traveller Call?

COURTESY OUR IDEA

COUVRETTE & SAURIOL

Wholesale Grocers, Montreal.

SULTANA (Brand) TURKISH DELIGHT

Chocolate Turkish Delight
Chocolate Caramels, etc.

always ask for Sultana Brand. Agents wanted in British Columbia.

ORIENTAL PRODUCE CO. MONTREAL

Agents Ontario and Northwest:
MacLaren Imp. Cheese Co., Ltd., Toronto.

RIGA WATER

Purifies

Big profits for dealers

RIGA WATER CO. - MONTREAL.

I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave. Montreal.

For a Satisfying Aroma Giving Smoke Recommend

OLYMPIA AND BEN BEY **CIGARS**

Ed. Youngheart & Co., Limited
Montreal, P.Q.

For High Class Biscuits
Good Quality Confectionery

Give us a call.

AETNA BISCUIT CO., LTD., MONTREAL

COON SHOE POLISH
FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanoraie, P.Q.

For Flavor

BOURQUE'S PICKLES **BOURQUE'S CATSUP**

Are Unequalled.

H. BOURQUE & FILS - - Montreal.

EXO

Kills rats instantly. No odor.

Agents 40% profit

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

McDOUGALL

Insist upon having them

D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

For Disinfectants of any kind

Write

MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision and General Trades' Journal

10 Garfield Chambers, Belfast, Ireland

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.

FRANK L. BENEDICT & CO., Montreal Agents.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE'S COFFEES

are not ordinary Coffees, but something out of the ordinary. That's why there is such a call for them. Let's hear from you.

146 St. Urban St. - Montreal

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER

Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

A want ad. in this paper will bring replies from all parts of Canada.

FRUIT PULPS

Bitter Oranges and Peels

F. KESSELL & CO. 7-8, The Approach London Bridge, London, Eng.

EWING'S SPICES

Purity

Purity ICH DIEN Purity

Purity

This tells the story shortly.
They make the pickling satisfactory.

S. H. EWING & SONS
MONTREAL

'CAMP' COFFEE

Pulls the Customers:

Let it pull them your way. The public like 'Camp' because of its fine flavour, and because it is simple and quick to prepare. For these reasons 'Camp' is frequently taken in preference to any other beverage, and at times when coffee isn't customary.

Thus, 'Camp' has a powerful 'pull' to the shopkeeper's advantage. 'Camp' carries a substantial profit—don't miss your share of the big trade in 'Camp.'

Makers: R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.

Purnell's

—the household word for SAUCES

Purnell's has been the household word for Sauces, Pickles and Relishes of all kinds for over a century and a half.

Is it any wonder that Purnell's have a world-wide reputation for honest goods—for purity and fine quality.

Purnell's B.V. Sauce is the highest grade fruit sauce on the market to-day. Its delicious, appetizing flavor adds zest to any dinner.

Purnell's Worcestershire P.W., Devonshire, Harvey, Indian Grill, Essence of Anchovies, and Browning for Gravies, Sauces are winners everywhere.

Your best trade will appreciate Purnell's.

Purnell & Panter, Limited
Malt Vinegar, Sauce & Pickle Makers
Bristol, England

Macaroni Vermicelli

Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

The C. H. Catelli Company, Ltd.
MONTREAL, **CANADA**

GET A BIG SLICE OF BUSINESS

You can do this by getting behind a good line of Jams and Jellies—display them, and back them up with your selling powers, and a big slice of business will come your way. The purest and best, the kind that satisfies customers is the

E
D S

BRAND

Your customers know this trade mark, it stands for absolute purity. Only the highest grade fruits, pure cane sugar, being used in the making. E. D. S. goods are all put up in attractively labelled bottles and cans.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A HILL. Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

THINK IT OVER

You will realize that

LAWRASON'S SNOWFLAKE Bath Powder and Watersoftner
(PERFUMED, ANTISEPTIC)

is a line that will add prestige to your store and a line that the public has long been looking for. It pays the dealer a good profit and is moderate priced to the consumer. Neatly packed in green and red lithographed tins, with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

equals in power any similar powder on the market selling for twice its price (5c). This statement is supported by a $500 guarantee.

This ammonia will save 90 per cent. soap, and is the best for all household and disinfecting purposes.

Fall Housecleaning will soon be in the air—this is the dealer's opportunity.

Write at Once.

S. F. Lawrason & Co.

LONDON, ONTARIO

Did You Do More Business in September, 1912, than in September a Year Ago?

¶ Every keen merchant strives to make each business period produce a greater volume than the corresponding one of the previous year and watches anxiously for the results when the comparison is made.

¶ Most merchants make the comparison by months—checking the total business this month with the same month last year. It is a good plan.

¶ Volume can be increased most easily by special attention to those standard items which are particularly in demand at the moment. *More than any other time this is the oatmeal season and this is an oatmeal year.* A prominent store display of

Quaker Oats

will largely increase your sales during these fall months and add materially to your volume and profit.

¶ We are doing a lot of extra work now to make every customer a possible Quaker Oats buyer. You should not fail to take advantage of our special offer on Quaker Oats, now in effect.

¶ *It will pay you to boost this package in which the public so thoroughly believes.*

The Quaker Oats Company
PETERBOROUGH

By Royal Letters Patent

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G. PATRICK & Co.

St. Paul St., Montreal
York St., Toronto.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.

DUNDAS, ONTARIO

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

"CAMEL" FIGS A GOOD INVESTMENT

There are no Smyrna Figs so choice in quality or so carefully packed. The attractiveness of the boxes and the superiority of the contents makes an exceptional appeal to consumers. Therefore the dealer finds Camel Figs a quick and profitable seller.

If your jobber cannot supply you, write us and we will put you in touch with our nearest Canadian Representative.

SOLE DISTRIBUTORS FOR CANADA AND UNITED STATES

THE HILL BROTHERS COMPANY, BEACH AND WASHINGTON STS. NEW YORK, U.S.A.

Packers of the popular "ROYAL EXCELSIOR" and "DROMEDARY" packages dates.

Coming Out Oct. 11th

The Big Fall Campaign Number of

The Canadian Grocer

¶ It will be brim full of good practical ideas that you and your clerks can use to sell more goods between now and Christmas. Be on the lookout for it.

¶ The advertising section promises to be of more than usual interest. If you don't find it advertised in the Fall Campaign Number of The Grocer, the chances are that it isn't made. The fall offerings of the manufacturers and jobbers in this issue mean dollars in your pocket. Don't miss them.

A Word With You!

Why is our Tea Trade increasing by Leaps and Bounds?

Because the Up-to-date Grocer appreciates the advantage of buying our rich, mellow Standard Blends, uniform in quality and flavor.

The Grocer who aspires to lead in his own neighborhood must keep his tea stock in the highest state of efficiency.

Our expert blender devotes his whole time to this end.

When you buy our Standard Blends you have perfect security. You keep control of your trade, increase your profits and please your customers.

We guarantee satisfaction, and will take back at our expense any blends not entirely satisfactory.

FREIGHT PAID ON 100 LBS.

2 Star	A really good blend of Indian and Ceylon. Black or Mixed	19 cents
2 Star	Good leaf, pungent sweet liquor. Green . . .	19 cents
3 Diamond	Fine pungent liquor. Nice regular Pekoe leaf. Green	22 cents
3 Diamond	Thick juicy tea. A blend that is giving universal satisfaction. Black	22 cents
4 Star	Genuine English Breakfast Tea, perfect Orange Pekoe Leaf	27 cents

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President. **HUGH BLAIN, Vice-President.**

The Maximum of Quality

"SALADA"

Tea for twenty years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and the profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

The "SALADA" Tea Company

TORONTO - - - - - MONTREAL

London, Eng., 41 Eastcheap.

THE REASON WHY

Cairn's Scotch Jams, Jellies and Marmalades have been favored by Royalty and the public in general is attributed to their distinctive quality and flavor of fresh, ripe fruit. There are many lines of jams but they can't copy the deliciousness of the Cairn's products.

In selling Jams, Jellies, Marmalades, you will make no mistake by recommending a line that has proven its quality—CAIRN'S.

ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal, Quebec

The Mother and the Child

Too often the food of children proves more harmful than good. Introduce ROBINSON'S PATENT BARLEY and PATENT GROATS and the mother will thank you.

Patent Barley is specially used for children up to nine months of age. PATENT GROATS then alternated with the BARLEY forms a healthful diet.

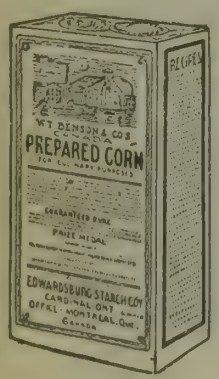
ROBINSON'S PATENT GROATS and PATENT BARLEY are the scientific preparations of the finest oats and barely and are the foods for old and young.

GET THE BEST TRADE WITH THESE FOODS.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL
30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



Every Woman Who Cooks
Will Eagerly Purchase
Benson's Prepared Corn

"The Corn Starch that fills a hundred wants in the kitchen.

"Women want Benson's because it lightens the drudgery of Summer cooking—enabling them to quickly prepare delicious and nourishing dishes.

"Women want Benson's because of its unequalled purity and fineness. They want it for baking, pastry making, preparing custards, ice cream, blanc mange, etc.

The Demand is There—You Simply Have To Supply It.

Your order will receive prompt attention.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

View of the bright store interior of the Star Provision Co., Regina, Sask. Note how attractively the bin receptacles in counters and shelves display the goods.

The Interior as a Creative Salesman

When the Goods are Attractively Arranged Where They Can be Seen They Sell Themselves—Natural for a Customer to Want Them—Aid in Making Casual Buyers Permanent Customers—An Attractive Regina Store.

Although much has been said about the importance of interior display, there is still a great deal more that might be recorded. No one will attempt to dispute the hold a good display has on a buyer in the store. It means extra dollars and cents in the till every night and therefore extra business and profit at the end of the year.

In early childhood, the babe grasps at everything within reach without discrimination. As it grows older, it begins to pass by the common-place for the attractive. The more advanced in years it becomes, the greater are its powers of discrimination between the valuable and the cheap. This characteristic clings to it till maturity; and here we have the purchaser in the store buying goods for the table. By nature, therefore, a woman who is particular about the health of her family, is attracted by a clean, bright display of quality goods.

Attractive Western Store.

The accompanying illustration shows a view of the store interior of the Star Provision Co., Regina, Sask. It at once attracts and holds attention. There is no mistake about it, such a display is sure to bring extra purchases from the inside customer, just as a good window display will sell the onlooker on the outside. The shelving is particularly well arranged, the counters are shining bright, and the display of the goods under glass enticing. This interior furnishes an exceedingly good example of profitable interior arrangement.

When a customer approaches the counter of this store, she cannot fail to see the array of goods. At the same time everything is so neat and clean that a good impression is immediately made, and even if she is not in a position to purchase any of them at once, sales will undoubtedly be made to her later on. The occasional buyer will be brought back again by such a display.

This explains the value of good interior displays. They sell goods and create a reputation for the merchant and the store, which will be a continual advertisement.

A Strong Advertisement.

To sum up an attractive arrangement of goods in the store will:—

1. Sell extra goods to the inside customer;
2. Help make permanent customers out of casual buyers;
3. Create a reputation for the store and goods;

and therefore is an effective advertisement and a valuable asset to the business.

Valuable Points on Storing Canned Goods

The Attention Necessary to Prevent Rust on Cans—Effects of Frost on the Contents and on Cans—Care Should be Taken to Prevent Moisture—This is What Causes the Rust.

Now that the cold and moist season is again nearing, retail and wholesale dealers should look to the storing of canned goods. Sometime ago The Grocer published a few suggestions on taking care of canned goods which will bear repetition.

Canned goods are an important item in the business of all grocers, and more attention should be given them than is frequently the case.

Because the goods are cased and sealed, any place is considered by some good enough to store them. The darkest corner of the dampest cellar is generally considered about the most suitable place. Canned goods are sometimes stored in out-of-the-way places, and left for several months. When they are opened later on, the tins are probably badly rusted, possibly an odd tin is burst, spoiling the appearance of the contents of the entire case, and the retailer immediately sits down and writes a long letter to his wholesaler about the condition of the goods, throwing all the blame on the packers.

Used Sometimes Like Cordwood.

If grocers would be impressed with the fact that canned goods must not be treated as cordwood, there would be far less cause for complaint.

Tin plate is almost universally used. In fact, there is hardly a kitchen utensil that is not made of tin, and every one knows that all tins are very susceptible to rust, especially when exposed to damp, and the greatest trouble experienced with canned goods is their tendency to rust.

Circulation of Air Necessary.

The ideal storage for canned goods is a dry, even temperature, between 40 degs. and 50 degs., F., with a free circulation of air. Cases should be piled clear of the walls, and as much as possible off the floors, to permit of the circulation of air over, through and around them. Cases should also be piled on their sides, so that in the event of a tin bursting the contents will drain off, rather than into and through the cases underneath. Canned goods cases should also be examined at intervals, and where there is apparent trouble inside of the cases, the cause of the trouble should be at once removed.

The Effect of Frost.

The question is often asked, "Does frost injure canned goods?" As to affecting their value as a food the answer is "No," but as a general thing canned goods should not be allowed to freeze. With goods such as corn, peas and beans, the flavor is somewhat affected through freezing, not so much that one not an expert could tell the difference; but there is a difference. On the other hand, the flavor of preserved fruits in tins, and tomatoes, is not appreciably affected by frost. A number of experiments with tomatoes did not discover any impairment of flavor, due to freezing.

However, the greatest trouble with the freezing of canned goods, is that the tins will sweat in thawing out, and the water lodging on the cans will cause the tins to rust, and also the labels to become soiled. If these goods are not carefully looked after, after thawing out, the rust will, in course of time, eat through the tins and permit air to get into the cans, thus spoiling th contents.

When Canned Goods are Frozen.

Another thing to remember is that when canned goods are frozen, they are usually bulged, but as soon as they are thawed out, the ends will snap back. Be sure, therefore, that your goods are not still frozen before condemning them as swells.

If, owing to lack of storage, canned goods are allowed to freeze it would be better to keep them frozen, rather than to thaw them out and freeze them again, as every time they thaw out, they are liable to accumulate rust. If the goods are not used until the spring, the cases should then be carefully overhauled and placed where they will dry out rapidly, otherwise there will surely be trouble.

Most packers are anxious to stand behind their goods, and if it can be shown to them that the trouble with any canned goods is through fault of their own, they are generally only too glad to have the difficulty remedied promptly.

If grocers have goods that are not satisfactory, they should, in all cases, hold them subject to the instructions of the packer, as it is in the interests of everybody that the goods should be examined to ascertain exactly what the trouble is, and it is only by doing this that any defect in packing can be remedied.

Cause of a Leaky Can.

A swell or a leaky can is due most likely to an imperfection in the can, or an error in the time given to the processing. Once air gets into the can decay begins, just the same as the goods would decay if left exposed in an open vessel. It should not, however, be concluded, that the packer has been putting decayed goods into the can. Goods put up by responsible manufacturers are packed properly.

As canned goods are an important and profitable part of a grocer's business, it is to his interests to look after them carefully so that customers may be impressed with their value as a wholesome and clean food.

SOME OPINIONS FROM READERS.

Mr. L. Galbraith, Harwich, Ont., writes as follows:

Please find enclosed postal note for above amount. Cannot do without The Canadian Grocer.

* * *

A Great Help.

The Canadian Grocer,
Toronto, Ont.

Dear Sirs,—It certainly is a pleasure to enclose order for The Canadian Grocer.

We find it a great help in our business and enjoy reading it very much.

We remain,
Yours very truly,
PORTER S. WHITE.
Peterboro, Ont.

* * *

Easily Worth the Price.

MacLean Publishing Co.,
Toronto, Ont.

Gentlemen,—Enclosed please find my cheque for four dollars in payment of my subscription to The Grocer, and also for one each of the Retail Advertising Books and 1,000 Ways and Schemes to Attract Trade.

I find The Grocer a great help in my business and think that it is easily worth the amount charged for same.

Yours truly,
Kelowna, B.C. K. F. OXLEY.

* * *

From the West Indies.

MacLean Publishing Co.,
Toronto, Ont.

Dear Sirs,—I beg to acknowledge receipt of yours of the 14th, inst., also statement of account for $2. I regret the oversight in not responding to your former applications, and now have much pleasure in enclosing $2 for one year's subscription as per B|P.

In response to how I like your paper, I must say that I find it very helpful and I think it is one of the best trade papers published, the information and hints contained therein being very useful to the merchant.

With best wishes, I beg to remain,
Yours faithfully,
Kingston, Jamaica.
E. D. KINKEAD.

Going After the Scale Inspection Act

Ontario Retail Grocers' Association Claim Government Should Bear the Cost—Also Want Garnishee Law Changed — Think Present Wage Exemption Too Great—New Members Coming In—Constitution Will Soon be Ready—Member Tells of Peculiar Method of Selling a Cleansing Article.

Hamilton, Sept. 25—(Special).—With the exception of two members, the entire executive of the Ontario Retail Grocers' Association met here last Wednesday night to resume the work already accomplished and plan for the future. President D. W. Clark, Toronto, was in the chair. The minutes of the last meeting were read by Secretary Wm. C. Miller, Toronto.

Among the important subjects that arose for discussion were the Scale Inspection Act and Garnishee Law. John Forth (Hamilton), as chairman of the committee on Legislation reported an interview with a Hamilton federal member of parliament on retailers paying for inspection of scales. He was informed that the government was not assessing the merchant for the money that was in it, and there was every probability, that, if the proper government authorities were approached, this matter might be satisfactorily adjusted.

The point of view of the retailer is that when his scale is inspected he must pay for that inspection whether the scale beforehand was correct or not. This he claims is unfair or as John Diprose (London) put it a "gross injustice." Scale inspection is in the interests of the general public and like almost every other similar inspection should be paid for by the government. Honest retailers want to give honest weight, but when they have to pay for something done by the government they naturally object.

The matter was referred to a committee composed of John Forth, D. W. Clark and Wm. C. Miller, who will arrange to have it brought before the proper authorities of the government. In the meantime every member of the association is urged to see the federal representative for his constituency to assist in attaining the object in view.

Want Wage Exemption Lowered.

The Garnishee Law was discussed at length and on motion of W. J. Mellen (Brantford), and Thos. Shaw (London), it was decided to apply for legislation to have the act amended so that the amount of exemption of wages collectable as a debt will be reduced from $25 to $10. It was suggested that in the event of not being able to arrange for this, that 50 per cent. of a man's weekly, semi-monthly or monthly earnings be collectable. The same committee as above named will also look after this matter.

Getting in New Members.

The Ontario Association is going out strongly for new members and the different local associations will divide the work among them. The London members will endeavor to interest merchants in Thorndale, St. Thomas, Port Sanley, Mt. Bridges, Delaware, etc. The Hamilton body will go to Burlington, Oakville, Dundas, Grimsby, Niagara Falls, Welland and St. Catharines. Toronto members will look after Brampton, Newmarket, Aurora, Whitby, Oshawa, Port Hope, Cobourg, Peterboro and Lindsay. The Barrie and Allandale men have Collingwood and Orillia districts; the Woodstock members will try to get the interest of those in Ingersoll; Brantford those of Paris, etc.

J. D. Wisdom (Allandale) passed over the names of eight new members to Secretary Miller. The secretary has received letters from Steelton, Hamilton, Colborne, Barrie, Woodstock, Windsor and other places approving of the new organization and tendering assistance. The membership is expected to be a much larger one before the end of the year.

New Election of Officers.

D. W. Clark reported that the Papers of Incorporation had been granted by the Provincial Legislature. It is necessary that an election of officers be made not later than two months after receipt of the charter, so that, on motion, the present officers were formally elected.

J. A. McIntosh (Hamilton) has the drawing up of the constitution well under way and it will likely be submitted at the next meeting.

John Diprose pointed out that the charter of the association gave association members an opportunity to watch more carefully slow and good pay customers. If a customer of a London member, for instance, moved to Hamilton, information as to his standing could be exchanged between members of the association. This, he claimed, should prove to be a strong feature when all the machinery was in operation.

A Warning Issued to Grocers.

Under business "For the Good of the Order," Jas. Burns (Brantford) called attention to what he termed a "fake" scheme of certain parties to place on the market a cheap and worthless line of goods for cleansing purposes.

Here is the method of the salesman: He calls at your store to say that some time ago a grocer in your town, usually one on a back street whom you do not know, ordered some five cases of the cleanser and the stuff was now at the station. But since it was sent, the credit rating of that particular grocer was looked up and found wanting. You are offered those five cases at a bargain, say 40 cents a dozen, whereas the original price was 95 cents—he wants to get the goods off his hands and hence the sacrifice sale. If you accept you sell them at 10 cents each and make a lot of money. They are then sent down to your store.

Mr. Burns claims that from his investigations the article is of little or no good and that it is being sold under false pretences. Usually, he said, some 20, 40, or 50 cases is unloaded in one town by this method. He warned the grocers to be on the lookout for this proposition.

The meeting was a very enthusiastic one and showed that the members of the Ontario Retail Grocers' Association were on the alert.

Following items are from The Grocer of September 30, 1892:

"The legality of the by-law passed by the city council of Victoria, B.C., exacting a license of $50 from any retail dealer, as agent or otherwise, in goods furnished by parties outside the province, has been upheld by the Provincial Supreme Court."

* * *

"Scafe Bros., farmers near Ridgetown, Ont., have sold their season's crop of beans, 700 bushels at $1.20 to Cochrane & Wilson.

Editor's Note.—This year farmers are likely to get a good deal more for their beans than 20 years ago. Around the $2 mark is much more likely.

* * *

"Orders have been issued to the Toronto police to take the name of any peddler caught selling his wares on the street without a license."

Editor's Note.—Apparently retailers had trouble with the peddling community 20 years ago as well as to-day. After first of next year peddlers will not be allowed to call their wares on the street.

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THE WEST'S BIG PROBLEMS.

Of vital importance to the Canadian West, were the problems discussed at the ninth annual convention of the Associated Boards of Trade, of Western Canada. These will be observed in the report in this issue of the proceedings recorded by our special representative.

Probably the greatest question is that of transportation which includes facilities at terminal elevators, car congestion and delays in unloading cars. All these came up before a group of the West's business men and were thoroughly gone into. One resolution that carried, but not without opposition, advocated the erection of interior grain elevators where farmers could dispose of their grain as soon as threshed, and thus dispose of the troublesome problem of car congestion which so seriously retarded business a year ago.

As we have pointed out before, this appears to be about the only solution of the difficulty, and so far as present prospects are concerned, the question of railway congestion is by no means settled.

Merchants will be particularly interested in the resolution and discussion bearing on a more simple chattel mortgage act.

Other important matters that come under the notice of these Western men included immigration, questionable real estate deals, Bulk Sales Acts, unclean bank notes, single tax, etc., all of which should be studied by every member of the trade.

FLOUR AND CEREAL SITUATION.

A general waiting attitude has been adopted by dealers in regard to flour and cereals. They are buying mostly for immediate requirements feeling that when new crop wheat and oats begin to come forward in sufficient quantity prices will tend to easiness.

During the past week as intimated in our last issue, rolled oat prices were advanced 25 cents per barrel. Scarcity of spot oats of good milling quality has been responsible. Some mills doing an export trade have had to bring in U. S. oats and mill them in bond. The yield of oats in the Canadian West is, however, large, although rather late. It is felt that when new crop begins to come forward in appreciable quantities that prices will again ease.

The same opinion is expressed in regard to spring wheat flour. The world's wheat production this year is large and generally lower prices are in evidence. Canada is also going to have a good output from present indications, with the quality much better than last year. For this reason new crop flour is expected to be more reasonable, sales for future shipment having already been made at a considerable concession on present quotations.

If nothing turns up to mar the situation, it looks as if we would have lower prices on both new crop flour and cereals. Time of adjustment will depend on the rapidity of deliveries. So far the new grain has been coming forward rather tardily.

EGG PRICES EXPLAINED.

At the present time in many sections of the Dominion there is a considerable difference between the prices being paid for eggs in the country and those existing in the city. The country merchant looks at the price being asked in the city and wonders why he does not get somewhere near that price. The city merchant in turn wonders why he cannot buy eggs at the price ruling in the country. Naturally they seek an explanation.

In the first place it must be borne in mind that it costs something to transfer the eggs to the city; there are broken ones to be allowed for, and the wholesaler and commission man must have his profit. In addition to this there is the loss through bad eggs and this appears to be an important item, which lures up much larger sometimes than others.

Just at the present time, wholesalers are making strenuous complaints in regard to the large shrinkage. Some particularly bad instances are cited. The damp weather which has been general has proved exceedingly detrimental to the quality of eggs. Then again, it is declared that shippers sometimes hold eggs too long in hopes of better prices and when they reach market, they are not fresh. Naturally this affects the demand.

It is, however, stated by some wholesale houses that on the whole the shrinkage has not been as large this summer as last. Probably merchants and farmers are taking more care in handling their eggs. If this would become more general it would do much to reduce the range between country and city prices.

PURCHASE RELIABLE GOODS.

According to advices received from different quarters by The Grocer, there is a new line of goods being placed on the market whose merits should be looked into before an order is given. The method used to introduce it in the grocery stores is somewhat out of the ordinary. The salesman's reason for giving the dealer a bargain is rather ingenious and may be noted fully in connection with the report of the executive meeting of the Ontario Retail Grocers' Association on another page of this issue.

As one grocer states there, the new line is sold at a low price because a certain dealer in the town, who had previously purchased, was not sufficiently strong financially, and the goods were now on the agent's hands.

Grocer readers should be on the look-out for this method of selling. While the agent is gone to bring the goods from the station, they might carry on a little investigation and be prepared to present him with the facts, if his story is not true. In any event the merits of the goods should first be decided upon if the salesman or the firm with which he is employed, is not known to be reliable.

INSURANCE ON NEW STOCK.

Just at this time of year, the majority of grocers are laying in big stocks of canned goods. The quantity depends on the size of the business, but there are no doubt many who have supplemented their stocks from $600 to $1,000 and more.

The question of fire insurance should naturally be considered by the retailer whenever such a large addition is made to the stock at one time. To carry insurance for six months would cost the dealer probably only about 35 cents a hundred dollars which, on $1,000 would only figure a premium of about $3.50. This is small compared to the worry incidental to not having the insurance on and in case of fire disposes of any loss whatever in laying in the extra stock.

The fall and winter season is now in view and as this is the time of year when most fires occur, dealers would do well to look to their risks without delay.

SUGAR BECOMING MORE PROFITABLE.

The Grocer was glad to hear the statement of a retail dealer the other day, that the trade this year, in general, has been making a fairly good profit on sugar and at the same time selling a lot of it.

The reason for the splendid sale is attributed to the abundance of late fruits and particularly peaches. The early fruits, such as strawberries and raspberries were disappointing to the retailer, owing to the high prices. Those who had given orders for sealer stocks found considerable quantities on hand until the peach and plum season arrived. But since then there has been such a big call for sealers and rings that many have been sold out.

All this has had the effect of boosting sugar sales. Dealers have been realizing more and more the importance of getting a good margin on sugar and are selling it at a profit, whereas a few years ago there was such cutting going on in every town and city that few could get a margin above total cost. This is a bright sign, and it is a pleasure to herald its coming.

INFORMATION MEANS MONEY.

Readers of this paper should remember that our Letter Box service is always open to them. That this sometimes proves of value, is evidenced by the following quotation from a letter recently received:—

> We saved the price of your paper out of one question asked you last month.

This was from a Sarnia, Ont., dealer, who asked for the Canadian representative of a particular relish. The information was in our possession and was passed on to the enquirer who says he made the price of the subscription out of it.

Our Letter Box is open to all our readers. There is probably some information you may be in need of in connection with your business. If so, let us know.

LOOK TO COLLECTIONS.

This is the time for the grocer and general merchant who runs a credit business to institute a campaign to turn the accounts on his books into actual cash.

During the year many dealers have extended considerable credit to customers and it now lies upon their books. In the case of a merchant who has been in business for some time, there are likely to be many accounts which extend back even further than a year and with these it is even more desirable that they be collected.

The country is now in an exceedingly prosperous condition, probably more prosperous than for many years. Crops this year have in general been good and in many districts they have attained a record mark. They have now, in majority of cases, been harvested and the farmers are turning the fruits of the season's labors into cash and should be well fitted financially. It is probably no exaggeration to assert that there is more money in the country than ever before. For this reason if customers are ever to be in a position to clear off their indebtedness, now is undoubtedly the time.

EDITORIAL NOTES.

Life now is pretty nearly one wet day after another.

* * *

A sale made by an interior display costs little energy.

* * *

The time of year has arrived when provisions can be shown to advantage in the window.

* * *

When every grocer insists on selling sugar at a profit above total cost, the millenium will surely be here.

* * *

With lower prices expected on both flour and cereals this fall, the cost of living should be somewhat reduced.

* * *

"Sugar, sealers, rubber rings." How would it do to say this every time a customer purchases peaches or other fruit?

* * *

The fact that peaches are plentiful this year has nothing to do whatever with the large number of September weddings.

* * *

The West is a big buyer of Eastern butter, and even if this condition of affairs does help prices, it is a healthy sign and means much to the country as a whole.

* * *

There is a fortune awaiting the man who can find some practical use for the bad egg. Apart from the pelting of politicians, strike breakers, etc., there seems to be little use for them.

* * *

The abundance of peaches this year is responsible for moving out a considerable quantity of fruit sealers. This suggests to the dealer to always mention sealers when peaches or other fruits are purchased.

* * *

The Fall Campaign Number of The Canadian Grocer will be a most practical issue replete with illustrations of some of Canada's finest store and window displays. The date of issue is October 11.

* * *

The Associated Boards of Trade of Western Canada passed a resolution against unclean bank notes. While those who condemned their circulation are undoubtedly right, nevertheless the majority of us would be inclined to give a bunch of them an honorary place in an inside pocket.

Western Business Problems Discussed

Associated Boards of Trade of Western Canada Hold Ninth Annual Convention at Moose Jaw—Transportation, Elevator, Freight Congestion, Legislation and Immigration Questions Among Most Important—M. Isbister of Saskatoon the New President—Next Convention Goes to Winnipeg.

Special Staff Correspondence.

Moose Jaw, Sask., Sept. 25.—The convention of the Associated Board of Trade of Western Canada met in Moose Jaw on Wednesday morning, September 18th. After appointing the Credential Committee the meeting was adjourned until 2 o'clock in the afternoon. The following gentlement were appointed on the Credential Committee: R. Patton, Moose Jaw; Mr. Wood, Swift Current; C. H. Webster, secretary of the association; F. M. Sclanders, Saskatoon.

At 2 p.m. it was found that a satisfactory number had come to discuss the resolutions which were prepared for the consideration of the convention and from the first enthusiasm was running strong and it was evident that the Ninth Annual Convention of the Boards of Trade was going to be as interesting, if not more so, than any previous convention.

Sharing in Real Estate Profits.

President William Georgeson, wholesale grocer, of Calgary, Alta., occupied the chair and gave the opportunity to Mayor Maybery to present an address of welcome. Mayor Maybery referred especially to some of the resolutions to be brought before the convention, particularly those pertaining to real estate propositions. He welcomed the delegates in the hope that in the discussion of this vital question some legislation might be adopted to remedy prevalent existing evils. He suggested that the public should reap more benefit which accrued in real estate development. Some say that Lloyd George has the right idea of taxation but Mr. Mayberry thought that some better method might be adopted in this country. In his opinion the cities should be allowed to take one-half over the increase of ten per cent. advancement in real estate and he went on to show how this would tend to equalize the profits among the citizens.

In reply to the address of welcome President Georgeson stated that Mayor Mayberry had referred to a resolution which they had discussed previously and which they found to be one of the hardest nuts to crack. In his opinion individuals should be restricted from putting on subdivision properties outside the city.

Single Tax Idea in Calgary.

Regarding taxation, the single tax idea is growing and in Calgary taxation is reduced to twenty-five per cent of the value. Two years ago in Calgary taxation was the full value. Last year the taxation was reduced to twenty per cent. on buildings and ten per cent. on land values and next year Calgary hopes that taxation on improvements will be wiped out altogether. Mr. Georgeson frankly stated that in his opinion the real estate men were not of much value to the community.

E. D. Martin, of Winnipeg, often wondered if some of those who went through

M. ISBISTER, SASKATOON,
The newly elected President of the Associated Boards of Trade of Western Canada. Mr. Isbister is a hardware merchant in Saskatoon.

the periods of depression in real estate values would get their money back if single tax was introduced. This remark was more or less put forth as humor but it impressed those present as being significant towards the bringing in of a better taxation era.

Mayor Maybery remarked that he did not come to advocate single taxation but only to suggest that there should be some remedy to the present system of real estate transactions.

President Georgeson then passed on to discuss the report of the Resolution Committee. This committee consisted of the following: President Georgeson, M. Isbister, Saskatoon; Richard Loney, Moose Jaw, and Charles H. Webster, Calgary.

Only One Resolution Cancelled.

The Resolution Committee reported that all of the fifteen resolutions submitted in printed form to the convention had been allowed to stand with the exception of resolution No. 6, namely Provincial Control of Irrigation. This resolution was allowed to drop on account of steps having been taken in this matter of control since the resolution was printed.

The Resolution Committee's report was adopted.

The President's Address.

President Georgeson then gave the annual address from the chair. He said in part:—

"As your retiring president I desire to touch upon some of the more important subjects with which we have had to deal during the past year, and to make a few suggestions regarding what we should do in the future.

"Permit me at the outset to thank the members of this association for the honor they have done me in electing me to its highest office. The presidency of the Associated Boards of Trade is an honor to which every business man in this great West should aspire. It must be borne in mind that it takes years of earnest effort before an organization of this character can reach a high degree of efficiency, and, while we have accomplished much in the past, there is still much more to be done in the future.

What Has Been Accomplished.

"A glance at the summary of what has been done by this association shows that 168 resolutions have been passed. These have been submitted to the governments concerned and in many cases have produced a good effect. It is true that at all times we have not had as prompt attention as we might have had, but, in view of the fact that the work of this organization represents the matured views of the best business minds in Western Canada, it must eventually have a marked effect on the legislation of all the Western Provinces."

The president here referred to the death of the secretary Mr. Hall, and the temporary appointment of Mr. Webster, who had sacrificed a good deal in accepting. He urged that a permanent secretary be appointed.

Reference to Panama Canal.

"Some months ago, the Industrial Bureau of Calgary and the Calgary Board of Trade issued a call for a convention in Calgary, the purpose of which was claimed to be to take advantage of the opportunities to be offered by the opening of the Panama Canal. I opposed this action on the ground:

1st. That it was the natural business of the Associated Boards of Trade, and

2nd. That taking advantages of these opportunities meant nothing unless it involved reduction in freight rates from the coast to interior points, and the proper place to make the fight was before the Railway Commission.

"I submitted my views to the members of this association leaving it to them to take individual action if they so desired. The convention was held, but produced no results.

Interior Storage Elevators.

"Many important resolutions will be dealt with by the Resolution Committee, before being submitted to this convention, and should furnish material for some very interesting discussions. Two of them deal with the handling of grain at the lake ports and at the Pacific coast, and one suggests a remedy for car shortage through the medium of interior storage elevators. Others embrace:—

Government regulation of subdivisions.

The employment of freight rate experts.

Industrial education.

International railway commission.

Establishment of grain inspection districts.

Provincial control of irrigation.

Workmen's compensation act.

Unclean bank notes.

Extension Dominion immigration policy.

Provincial employment bureaus.

Simple chattel mortgage act.

"There are other matters that might well be taken up at later meetings of this organization. It is time we considered some questions as uniformity of commercial law; more promptness in handling legal work in our courts, and some means of more effectively dealing with insolvent estates.

"We must soon too give consideration to what can be done to advance manufacturing interests in the West. There should at least be better rates for raw material. I could go on to no end, discussing what we might do for the bettering of our conditions. This much I can repeat in closing that there is a great work for the association to do, and I do hope our deliberation will be fruitful of good results."

The Secretary's Report.

Secretary-Treasurer Webster was then called upon to submit his report as follows:—

"To the President and Members,

"Gentlemen,—I have the honor to present herewith the Ninth Annual Report of this Association, including the financial statement.

"The statement shows a balance on hand of $86.74. In addition to this there are outstanding debts for publishing the annual report, bulletins No. 4 and 5, and the pamphlets containing resolutions amounting to $249.25, or approximately $2.50. This does not include any balance due your secretary for traveling ex-

WM. GEORGESON, CALGARY,
The retiring President who took a prominent part in the Board's deliberations. He is in the wholesale grocery business.

penses or any remuneration whatever for secretarial services.

"The sudden demise of your late secretary, John T. Hall, referred to in the president's address, made it rather difficult for your secretary to take over the work, as there was no person with whom he could consult regarding the present conditions of finances or follow-up work. However, I am glad to be able to show a complete financial statement, dating from the time of the last convention, which sets forth the moneys received by the late Mr. Hall and the disbursement of same by him. Apparently, he received no salary after the month of February, 1911,

Reason for Delay in Convention.

"At this point I would take advantage of the opportunity of explaining why this convention is being held in the month of September instead of at the regular time during the fore part of June.

"No doubt you are all aware of the fact that the Winnipeg Industrial Bureau had planned rather an extensive trip of Western Canada Business Men to cover a large portion of the British Isles, and visiting many of the industrial centres of England. It was the intention of a number of our members to take advantage of this opportunity, and amoung this number was our president, Mr. Georgeson. This naturally would have caused a shortage in attendance at the convention, and, in order to practically assure the attendance of these gentlemen it was decided by the Executive Committee to postpone the meeting until autumn.

"It is hardly necessary for me, at this time, to deal extensively with the follow-up work in connection with the resolutions that were passed at the Eighth Annual Convention, as these are dealt with extensively in the bulletins No. 4 and 5, copies of which were forwarded to all the Boards of Trade in Western Canada. However, there were a few that failed to receive definite attention, and I would submit the names of these, with the respectful suggestion that they be again dealt with by this convention, for the purpose of considering the advisability of having them again brought before the people for whom they were originally intended: — Freight rates on coal, traffic, facilities on railway bridges, good roads, Hudson Bay Railway, fire insurance commissioner, game preserve on eastern slope of Rockies, Government supervision on new town sites.

Telegraph Tolls.

"Resolution No. 153 having reference to public investigation regarding telegraph tolls. The question has been before the Board of Railway Commissioners for some time and as it was dealt with at their sitting in Winnipeg the association kindly asked the Winnipeg Board of Trade to look after the matter as they were instrumental in bringing the resolution in and have taken considerable action in that connection.

"Resolution No. 155, Bulk Sales Act. This resolution has been passed by the convention a number of times, and the Act is at present in force in British Columbia, Saskatchewan, Manitoba, and Ontario, (Editorial Note.—This Act has not yet been passed in Ontario.), and possibly other provinces. However, we have not, as yet, met with success in securing the enactment of similar legislation by the Alberta Legislature. The last communication received from the Premier of Alberta reads as follows:—

Edmonton, May 27th, 1912.

Chas. H. Webster,
Secretary Associated Boards of Trade,
Calgary.

"Dear Sir,—The Bulk Sales Act is a

matter that requires legislation and will be dealt with at the proper time.

(Signed.) Yours very truly,
ARTHUR L. SIFTON,
Premier of Alberta.

For Fish Protection.

Resolution No. 157, Establishment of fish hatcheries at different points and an enactment of laws for the better protection of fish." In connection with this resolution the secretary read from bulletin No. 4 a letter received from the Hon. J. D. Hazen.

Bulk Sales Act.

"Referring again to the Bulk Sales Act, I am informed that the Calgary Board of Trade, who originally brought in this resolution, have asked to have it re-introduced so that certain points which they have in mind may be brought up for discussion. This matter, I have respectfully referred to the Committee on Resolutions.

In closing, I beg to express my sincere appreciation for the co-operation I have received at all times from the members of the association, the Executive Committee and more particularly our retiring president, Mr. Wm. Georgeson of Calgary, who, in spite of the well-known fact that he is a busy man, has, whenever required, willingly given his services for the furtherance of the work of the association."

The New Officers.

The election of officers followed. It was moved by R. J. Hutchings, Calgary, and seconded by Mr. Porter, Calgary, that M. Isbister, Saskatoon, be elected president for the ensuing year. As there were no further nominations the chief declared Mr. Isbister elected. In taking the chair Mr. Isbister thanked those present for the honor as it was one of the greatest honors that could be bestowed on any business man to be at the head of such an influential body.

As First Vice-President, Richard Loney of Moose Jaw was the sole party nominated and was declared elected.

For Second Vice-President E. D. Martin, Winnipeg, was elected by acclamation.

For Third Vice-President E. A. Dagg of Calgary was elected by acclamation, Mr. Wells, Regina, and ex-Mayor Fleming withdrawing. For Fourth Vice-President A. A. Wilson, Fort William, was re-elected, and the appointment of secretary-treasurer was left to the executive.

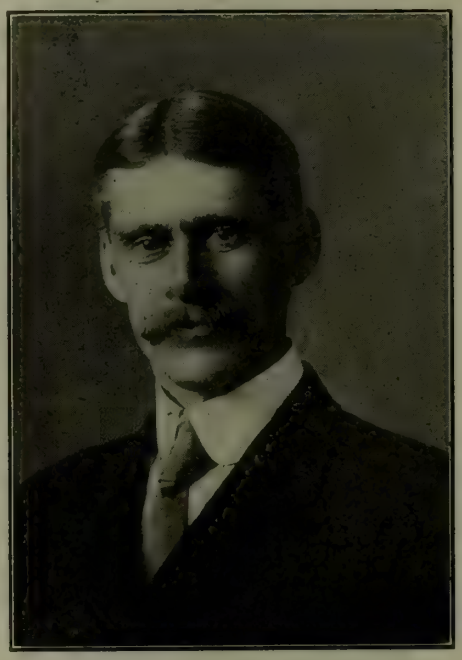
Terminal Elevator Problem.

Resolution No. 1, re "Terminal Elevators at Head of Lake," was then discussed. In consideration of certain existing conditions the resolution urged:

That the Western Associated Boards of Trade, in convention assembled, petition the Dominion Government to promptly enact legislation as will enable the Government to erect such terminal elevators at the head of the lakes, as will provide ample accommodation for storage, cleaning and drying facilities, conducive to the taking care of the grain commerce of Western Canada, allowing of safe and sure transmission to tide water during the season of navigation, and to permit of storage facilities at the head of the Canadian Great Lakes during the winter months."

The Matter Held Over.

In discussing this resolution, Mr. Loney, Moose Jaw, on behalf of the Fort William Board of Trade, made some contentions in its favor but admitted that he had not the latest information. J. T. Sweeting, who was a casual visitor from the C. P. R. Industrial Department stated that he believed the Dominion Government should arrange greater facilities for



RICHARD LONEY, MOOSE JAW,
Who was chosen First Vice-President for the coming year.

the construction of terminal elevators at Fort William and that plans were already submitted for a cleaning and drying plant at the head of the lakes also. It was agreed that no resolution should pass without the latest facts at hand and the resolution was, therefore, left over until next year.

Grain Inspection Districts.

In connection with the establishment of Grain Inspection Districts, the resolution suggested that

"The Associated Board of Trade of Western Canada urge the Dominion Government and the Board of Grain Commissioners to create sub-divisions or sub-districts for the inspection of grain at such grain centres as are best situated or located for the purpose."

This resolution did not call for any discussion and it was decided unanimously to leave it over until next year.

Information on Freight Rates.

Resolution No. 4. "Freight Rate Experts" read as follows:

"WHEREAS the public of Western Canada have experienced considerable difficulty from time to time in obtaining correct information as to freight rates from the agents of the different railway companies at various points, and whereas at the present time if any dispute arises the shipper has no adequate redress.

"THEREFORE, be it resolved that the Governments of the different provinces of Western Canada be requested to appoint freight experts for each of the said provinces, whose duty shall be to familiarize themselves with the freight tariffs of the different railway companies which operate in their particular province, and to render what assistance they can towards settling any dispute which may arise between the different shippers and the railway companies."

The sponsors of this were Messrs. Loney and Crichton, Moose Jaw.

Mr. Loney stated that as no results had accrued from former discusions it was thought that it was better to reconsider it and press the matter once more.

Mr. Wells, Regina, sated that the need of freight rate experts had been discussed fully at Regina and that Regina Board had waited upon the premier of the province who agreed to consider it, but as yet nothing had been done. He thought it was a matter that the Boards of Trade of each province should handle, rather than the Boards as a whole. Ex-Mayor Fleming, Brandon, said that the officer should be from the Board of Trade form the city which had the complaint as he thought that would be the only way the various complaints could be remedied.

President Isbister drew the attention of the delegates to the fact that there was no Associated Board of Trade for the provinces, and that the matter, therefore, could not be handled by Provincial Associated Boards of Trade.

Information That Was Needed.

Mr. Georgeson contended that no harm could come from passing the resolution. The proposition was one that no individual body could cope with. We need some more information, he said, and this expert whoever he may be, or however he may be appointed could get the required information and data. The Government expert could secure such information as the rates per tonnage per mile, such as the Board of Trade could not do. It was a difficult question and required a knowledge of existing conditions and he thought it was necessary to have an expert's assistance. The resolution was carried.

Paper on Transportation Problems.

Chairman Isbister then called upon Superintendent Taylor of the C. P. R. Transportation Department to read a paper on transportation. He pointed out that west of the Great Lakes there were 109,000 men employed on the railways representing at least 350,000 people. The chief cause of congestion was the blocking up of terminal facilities. When

they are kept free from congestion traffic flows freely.

"There are certain conditions," he said, "causing congestion which are practically beyond the power of the railway to prevent, but the most prolific cause of congestion is the delay in the unloading of cars after reaching destination. It may appear to the public that the railway companies have bene laying undue stress on this feature, but experience has proven that it is absolutely warranted. For instance, he cited, at one of the cities of the west there are at the present time 64 cars on hand which have been waiting unloading 815 days, or an average per car of 12 days.

A Selfish Viewpoint.

"In a great many cases where consignees have not given the matter close consideration, they are apparently under the impression that when they pay a $1 per day demurrage that their responsibility for any car shortage or congestion of terminals ends. This is, of course, a rather selfish view to take of the matter.

"To show that the railway companies have endeavored to keep abreast of the development of the country," continued Mr. Taylor, "it might interest you to know the progress our own company, the Canadian Pacific, has made during the past few years, in providing additional facilities and equipment, taking Sept. 1907 and 1912 for purposes of comparison. As to freight cars, there were west of the lakes on the latter date 41,000 cars, as against 22,410 in 1907, or an increase of 83 per cent. With respect to locomotives we had this year 945 road engines and 132 switch engines as against 623 and 59 in 1907."

Places Some Blame on Railways.

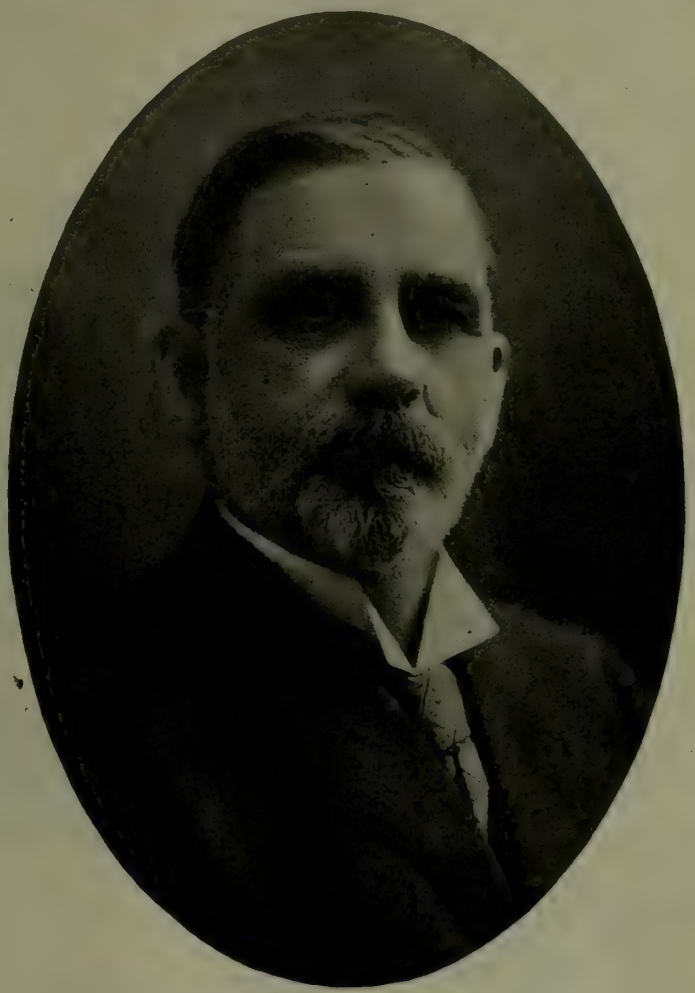
F. M. Sclanders raised a dissenting voice regarding Mr. Taylor's paper. He contended that in Saskatoon the Board of Trade had examined into the Transportation Problem and had found that the railway companies had seriously handicapped business by not delivering goods and according to Mr. Taylor the responsibility was placed almost entirely upon wholesalers and merchants in not unloading cars. He believed that the responsibility rested as much with the railway companies as with the consignees.

Mr. Georgeson stated that there was congestion in the warehouses and it is possible that merchants were unable to empty the cars as quickly as they would like and consequently they allowed demurrage charges to accrue, if their warehouses were filled. In so far as the public was responsible and not the railways he contended that the public should seek to apply the remedy in so far as it could.

E. D. Martin, Winnipeg, stated there was a great need of warehouse facilities and either the cities or the railway companies should provide necessary warehouse facilities in order that the cars might be free for other purposes.

West Developing Rapidly.

It was brought out that the the difficulty lay in the rapid development of the West, and as soon as the railway companies and consignees alike did their best to keep the rolling stock moving, the situation would be greatly relieved.



E. D. MARTIN, WINNIPEG,
Elected Second Vice-President at the convention. He is a wholesale druggist in Winnipeg.

The matter of the city providing its own warehouse facilities had been discussed at previous conventions, but nothing had resulted from it, owing, no doubt to lack of proper following-up system. There was no doubt in the minds of the delegates that such a remedy would greatly eliminate the grievance.

Industrial Education.

Resolution No. 5, "Industrial Education," submitted by E. J. Chewwin, Moose Jaw, seconded by Mr. Crichton, Moose Jaw, read as follows:—

"BE IT RESOLVED that this Convention of Associated Boards of Trade realizing the importance of a very decided advancement in the educational methods of this Western country and to that end is desirous of petitioning the several Governments of the western provinces in the direction of the promotion of industrial and technical education for the following reasons:

"First—To provide men and women capable of meeting modern demands of manufacture, and thus to enable Western Canada to take its place in providing for our home requirements and also to meet the necessities of the outside world, thus to conserve the many by-products of the Western country already largely going to waste.

"Second—To provide training under modern conditions for specialized manufactures which will be equivalent to the training which used to be given by systems of apprenticeship.

"Third—To give boys and girls a broad familiarity with the industrial processes which will open to them a wide range of useful employments.

"Fourth—To adapt public education to the real needs of the youth of Western Canada, nine-tenths of whom take up, directly or indirectly, industrial careers.

"Fifth—To collect and study facts of industrial education to provide for the discussion of methods, to publish information, and to spread the resolutions of successful experience in the field.

"Sixth—To aid local authorities and organizations in their endeavors to introduce organization effecting education for the privinces or communities, and working through committees or in other ways to furnish plans and other suggestions for such work.

"Seventh—To aid in bringing about Provincial legislation in those provinces that have not yet made adequate provision for industrial education."

The object of this resolution as outlined by Mr. Chegwin was that primary principles should be dealt with in our educational system.

Joint Railway Commission.

Resolution No. 7, was on "International Joint Railway Commission." This resolution came from the Regina Board of Trade and reads as follows:

"WHEREAS business conditions exist throughout Western Canada making it an absolute necessity to import and export merchandise of various kinds direct from and to the United States points, and,

"WHEREAS neither the Canadian Railway Commission of Canada have authority governing rates in the United States, nor the Interstate Commerce Commission authority governing rates in the Dominion of Canada; and,

"WHEREAS matters of through rates are at present adjusted almost exclusively by the transportation companies connecting with each other at the international boundary and the rates thus adjusted having to be approved by the Inter-state Commerce Commission and the Canadian Railway Commission often entailing tedious delays to the detriment of business interests; and,

"WHEREAS by reason of the fact that the transportation companies are frequently unable to arrive at an adjustment of through rates and thereby imposing upon shippers the necessity of paying two local rates made up from the original point of shipment to the international boundary and from the international boundary to destination, thus not applying the principle of the long through haul;

"THEREFORE BE IT RESOLVED that this Board memorialize the Dominion Government to continue negotiations with the Government of the United States with the object of creating a joint commission vested with the necessary powers to regulate and control railway freights in international traffic."

"It was moved and seconded by Mr. Wells and Mr. McDonald and carried.

Outside Subdivisions Condemned.

Resolution No. 3 was changed somewhat to read as follows:

"THEREFORE BE IT RESOLVED that this Association place on record its sharpest condemnation of all attempts to mislead the people of Eastern Canada and the Old Country by parties having worthless sub-divisions to exploit, and warn prospective purchasers to investigate fully all such propositions before investing, and would also memoralize the different Provincial Governments to give consideration to this problem with a view to taking steps as may be within their power to remedy the evil."

This resolution was moved by W. E. Knowles, Moose Jaw; it found hearty support and was unanimously carried.

Facilities For Grain Handling.

Resolution No. 8. "Development of Western Routes, reads as follows:

"WHEREAS the grain crop of the Western Provinces is increasing at such a rapid rate that the facilities for eastern shipment are totally inadequate to properly and expeditiously forward it to the ultimate markets; and,

"WHEREAS the development of western routes would relieve the congestion by providing an outlet which is open at all seasons of the year,

"THEREFORE BE IT RESOLVED that the Associated Boards of Trade of Western Canada urge upon the Dominion Government and the Governments of the Provinces west of the Great Lakes, the urgent necessity of developing these routes at the earliest possible moment, and of providing proper facilities for the handling of grain at western terminal points."

Mr. Hunter, Regina, who introduced this resolution stated it was a well known fact that there was congestion in transportation and he did not believe the Hudson Bay Railway or the Grand Trunk Pacific would relieve the situation. He believed early action in the matter was necessary since it took a long time to get the necessary facilities.

In seconding the resolution Mr. Wells stated briefly, "We cannot get too many routes in moving our grain as the facilities and grain proposition is very urgent." The resolution carried.

Pacific Coast Facilities.

Resolution No. 9. "Government Elevators and Terminal Facilities at Pacific Coast," read as follows:

"WHEREAS, with the completion of new railroads with easier grades, to the Pacific Coast, and the opening of the Panama Canal, an enormous traffic will flow to and from the prairies via the Pacific ports; and,

"WHEREAS, with the enormous volume of business a saving in the cost of transportation will mean a great gain to producers and consumers of the Western Provinces; and,

"WHEREAS, such costs of transportation touch directly the interests of every citizen of British Columbia, Alberta, Saskatchewan and Manitoba,

"BE IT RESOLVED, that this Associated Board of Trade considers the providing of terminal facilities on the Pacific Coast a question of national importance, and that the Dominion Government be urged to proceed at once to provide elevators, wharves, and all terminals, to be owned and operated for the benefit of the people, by the Dominion Government."

E. A. DAGG, CALGARY,

Elected Third Vice-President of the Associated Boards. He is President of the Calgary Board of Trade.

Mr. Davidson, Red Deer, submitted this resolution and it was along the same line as suggested in resolution No. 8, Development of Western Routes.

According to the announcement by the railroad, the grades on the Grand Trunk Pacific and the Canadian Northern were good for transportation and there will, no doubt, be heavy transportation to the coast via Yellow Head Pass.

R. J. Hutchings, Calgary, seconded the resolution which carried unanimously.

Resolution No. 10, referring to the "Workmen's Compensation Act," was withdrawn owing to the absence of its author.

Unclean Bank Notes.

Resolution No. 11, relating to "Unclean Bank Notes,' was moved by F. M. Sclanders, Saskatoon, and seconded by Mr. Porter, of Calgary. He pointed out that apart from the unpleasantness in handling dirty bank notes, the health of the people was liable to be impaired. The Dominion Government will be urged to investigate this matter at once.

In the United States they sterilize bank notes by a secret process, and Mr. Sclanders had been in communication with the inventor of the process and he found that the cleaning system could be supplied to all banks at very low cost. The resolution was carried without further discussion.

Resolution No. 12, on the "Extension of Dominion Immigration Policy," was as follows:

"WHEREAS under the present immigration policy of the Dominion Government, the efforts of its Department and the benefit of immigration halls and other facilities extend only to homesteaders, and not to tradesmen, laborers and others now so indispensable to the general development of Western centres; and

"WHEREAS the policy aforesaid was doubtless advisable in former years when—prior to the advent of important and rapidly growing cities in the West—the settlement of the land was properly the first consideration; and

"WHEREAS homesteading lands throughout the Prairie Provinces are now in a great measure absorbed, so that the number of actual homesteaders to be handled to-day is trifling in comparison with that of tradesmen and other laborers coming in, and who, as is generally recognized, are so urgently required for the development of our towns and cities; and,

"WHEREAS, in view of the altered conditions of these times, it would seem that the existing immigration policy of the Dominion Government, had largely outlived its day and generation, and ought now to be revised and reconstructed,

"THEREFORE BE IT RESOLVED that this Convention of the Associated Boards of Trade of Western Canada, do request the Dominion Government to amend its present immigration policy so that in future it shall extend to homesteaders, agricultural labor, and also to such other classes of labors as are now or may hereafter be in general demand throughout Western towns and cities; and further, that arrangements be immediately made whereby ample, suitable accommodation for a reasonable period shall be provided for such new comers, and placed under the supervision of an adequate qualified staff of Dominion Government immigration officials."

This resolution was comprehensive and aimed at the taking care of a wider class of immigrants than simply laborers and that all classes might make use of the Immigration Staff for its information and accommodation.

The mover pointed out that in every town placards were posted up calling for laborers and in many places farmers were not able to get help. He thought that the immigration system should come to the relief of farmers in this particular and thus widen the scope of immigration system.

The Imperial Home Reunion which was established in a few cities was the thin edge of the wedge for the Government to advance further its work in regard to new comers. The resolution was carried.

Interior Storage Elevators Wanted.

Resolution No. 13, on "Interior Storage Elevators," read as follows:

"WHEREAS under existing conditions there is every year a great congestion in the han-

dling and shipping of grain from the Western Provinces to the head of the lakes, and continued and aggravated shortage of cars and motive power; and

"WHEREAS the handling of grain from the Western Provinces to the head of the Great Lakes involves long hauls of both grain cars and motive power, thereby producing a minimum of service,

"RESOLVED that it be urged upon both the Provincial and Dominion Governments that they establish interior storage elevators at convenient points at short distances apart, so that grain can be taken from the field to such interior elevators, thereby increasing the service of the existing equipment."

In moving the resolution Mr. Georgeson, of Calgary, admitted that the reme-

A. A. WILSON, FORT WILLIAM, ONT., Fourth Vice-President of the Associated Boards for 1912-13.

dy of interior storage elevators might not be the exact one as he was only aware that there was an evil and he believed everybody was trying to find the solution and overcome it. He believed that the railway companies were criticised too severely, and if the public could do anything to overcome the congestion or car shortage and agitate for lower freight rates they were obliged to do so. It was a great commercial loss he maintained when the farmer had no barns. The farmers were a generation behind the times as it takes a generation to educate them up to providing themselves with proper storage facilities. If the farmers had barns of their own there would not be such a great loss in the West of grain, but it might not be a solution to the present problem if the farmers had to sell their grain and place it somewhere in order to get their money.

"If elevators were placed throughout this country two hundred miles apart so the farmer could place his grain and get his certificate for it, and therefore get his money, it would be a great help to the country," he said.

"The only party who objected to the interior elevator system seemed to be the grain merchants, but these same grain merchants did not make any effort to relieve the situation and give the farmer his money, and thereby better conditions all around." The resolution was seconded by Mr. Porter, Calgary.

Little Relief in Sight.

In speaking to the resolution, Mr. Mellis, Humbolt, Saskatchewan, stated that the town of Humbolt was very much interested in the question of interior elevators and raised the question as the crux of the situation. He pointed out that the railways were much in need of labor and extension of construction and in that case he was of opinion that the railways could not give relief to the farmer for some time and to establish interior elevators would strike at the root of the congestion problem. If elevators were established the grain inspection by the expert from the Province could be easily carried out and it was the only remedy apparent which would give immediate relief and that was what the West wanted.

R. J. Hutchings, Calgary, pointed out that the additional expense in handling the grain would cut down the price to the farmer 3c, and he believed that, therefore, the farmers themselves would have objection to the interior elevators, and if interior elevators were established the farmers possibly would not use the elevators but would ship direct.

Might Delay Shipping Progress.

Mr. Hunter, of Regina, who previously brought in a resolution regarding terminal facilities at the Pacific Coast, stated that interior elevators would only delay the progress of shipping the grain out of the country and it would take a lot of money to finance the proposition, both in the construction of the elevators and also to advance the money to the farmers. He was of opinion that the trouble lay more in the terminal facilities than in car shortage. At one time last fall there were seven miles of cars of grain lying on the tracks between Winnipeg and Fort William and the Fort William elevators were blocked and to open facilities to the West would greatly relieve this situation.

There was trouble also in the Manitoba Grain Act, where Manitoba farmers were allowed to hold up the rolling stock.

Optional With the Farmer.

At this juncture the chairman called upon A. F. Mantle, Deputy Minister of Agriculture, of Saskatchewan, to discuss the question of interior elevators to the convention. Mr. Mantle stated in part: "Having interior elevators built, it would be a question of having them used and that rested with the farmer himself. He would ship to the interior elevator or to the terminal elevator, according to the price which he received for his grain, and if he got 3c less at the interior elevator he would not be inclined to use it. The elevators at the coast and the other terminal points could be built as speedily as interior elevators every two hundred miles throughout the Western Plains. We should get a low rate such as we got last year to ship via Duluth. There were fifteen million bushels of wheat shipped via Duluth last year and through the reduced rates the country saved two million dollars.

"One way in which the matter could be overcome to some extent would be the securing of cheap flour industrial sites so that flour could be milled in different parts of the country and bran and shorts of the grain retained for stock raising. Such phases as these were bound to come but the country was not yet ready for them and the time would come when more flour would be sent out than wheat he believed."

Hugh McKeller, of Moose Jaw, who had made a long study of the question was in favor of interior elevators and gave a graphic description of conditions, stating that many farmers throughout the West last year would have been glad to have put in their grain at 3c less in order to get something for it rather than haul it home again without any money. The interior elevator system he said would bring mills to the country. At

C. N. BELL, WINNIPEG.
Mr. Bell is Secretary of the Winnipeg Board of Trade.

the present time the grain was marketed, insured and taken care of at Fort William, Owen Sound and Saint John, and there was no reason why the same thing could not be done at the various interior elevators throughout the country. The farmers would get a graded certificate and all he would need to do would be to present that at the bank and they would advance him money. At the present time the banks will not advance

any money unless the farmer has a certificate of grade of the wheat and he often has to wait weeks and months until his grain is delivered and word comes back.

F. M. Sclanders stated that the farmers should have granaries.

Mr. Chegwin said that throughout the discussion there was evidence that there were arguments on both sides. The country needed terminal elevators, interior elevators and granaries on the farms. The great trouble was to let the farmer sell his grain and get his money and to provide facilities for growing production.

This statement of Mr. Chegwin's practically closed the debate, and Mr. Richard Loney, Moose Jaw, the last speaker, stated that he believed one quarter of a cent was sufficient to handle the grain and that the farmers did not necessarily have to take 3c less in the interior elevators.

The resolution was then put to a vote and carried.

Want Simple Chattel Mortgage Act.

Resolution No. 14, on "Simple Chattel Mortgage Act," read as follows:

"WHEREAS under existing conditions, the legal and necessary charges connected with the taking of chattel mortgages is burdensome to the community and has the effect of practically creating a preference to larger claims; and,

"WHEREAS there is in existence in several of the States of the American Union, a simple Chattel Mortgage Act; and,

"WHEREAS in such States, a chattel mortgage may be made out on a simple printed form, and covers what it purports to cover, and can be registered at a charge of twenty-five cents (25c.)

"RESOLVED, that the Governments of the Western Provinces be urged to place upon the statute books a Simple Chattel Mortgage Act, on the lines of those now in force in the States of North Dakota, Minnesota, Iowa and other States of the American Union.

Would Assist Merchants.

This resolution was moved by R. J. Hutchings, Calgary, who wished to see an Act passed along the lines of an Act now in force in the States of North Dakota, Minnesota, and other States in the American Union. The expense at the present time was too great in getting restitution for bad debts and under the present system the man who paid his debts had to expend for the man who did not pay. It was valuable to merchants who were giving credit and gave them an opportunity to meet their debts with the bank and with other creditors.

In seconding the resolution, Mr. Georgeson stated that the idea was to have a remedy which was least burdensome upon the community. There had been a long standing need for such an Act and it was found that this Act had worked well in the United States and it was therefore not a theory, but an established fact that it worked well. In the past it was a heavy task placed upon a merchant to collect from the farmer.

A Saving for the Dealer.

If the farmer wished to get credit the merchant could by the "simple chattel mortgage act" take a mortgage on the man's horses or any of his personal effects.

The storekeeper saved himself forty per cent. of the cost of bookkeeping by having a recourse to the simple chattel mortgage act. Such a system would facilitate business generally. The banks would not advance any money on notes, but they would on a mortgage and the merchant needed his money and the wholesaler needed his money, and therefore business generally would be benefited.

E. D. Martin, Winnipeg, favored the resolution, and it was unanimously carried.

THURSDAY AFTERNOON.

Resolution No. 15 reads as follows:

"That in view of the practical benefit to all classes of the community, that labor bureaus have proved in Great Britain, New Zealand, Germany and other continental countries, and the urgent necessity of similar organizations in Canada, be it resolved that the Federal Government be asked to take immediate steps to establish a labor bureau system for the Dominion."

Mr. Georgeson pointed out that it would tend to balance labor conditions so that every single community would not be bothered by schemes of charity and the labor bureau could distribute skilled and unskilled labor more equally than they were distributed at the present time.

Richard Loney also pointed out that it would prevent individuals going to the Old Country and bringing over domestics and other help on condition that they would buy small pieces of property. The labor bureau should control all help and see that they were treated justly.

The resolution was carried.

Shipping Grain Through United States.

Resolution No. 16 was a new resolution brought in by Mr. Hunter, of Regina, and aimed at opening another avenue of transportation for the shipment of grain through the United States.

"Whereas the terminal facilities at the Canadian lake front were inadequate to handle the grain crop of the West last year, and whereas it was necessary for the Provincial Governments to make arrangements to ship grain via the lake terminals of the United States, and whereas the production of grain this year is largely in excess of last year, therefore be it resolved that these Western Associated Boards of Trade memorialize the Provincial Governments to secure a renewal of the arrangement of last year, thus insuring another avenue for our grains to reach the market of the world."

Without further discussion this resolution was unanimously carried.

Chairman Isbister then opened the convention for discussion of any new business and the next place of meeting was discussed.

The Secretary read the letter from Mayor Waugh, of Winnipeg, inviting the convention next year, and Mr. Martin who was present from Winnipeg, also extended the invitation.

To Winnipeg in 1913.

Last year some suggestion was made that in 1913 the convention meet in Fort William and had Fort William had a delegation at the convention this year no doubt it would have received the convention in 1913, but there was no delegation and the claim from Winnipeg was so strong that the convention decided to meet in Winnipeg in 1913.

It was moved by Mr. McDonald, Regina, and seconded by Mr. Georgeson, Calgary, that the executive should consider the matter of appointing a permanent secretary to the association.

The motion was carried.

The Men Present.

The following delegates attended the convention:—J. F. Porter, Calgary; R. J. Hutchings, Calgary; F. L. Body, North Battleford; H. Emery, Sutherland; C. Barraclough, Sutherland; E. J. Chegwin, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; B. C. Crichton, Moose Jaw; Peter McAra, Regina; R. W. Morrison, Winnipeg; H. G. Mathison, Humbolt; G. A. Scrieber, Humbolt; J. Adams, Humbolt; F. W. Mellis, Humbolt; F. W. Sclanders, Saskatoon; W. E. Knowles, Moose Jaw; J. W. Fleming, Brandon; E. D. Martin, Winnipeg; A. P. Wells, Regina; T. McDonald, Regina; W. Georgeson, Calgary; C. H. Webster, Calgary; R. Volton, Moose Jaw; P. G. Wood, Swift Current; J. R. Davidson, Red Deer; A. T. Hunter, Regina; G. J. Johnston, Regina; L. C. Harkness, Winnipeg; G. A. Carpenter, Winnipeg; J. T. Sweeting, C.P.R. Calgary; C. J. Rollefson, Outlook; Hugh McKellar, Moose Jaw.

A banquet was held on Wednesday evening at which Wm. Georgeson, Calgary, and F. M. Sclanders, of Saskatoon, were the chief speakers. The convention was a most successful one and is bound to have its influence on the future history of the Prairie Provinces.

A TWO DOLLAR SALE.

The heading on an advertisement which Frank Coon of Havelock, Ont., is running in the local paper reads, "1700 customers wanted—with $2.00 each." Then follows: "See what you get for it." and a list of the goods which $2.00 will purchase at the store is given. The list is representative of an average purchase including sugar, tea, salmon, soap, laundry starch, culinary starch, and blueing.

A System for Compiling Display Statistics

Retailer Has Method of Keeping All Information With Reference to Window Trims for Future Reference—The Advantages of the Idea—How an Early Dried Fruit Window Brought Business.

It has been said that art and system never go together. There are grounds, undoubtedly, for the statement. The typical artist is Bohemian to his fingertips. He works when the spirit seizes him, orders his life to suit himself, and generally turns things topsy-turvy. The poet is equally free from the trammeling influence of convention. He and system are utter strangers.

There are some forms of art, however, which can be worked out only on a systematic basis. The work of the window trimmer is a form of art. He arranges in the window a picture which is designed to fulfill the same function as a picture on canvas—to attract and rivet attention; only he uses real articles to make up his picture instead of painting it. To achieve the fullest measure of success, however, the window trimmer cannot imitate the dilettante methods of the artist. He has to work on a definite system, following rules which experience has taught to be the best. He must keep right "down to brass tacks."

In a previous article something was said with reference to various systems which should be followed in planning out displays, in arranging material, in securing ideas and generally speaking, in striving after the best results. It is our intention in the present article to deal more intimately and fully with the question of a proper system of scheduling window displays.

It must be borne in mind that the window trimmer—unlike the artist who can seize his brush and depict anything which happens to strike his fancy—the window trimmer cannot make indiscriminate use of any material at his disposal. He is bound by seasons and by the condition of the stock in the store. Thus, he may have a splendid idea for a display of a certain line of goods, but not be able to make use of it because it is more important that other lines should be moving. To make sure that the window space is being used to the best possible advantage, the trimmer has to carefully plan out what lines he will use, well in advance, thus seeing that each article gets its turn at the proper time.

A Perfect System.

A perfect system to cover this phase of the work has been evolved by a Canadian retail dealer—perfect, because it not only insures the best results, but lessens certain difficulties and does not entail any great amount of labor. In brief, the plan is to keep a schedule mapped out a month in advance and to carefully tabulate statistics with regard to each display put in. Information is put down under the following heads:—Date of display, condition of weather, lines shown, description of display, amount of sales during the period and suggestions for the next display of the same kind.

It will be at once apparent that the window trimmer with information of this kind, relating to trims which he has put in for some years back, would find the work of planning out future displays considerably lessened. If he wanted to arrange a confectionery window, for instance, he could look back over his records and find what time of year previous displays of twine had been put in, what sales were made, and what new ideas for future use had cropped up at the time. He would thus be able to figure out when the projected display should be made to insure the best results. Further, by comparing the sales records and the styles followed in the construction of each window, it would be possible to figure which idea had been most successful in working up business; surely an invaluable hint in going about the arrangement of a further display of the same line.

To compare the results, it would be necessary to carefully note the sales during the time that the display was left in the window and also note how the same lines continued to sell for a fortnight, say, after the display was withdrawn. This is a necessary step because with many lines the results of a display may not be felt for some little time. Thus an early display of Christmas goods may bring sales a fortnight after it is first put in. Here is a case in point. A certain window trimmer put in a display of dried fruits and nuts early in December. The stock was taken out a week later with a certain feeling of chagrin because up to that time little of these goods had been sold. A few days afterward, however, two sales were made. The next day there were more sales and for two weeks a brisk business was done. Housewives had seen the display and been impressed. When baking time began and they needed fruits, they trotted down to the store where they had seen that display.

Experience is a great teacher but it is a common fault to forget its teachings. To a window trimmer of receptive mind, every display is full of suggestions. When it has been completed, he can see many ways in which it could have been improved. If he can't, others can. If the ideas which thus come up were noted down, they would be found of inestimable value when the time rolled around for the arrangement of a display along the same lines. We believe that ideas for the improvement of his work invariably crop up in the mind of the window trimmer when he studies his completed display, but in a majority of cases, the ideas are not put down, and are forgotten in time. Certainly, in this respect system is badly needed.

Of course a system of this kind entails a certain amount of work. A few minutes spent each night in totalling sales of certain lines, however, would supply the necessary information. The writing of descriptions would not take very much time each week. To a man thoroughly interested in his work, it would be more profitable and less laborious than keeping a diary.

Keep a Month Ahead.

System is needed again in determining what displays are to be arranged. In the opinion of the writer, a schedule should be made up for each month and the trimmer should always have his list arranged for a month ahead.

This plan gives the trimmer an opportunity to think out new arrangements and to utilize matter which he happens to run across. For instance, he knows that during the week of October 21 he will have one window devoted to goods that appeal to the hunter. He may run across an idea or an illustration in a magazine which contains a suggestion. Ordinarily, he would pass it by, but with that date in mind, it occurs to him that the idea will be of practical use. He notes it down.

When work of any kind is left until the last moment, it is not always possible to lay one's hands on the desired material, or to force the brain to respond with suitable ideas. Given a longer period of preparation, the necessary ideas and data can always be secured.

Seasonable Displays.

Window displays must be seasonable and the system outlined enables the trimmer to make all his displays thoroughly up to the minute.

An Inquiry for a Capable Store Manager

Is Wanted to Attend to the Sales While Proprietor Does the Buying—Question Arises, Which is Most Important—Positions of Responsibility With Big Possibilities go Begging—Cannot the Store Itself Fill the Position?

*By Henry Johnson, Jr.

Dashville, Western Canada, Aug. 28, '12.

Henry Johnson, Jr.,
c|o Canadian Grocer.

Dear Sir,—The writer is desirous of securing a competent head clerk or manager for his grocery store. That is a man who could take full charge of the staff of about thirty employes, but who would not have the buying to do, as that is done by myself. Neither would he have any office work to do.

Might state that I have been reading some of your articles and thought that you would be a good person to recommend a man for the position.

Should consider it a great favor and will gladly pay you any fee charged, if you could put me in touch with a capable man; young man preferred.

Will set down a few facts regarding my business:

Established about seven years. Carry a stock of between $25,000 and $30,000 exclusive of fixtures and turn this stock over about twelve times a year. Hardly expect you to believe this, but it is a fact nevertheless. Have a store twenty-five by one hundred and twenty feet; located near one of the busiest corners on the main street in this city.

Do not know what wages I would pay to a man capable of taking charge, but of course would have to have a real first-class man, capable of making the business pay.

Have been making very little money out of this business owing to a number of leaks, but think that most of them stopped now and have a very good staff of employes.

We have recently put in a cashier, whom customers pay for their purchases direct. This of course means our clerks do not handle the money, which, we believe, for the past number of years has been a big leakage.

Would ask you to kindly treat this letter as confidential and shall be pleased to have a reply from you at your earliest convenience. I remain,

Yours truly,
F——. S——. G——.;

* * *

This is some nut to crack, but I shall gladly do anything I can to aid Mr. G. There will be no fee—The Canadian Grocer attends to that part of it. This service is free to all our readers, and we are glad, more than glad, to have you ask for it.

More Questions to Answer.

I shall ask for some return, however. That is, that this correspondent tell me more about his business. I want him to answer such questions as I shall put in the course of this article for the good of the cause in general; for what he can tell us will help us as much—to say the least—as anything I am likely to be able to tell him. Perhaps—who knows?—the very questions that occur to me as I read this letter may point the way out to this man. Let us see.

The want is for a man "to take full charge of the staff of thirty employes" but "not have the buying to do" nor any office work. In other words, this proposed employe is to have full charge of the SELLING. Who, then, is to do the buying? I think that here we have part of the explanation of this man's failure to make profit out of his splendid business. He busies himself with the buying end of his business and delegates the selling to others. He does the secondary work and tries to get others to do the biggest, most important work about his business. I have a Jew friend of whose judgment I think a lot. He has always been a money-maker. Years ago, while I still held the idea that buying was so very important, he said to me: "Johnson, any fool can buy, but it takes a SALESMAN to sell!"

Put Responsibility on Others.

As this man's business grew from its small beginnings, as I suppose it must have done even though the time has been short—for they grow fast in some places in Western Canada—he should have delegated more responsibility to others. The way to develop ability in anybody is to load responsibility onto his back. F. S. G. should have assigned to one young man the task of buying his staples, such things as he must have frequently. G—— could have written his jobbers and told them of his plan to have Henry buy all usual things and put it up to the jobbers to do the right thing. As general manager, G—— could have kept in touch with what Henry was doing, but he need do none of it himself. If, after some fair trial, Henry did not fill the bill, put him back where he came from and try Bill.

This is not so hard as it sometimes looks. The material for managers is in your own store, under your own nose; but its familiarity makes you overlook it.

Where the Money Comes From.

Load all detail, routine work onto others. Keep after the SELLING yourself. The selling is the money-making end of your business. It is getting rid of the goods that counts. Out on the floor you will see things. You will hear what people say. You will learn about the week points in your business. You will know what customers like. You will be ready to meet everybody and see that they have attention. In a store of 25 x 120 feet you can practically see that nothing goes wrong, either in money or the treatment your people give to buyers. By all means, delegate the work—that is the WORK—of buying, accounting, etc., to others. Do the big, creative work of SELLING yourself.

* * *

Others Do the Buying.

Have I hit one of the nails? I incline to the opinion that my friend has failed to develop men from his own force. That is what he should do—what he must do, in fact. We all have to do that. I buy lots of goods in my store, but I do not touch certain departments at all. If the supplies are not right, or prices high, I dig up the buyer and ask him how about it but I do not take hold of it myself—I put it right up to him. Same with my deliveries and the order department. I know nothing of the details thereof, further than the simple planning of system and changes in the general system, from time to time.

* * *

What the Business Should Earn.

Just what does Mr. G—— call "very little money" on that business of his? That business should pay, normally, 4 per cent. to 5 per cent. on the sales, over all expenses, including proprietor's salary and 6 per cent. interest on the invested capital. That would give us from $12,000 to $18,000 per year. Yet it might not be an unhealthy business if it paid only 3 per cent. to 4 per cent. net.

What should be the salary of Mr. G—— and his first assistant? Begin small and build up. In a business of $30,000 the proprietor is able to earn

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

$900 to $1,200 per annum. That is from 3 per cent. to 4 per cent. on sales. He can earn this amount because, in such a small business, his own work can be made to count for such a large proportion of the needful productive labor. On $40,000 he can get $1,200 to $1,500, or 3 per cent. to 3¾ per cent. On $60,000, from $1,500 to $1,800, or 2½ per cent. to 3 per cent. On $250,000, he may get not more than $3,000 to $4,000, or 1.20 per cent. to 1.60 per cent. on sales. Thus it goes down in proportion as the head's capacity to manage details and work diminishes.

The Division of Salaries.

But, if it is reasonable for the manager of a $60,000 business to get 2½ per cent. to 3½ per cent. on sales as his salary, it is not unreasonable for the the manager and his assistant in a $300,000 to $360,000 business to get, say, 2 per cent. on sales between them. This is $6,000 to $7,000; say $2,500 to $3,000 for the assistant and $3,500 to $4,000 for the proprietor. This division is to be based on the idea that the proprietor does the more important work—handles the selling force, the sales, the advertising, the window trimming and everything else that has to do with sales. The assistant is to do the buying, superintend the offices and deliveries, see to the stock-accounting and all that. A man capable of asking for $2,500 to $3,000 is capable of doing that kind of work; but the master minds of merchandising everywhere are devoted to the art of SELLING—and that art is worthy of the very best that is in any of us.

* * *

The cashier and "pay cashier" plan is good. It is what the big stores have done for years—and there is a good reason for it; probably a hundred good reasons. It is not merely the saving of stealage, but the air of accurate accounting which pleases the buyer and strengthens the discipline everywhere. Nor should the factor of the removal of temptation be overlooked.

I should like to know:

1. What your expenses are?
2. Whether you give credit and how much on the books average.
3. Whether you have and believe in up-to-date fixtures and tools?
4. Whether you own or rent your store and what rent you pay or figure?

The Material Inside.

I shall be glad indeed to hear from you further and to know whether I have made any suggestions that seem worth while to you. As for recommending anybody for that job, I could not. I have developed two extra good assistants myself and the task has not been hard, because it is my habit, being impatient of routine work, to shove all daily jobs on to somebody else as rapidly as possible. I think it a good habit. I am satisfied that you can only get such assistants by developing them in your own business. I feel morally certain, too, that the material is there, ready to your hand, but that you have overlooked it.

W. H. Boyle, manager of the grocery department of the Glasgow House, Regina, Sask., for the past six years, has resigned his position and will leave Regina early in October for Vancouver to take up the position as manager for one of the London Grocery Co.'s branches in that city.

B.C. and Washington Grocers May Join Hands

To Keep on the Trail of the Professional "Dead - Beat" — Dealer in State of Washington Thinks This is the Only Feasible Method—Other Questions Discussed at Convention.

Vancouver, B.C., Sept. 26.—(Special.)—With a view to stopping the activities of the dead-beats" there is a likelihood that the grocers of British Columbia will unite with fellow tradesmen in the State of Washington. A Seattle grocer who attended the Washington State Grocers' and General Merchants' Convention held in Everett this week, stated it was decided to combine for the general good of the trade.

At the convention, he declared, a better system of credit protection was discussed. Providing plans already made are duly carried out, it is believed that "dead-beats" who find it too sultry to live in Seattle or other cities across the line, and who move to Vancouver, will be laid by the heels. "It will soon be found," said the grocer, "that 'dead-beats' who move from one city to another cannot establish credit."

For long the grocers of Vancouver have suffered from the intolerable "dead-beat" and at the last local convention it was advocated that steps should be taken to secure the co-operation of the grocers of Washington with a view to curtailing their field of activity. By correspondence which is expected to ensue between the local association and the one at Washington it is firmly believed that the first decisive blow will be delivered to stop the grocers being cheated out of their rightful property.

Asked as to other reforms which the grocers of Washington intended to place their influence on, the grocer stated that the retailers were working to have a net weight and measure law enacted, also a reduction on the tax on oleomargarine, and a law which will prevent fraudulent and deceptive advertising.

* * *

Editorial Note.—Oleomargarine is prevented by law from being made or sold in Canada.

P. E. Fortier, general merchant, St. Claude, Man., is succeeded by E. Jobin.

SOMETHING ABOUT WHAT'S INSIDE.

In referring to The Grocer's Fall Campaign Number of October 11 last week, a number of articles to be used were enumerated. They were a few of many bright, practical and informative articles that will appear in that number.

Last week reference was made to a store interior with a gallery. There will also be an article on a warehouse of a new store fitted up with a gallery. This presents good ideas to dealers who have found the room in their warehouses inadequate.

From Western Canada come methods of some bright dealers. A British Columbia grocer tells what part concentration and quality goods play in the building of a successful business. Others from Alberta, Saskatchewan and Manitoba demonstrate the value of the interior and store front in making extra sales. Western men evidently realize the drawing card a good show always is.

There will be a story from a dealer who sells his Christmas goods early. He has eight stores in the one city, having begun with one about twenty years ago. How did he come to branch out? This question will be answered, together with some of his methods.

Halifax, N. S., has one grocery business in existence for 52 years. An illustration of the present interior will be used to indicate how it has advanced with the advancing times.

The Fall Campaign Number will include many gems of ideas and methods for the retailer. It will be a number that any dealer will be anxious to keep on file for future reference.

The date is October eleven, nineteen hundred and twelve.

Current News of the Week

Quebec and Maritime Provinces.

F. C. Taylor, general merchant, Hoyt Station, N.B., died recently.

A. Gaudet, general merchant, St. Jacques Nord, Que., has sold to Donat Gaudet.

J. A. Waddell, of Wagstaffe Limited, Hamilton, was in Montreal this week calling on the trade.

E. de Feo of P. Pastene & Co., Montreal, is now in Western Canada and is expected home towards middle of October.

A. H. Brittain, Maritime Fish Corporation Ltd., Montreal, has returned from a short business trip through lower provinces.

H. G. De Veber, Mangerville, Sunbury County, N.B., has lately bought the grocery business of Harry Sampson, of University Ave., Fredericton, N.B.

The following companies have recently been registered in the province of Quebec:—J. R. Clogg & Co., wholesale fruits; Queen Flour Co., and Royal Broom Manufacturing Co., all of Montreal.

Ontario.

Robt. Ross, grocer, Toronto, has sold to J. H. Maynard.

W. J. Warner, grocer, Hastings, Ont., has sold his business.

J. B. Free, grocer, Perth, Ont., is succeeded by Mrs. Oatway.

Mrs. J. Chester, grocer, Sarnia, Ont., has sold to Joseph Barr.

Alex. Milne, grocer, Toronto, is succeeded by R. E. McKendry.

Mrs. A. Beaudet, grocer, Ottawa, Ont., is succeeded by M. B. Major.

The McAlpine Tobacco Co., Ltd., has obtained a provincial charter.

Clark & Co., grocers, Leamington, Ont., are disposing of their business.

The Gladstone Trading Co., grocers, Ottawa, are succeeded by N. C. Williams.

Jas. Karr has purchased the general store business of Mr. McIntyre, Alvinston, Ont.

Chas. E. Imrie and Jos. Stewardson have purchased L. Hicks' grocery store, Tilsonburg, Ont.

W. B. Stringer, fruit broker, Toronto, is back to work again after an eight week trip to Italy, Spain, and England.

The general store at Hartington station, Ont., owned by Wesley Babcock, was completely destroyed by fire recently.

A mammoth peach was found in the orchard of James Marlow, Grimsby, Ont., measuring 11½ inches in circumference and weighing 13 ounces.

J. A. McLean, Wyoming, Ont., has taken over the general store business conducted by P. Y. Anderson. He begins with a new stock of goods.

W. Manchee of H. W. Nelson & Co., Ltd., Toronto, is on a trip through the broom corn producing sections of the United States, sizing up the prospects for this year's crop.

Bernard Pink, of E. & T. Pink, Ltd., London, England, was in Toronto towards end of last week on business. He intends visiting Newfoundland, Halifax and other places before returning.

North Bay, Ont., merchants who supplied groceries some time ago to houses under quarantine at the request of the health authorities have not been able to get their money. The town has been made defendant in a law suit jointly with those who received the goods.

By a vote of 1,363 in favor and 148 against, the ratepayers of St. Thomas, Ont., last week endorsed the agreement between The St. Thomas Biscuit Co., and the city in respect to the company's location there. The company gets a loan of $30,000 for 10 years and a fixed assessment of $5,000 for a like term.

Geo. J. Saunders, Steelton, Ont., (Sault Ste Marie), was in Toronto on Monday. While there he called upon W. C. Miller, secretary of the Ontario Retail Grocers' Association and talked over matters relating to the new organization. Steelton grocers are very enthusiastic over its formation and the platform evolved.

Geo. H. Campbell has again assumed his duties as manager of the Toronto office of T. H. Estabrooks Co., Ltd., after an absence of about 17 months. Mr. Campbell's friends will be pleased to hear of his recovery from the nervous breakdown that has kept him off duty for so long. He is at the office every morning, but in a few weeks' time he expects to be back in harness as before.

The first consignment of Niagara fruit left last week for the Old Country. It consisted of six baskets of peaches, addressed as follows: Four baskets to J. J. Adams & Son, Temple Court, Liverpool, and two baskets to J. J. Adams & Son, Monument Building, London, England. The baskets were shipped from the Niagara district by the steamer Chicora. The Dominion Express Company will care for them en route to Montreal, and they will be carried across the ocean by one of the Allan steamers. They were packed in sawdust and paper, and were valued at a total of $6. The chief difficulty of course is the prospect of them spoiling.

Western Canada.

R. J. Frizzle, grocer, Calgary, Alta., has sold out.

F. Wardell, general merchant, Vonda, Sask., has sold to S. Roberts.

Boyd Bros., grocers, Winnipeg, Man., have been succeeded by Charles Bros.

A. Yokom has purchased the general store of C. D. Foster at Pasqua, Sask.

The Ideal Grocery, Brandon, Man., has been sold to J. R. Carrick and G. C. Clement.

Jacob Gordon, general merchant, McLean, Sask., has been succeeded by J. T. Scott.

J. A. Wickett, general merchant, Bridgeford, Sask., has sold to J. A. Little.

Mrs. Annie M. Roff has sold her general store at Morse, Sask., to Pitcairn & Sharman.

J. H. McSherry & Co., of the City Grocery, Weyburn, Sask., have disposed of their stock.

NOTES.

Calver Gordon has severed his connection with the H. J. Heinz Co., Pittsburg, Pa., as publicity manager and is succeeded by S. J. Stoughton. Mr. Gordon becomes a member of the Ivan B. Nordheim Co.

The estimated aggregate of cereals produced in the United States this year, according to the Agricultural Department at Washington, amounts to 9½ billion dollars in value. Producer, consumer and transportation will benefit by this great yield, as the producer will sell more, the consumer pay less, and the transportation companies carry more.

The United States Government will make an investigation into lemons from Sicily and fruits from other countries with a view to determining if they are infested with an insect pest known as the Mediterranean fly. This fly is considered a menacing pest to the health of domestic fruit orchards and they hold it would be best to quarantine against the foreign fruits in order to protect home industry.

The Markets---Big Demand for Sugar

For Preserving Purposes—Market Has Been Steady But Easiness Ahead—Peels Will be High This Year—New Valencia Raisins Arrive—California Dried Fruits Unsettled—Some New Pack Tomatoes on Market.

QUEBEC MARKETS.

POINTERS:—

Sugar—Big demand.

Valencia Raisins—New stock in.

Coffee—Steady.

Montreal, Sept. 26.—September business has been on a fair scale, according to local jobbers. Demand for preserving and pickling necessities has assisted business materially. There has been a brisk demand for sugar during whole month and still continues appreciable. Sorting orders for sealers have been coming in while spices, vinegar, wax, and other pickling necessities have been called for.

SUGAR:—There has been no change in price of refined sugar, $4.95 per cwt. still ruling. There has been a particularly good demand. Big preserving demand and scarcity of nearby sugar has maintained a fairly steady tone to market, but with considerably lower prices being quoted on beets for October shipment, it is felt that the market will before a great while have to adjust itself. The weather in Europe continues fairly favorable.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 85
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES:—While molasses prices are unaltered, a firm feeling prevails in this market. Now with fall opening up there should be a better demand for this line while corn syrups should also become brisker with advent of cooler weather.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS:—There is a tendency to hold off in the purchase of California fruits. While grower's views are quite firm, it is argued that ultimately the growers must look to packers to market their crops in consuming markets and that prices will have to be adjusted to fit distributor's views.

General feeling in prunes on the coast is firmer, about the only premiums asked, being on 30's and 40's. Opinions on the raisin situation vary a good deal also.

This year's Valencia raisins are of good quality while dates this year are also reported excellent. Peels are higher than last year, citron commanding an especially high figure.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¾
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅝	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEAS:—There is no change in local tea situation. Routine trade is being done, market ruling steady in sympathy with primary markets.

COFFEE:—Coffee prices are well maintained. There is a stiff front to New York market while reports of frost that have been coming from Brazil are apparently well founded. Some little damage at least has been done which will cut down the big yield which was expected for next year.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES:—There is a fair sorting trade now being done in spices in view of the pickling season. General steadiness prevails in this line.

Allspice	0 13	0 15
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 18
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS:—Jewish festival livened up trade somewhat but otherwise an even tone is maintained. Tarragona almonds remain firm, as crop is reported short.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves, bright	0 27	0 28
Brokens	0 27	0 29

RICE AND TAPIOCA:—Wholesalers can see nothing that would indicate anything but steadiness in rice. High prices are curtailing demand to some extent.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 55
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS—

Sugar—Easiness ahead.

Tomatoes—New pack in.

Peels—High this year.

Celery Seed—Will be lower.

Toronto, Sept. 26.—The outstanding feature in the grocery trade is the big business being done in preserving supplies, both sugar and sealers having a particularly big run. There has been a tremendous crop of peaches this year and each day seems to make the fruit

crop look larger. Naturally there has been a big demand for sugar most grocers having sold more sugar this month than they ever did before in September. Shortages in this staple have existed at times and even yet, some refiners are behind with their orders.

There has been a bigger sorting trade in sealers than for several years. Other years scarcity of fruit caused a small demand for fruit jars. Last season many retailers had stock left over and accordingly they ordered rather light this year with the result that they have now to replenish their stock.

The Christmas cake is going to cost considerable this year, or at least some ingredients are. Peels which are coming to hand are on a high level, particularly citron. Valencia raisins are also high but California stock is lower than for several years.

SUGAR.—There has been no change in refined sugar prices but possibility of a weakening seems to be looming up for the not far distant future. "Sugar is a hand-to-mouth game," declared one sugar man this week. "It is a mistake to buy more than for immediate needs. In 10 or 15 days I expect to see a decided readjustment. The weakness of market is shown in price of new beets which while quoted at a figure equal to $4.59 duty paid New York for September, are quoted as low as $4.03 for October."

"I expect market to hold steady until preserving rush is over," said another. "That will probably be 10 days or two weeks."

There has been a tremendous demand for sugar this year and several of the refiners both in the United States and Canada are still behind with their orders. Both shortage of sugar and of cars for shipping is in evidence. However wholesalers are keeping fairly well up with orders.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 [illegible]
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 [illegible]
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES.—That the sale of corn syrups has been on an appreciable scale all summer and that it has exceeded other years, is the statement of one manufacturer. This line is not dropped during the summer now as was the case years ago. Already fall activity is beginning to set in and this will increase as the year advances and the weather becomes cooler.

Syrups—	Per case.
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 — 0 29
New Orleans, half barrels	0 29 — 0 31
West Indies, barrels	.... — 0 28
West Indies, half barrels	.... — 0 30
Barbados, fancy, barrels	0 45 — 0 47
Barbados, fancy, half barrels	0 49 — 0 50

DRIED FRUITS.—First shipment of new crop Valencia raisins were received and with many houses have already all gone out at from 9 to 10 cents. The quality proved to be exceedingly good, although there is no denying that the price is high. Other shipments are expected to be worth about 9 cents.

Some new figs have also been received on this market, a few lots of first arrival being brought along by express. One firm sold fancy stock at 15 cents. Prices in general are expected to be much similar to last year. Dates will not come in until well on in October but quality this year is reported to be excellent. There will be a big demand for the first shipment on account of the bareness of the market.

It is somewhat difficult to ascertain what can be expected of the future in California fruits. In some quarters there is a feeling that present coast prices are too high and prices may ease later. However, growers, have exalted ideas. The total result of the September rains on the coast was in the aggregate not great, affecting more the quality than the quantity.

Ideas on prunes at coast vary a good deal. However, values have started off at more reasonable figures than last year. One local jobber quotes the following prices on new crop goods:—30 to 40's, 12c; 40 to 50's, 9¾c; 50 to 60's, 8½; 60 to 70's, 8c; 70 to 80's, 7½c; 80 to 90's, 6⅞c; and 90 to 100's, 6¼c. These are prices on 25-lb. boxes, 50 lbs. being ¼c less. The same dealer quotes apricots at 14 cents and peaches at 9 cents.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	....	0 18
Slabs	....	0 11
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 11
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	....	0 10
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—A fair trade is reported in tea locally at steady prices. Situation shows no particular change. A report from the London market says:—"Consumption of tea at home and abroad has not proved sufficiently expansive of late to absorb the increased production from India and Ceylon; the continued large percentage of increase in the Java yields also, is a menace to the prosperity of Indian and Ceylon companies; yet further the reports from the producing districts in India still continue favorable for a large production of tea. The figures, therefore, both actual and anticipated appear to be distinctly unfavorable to a higher range of prices.

"With regard to Ceylon tea, the outlook is better, as the shipments from Colombo to the United Kingdom for August were 8,750,000 lbs. and the estimate for September is 7,500,000, which indicates that quality will appreciably improve and in all probability a correspondingly higher range of prices will result."

COFFEE. — There is a good steady feeling in local coffee, demand continuing along steady lines. The market in New York has ruled quite strong. Confirmation of considerable damage by frost in Brazil has been the direct cause of the strength, as this reduces the chances of the bumper crop expected in 1913-14. In addition, receipts coming forward to the Brazil coffee ports from the plantations are now about 700,000 bags below those of last year and this disparity increases rather than diminishes as the season advances.

Thus general conditions seemingly point to a continuance of present steadiness, although New York reports buyers as still inclined to hold off, confining purchases to immediate requirements.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—As high as 50 cents per pound is now being asked for celery seed but lower prices are likely soon. It has been the exceeding scarcity of this line that has boosted prices from a normal level of 16 to 18 cents up to present figure. Shipments are now on the way to New York and are quoted

considerably under prices that have been ruling.

Peppers still hold a steady position, both black and white being included. Cloves maintain a stiff front, reports from Zanzibar confirming reports of a short crop. There is a good sorting demand for general lines in view of the pickling season now in full swing. Retailers should push spices while it is possible to reap a good trade. This is business that will shortly disappear.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA. — There are no figures available to show whether high prices are affecting consumption of rice, but there will probably be some curtailment for this reason. At least this will likely be so in the lower grades. For some years, Montreal milled Rangoon was sold by the majority of retail trade at six pounds for 25 cents but with present prices, this cannot be done.

General steadiness marks all grades of rice.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	**3 90**
Rice, standard B., f.o.b., Toronto	....	**3 98**
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—With passing of the baseball season, consumption of peanuts will on the whole dwindle. There will be no adverse effects on the grocer's trade. Indeed this will be to his benefit for the peanuts purchased at the baseball park during the summer will now be purchased from the grocer who displays them prominently.

France reports walnuts crop smaller than last year but quality will be fine. Filberts continue on their previous high basis.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Prospects for bean crop are no brighter and it looks as if good beans would reach a high level this year. There is a bumper crop of potatoes this year and while this will be a factor of some account, it must be remembered that in past years, the production has been much below the demand and is expected to be so this year.

Prime beans, per bush.	....	**3 10**
Hand picked, per bush.	....	**3 25**
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

EVAPORATED APPLES:—The new "evaps" on market are bringing around 8 cents per pound, which is a low opening figure as compared with past few years. Ideas are still lower for later goods.

PEELS:—It has been pointed out before that peels were due to be high this year. New shipments are now coming to hand and quotations bear out former reports. Lemon is quoted at 13 cents, orange at 13½ and citron which has been high for past couple of years, is up around the 19 cent level. Higher cost of raw material is responsible. High sugar is a contributing factor.

CANNED GOODS.

TORONTO:—New pack tomatoes have been received and in the absence of any prices being named, they are being quoted at ruling prices for old goods—$1.45 to $1.50. New corn is now packed, but none has come to market because it is not needed, there still being a considerable quantity of old goods on hand. There is nothing particularly new in regard to prospects for corn and tomatoes. As stated before much depends on the length of season. Naming of prices will probably be delayed quite late in order to ascertain as near as possible the size of the pack.

The pack of peaches will be large or at least it should be as there is a tremendous crop this year. Situation in plums was not nearly so good.

There is said to have been some easing in certain lines of jams since opening prices. For instance, one firm which quoted strawberry and raspberry in 16 oz. jars at $2.25 is now said to be down to $2.

MANITOBA MARKETS.

Winnipeg, Sept. 25.—With an active city trade and a steady stream of country orders coming in, wholesale grocers and jobbers are well satisfied with the business situation.

Markets are steady in all lines and there are no changes to report.

Weakness in certain lines of dried fruits points to reductions in near future, but for present there is no change. The saving of the new crop will, when completed, lead to a general revision of prices.

More activity in teas and coffees is reported, but no prospects of any changes of importance in prices.

Bad weather during the latter part of last week delayed threshing, but is not responsible for any serious harm. Collections show some improvement, but the serious movement of wheat has not yet commenced. Until it does there will be no great influx of cash.

SUGAR.—The phenomenal demand for this commodity is being well sustained, and supplies are taxed to meet it. Prices are steady and market at present time appears settled:

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUPS.—There is a little more activity in syrups, and there should be a good fall and winter trade, as indications point to butter being short and dear.

Syrups—		
24 2-lb. tins, per case	....	2 48
12 5-lb. tins, per case	....	2 88
6 10-lb. tins, per case	....	2 76
3 20-lb. tins, per case	....	2 77
Half-barrels, per cwt.	....	4 22
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS.—The season's crop is now being cured on the Pacific and making up will probably lead to changes in the course of a few weeks. The pack in most lines is said to be heavy. Market weak.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07⅜
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07½
50-60s, 25s, s.p.	....	0 08¾
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 82s, s.p., per box	....	2 30
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

BEANS.—Nothing new to report since recent rise in prices. Trade is average, but buyers are not inclined to stock heavily until they are certain as to effect new crop will have on market.

Beans—		
Hand picked, bushel	....	3 30
3 lb. picked, bushel	....	3 20
Split peas, sack 98 lbs.	....	4 00

TEAS AND COFFEES.—There is considerable activity in teas just now. Coffee is reported as firm with good average demand.

		Per lb.
Coffee—		
Green Rio	....	0 18
Roasted	....	0 22
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, per lb.	0 15	0 40
Ceylons	0 25	0 40
Japans	0 20	0 50

NUTS.—Nothing new in the nut situation which is about normal for time of year.

Nuts—	Per lb.	
Brazil, per lb.	0 18	0 18
Tarragona Almonds	....	0 16¼
Peanuts, roasted Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 18
Marbot Walnuts	....	0 13½
Grenoble Walnuts	....	0 16
Sicily Filberts	....	0 11½
Shelled Almonds	0 33	0 34
Shelled Walnuts	....	0 31

MANITOBA.

WINNIPEG.—There is a good demand for oysters, and a quite average demand for all lines of fresh and salt fish. The inland fisheries will soon close, but new lines of sea fish will shortly be on market.

Fish—	
Oysters, per gal.	3 00
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 06½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10½
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 65
Kippered herrings, box	2 00
Labrador herrings, half barrel	4 50
Mackerel, salt, keg	2 75

MANITOBA.

FLOUR AND CEREALS.—Export flour is a little dull, and domestic demand fair. No changes in prices which have been steady for some time.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 66
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 20

WINNIPEG.

PRODUCE AND PROVISIONS. — Lard has advanced since last review, and there are some changes in different lines of cured meats. Eggs are 1 cent per dozen dearer. Butter and cheese are steady.

Lard, tierces	....	0 14½
3 lb. tins, cases	....	9 25
5 lb. tins, cases	....	9 15
10 lb. tins, cases	....	9 10
20 lb. pails	....	3 00
50 lb. tubs	....	7 30
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 14¼
Short clear	....	0 15
Shoulders	....	0 15
Bacon	0 20	0 20½
Cheese—		
Ontario large	....	0 16
Ontario twins	....	0 16¼
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 30	0 28
Dairy	0 18	0 26
Eggs, fresh laid, Manitoba	0 25	0 26

NEW BRUNSWICK MARKETS.

St. John, Sept. 24.—Local market for past week has had little of special interest to offer as there were few deviations from ordinary routine. Local grocers advise that market in Ontario flour will be quite firm for some time to come and that there is no likelihood of lower quotings, but should weather conditions continue favorable, Manitoba patents should be cheaper. In Ontario estimates give the wheat crop this year as 13,000,000 bushels as against 19,000,000 in 1911. But it is confidently expected according to local advices that Western Canada crop will yield 180,000,000 bushels, an increase of 30,000,000 bushels over last year. There has been no local change during week. Oatmeal gives promise of going slightly higher.

Local dealers have commenced to get busy laying in their stock of provisions for winter, and the last week has seen quite a stir in this regard. Grocers are finding that they must pay considerably more for their stock of vegetables this year than for some years past, but there seems to be a plentiful supply to draw from.

Dairy products are still gaining strength and advancing continually in price. Eggs are now bringing 30 cents a dozen for fresh stock and 28 cents in case, but these prices are only temporary and will be increased in a few days. Butter is also steady and as the season advances gains greater firmness.

Bacon	$	$0 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 32
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 [illegible]
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, henery	0 30	0 32
Eggs, case	0 27	0 28
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 36	0 37
Oatmeal, rolled	....	5 50
Oatmeal std.	....	6 05
Pork, domestic mess	25 50	26 00
Pork, American clear	25 50	28 00
Potatoes, barrel, new	1 10	1 25
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

BRITISH COLUMBIA MARKETS.

Vancouver, Sept. 26.—That the man with a good cellar or storage room will not make a mistake at present in investing in cheese is evident; this commodity has risen sharply within past week and as scarcity seems to become all the more acute there is a probability that prices will continue to advance.

Bacon is also on the upward grade. It appears that there is scarcity for a short period and retailers believe the commodity will reach the average price within a week or so.

Some idea of the local wholesale prices prevailing may be gleaned from the following quotations:

BUTTER:—Local creamery, 35c; Ontario creamery solids, 30½c; prints, 31c; Separator creamery, prints, 28c; solids 27½c; New Zealand butter, prints, 34c; solids 33½c.

CHEESE:—Canadian solids, 17c; twins, 17½c; Stilton, 19c.

LARD:—3s, 5s, 10s, 15 and 16c; 20s, 14¾ and 15¾; 50s-80s, 14½ and 15½; substitutes, 11 to 11¾.

VEGETABLES:—Local potatoes, $12 per ton; horse radish, 15c; cabbage 1¼c; sweet potatoes, 4c; carrots, 75c; turnips, 75c; beets, $1; garlic string, 12c; lettuce, hothouse, $1; onions per sack, $1.25; pickling onions, $2 per basket.

THE EVAPORATED APPLE QUESTION.

Montreal Wholesaler Insists on Quality Pack.

Montreal, Sept. 26. — A Montreal wholesaler, who has been associated with the grocery business for more than a few years, draws attention to the evaporated apple situation, referred to in last week's issue.

While there is apparently no government regulation inducing manufacturers to pack high grade apples, nevertheless he regards the dealer who is crying out about pure quality goods like the man who enters a haberdasher's store to buy a tie, and in spite of his disgust at certain rainbow creations actually purchases one. He kicks about the look of it but who is to blame?

This particular wholesaler points out that he has evaporated apples in his warehouse, not in the cold storage, never have been, over a year old and they are as fresh and nippy as the day they were packed. He explains this by the fact that they are quality goods. He pays the higher price and satisfies himself on their purity before he purchases. His travelers in turn sell the retailer the better class article and the latter in turn educates the customer. By insisting on getting pure goods the retailer can do a great deal.

Editorial Note.—Quality goods should be insisted on all round and then the evaporated apple business would be on a better basis. But there are always some wholesalers and retailers who are looking for price, and this appears to necessitate a grading such as has been proposed. Then the manufacturer who furnishes good quality apples will be rewarded for the extra cost to him in packing them. Otherwise there is always a tendency to manufacture as cheaply as possible.

New Flour Crop Expected to be Lower

Trade Awaiting Lower Prices on New Crop Manitobas—Quotations at Reduced Figure for Future Shipment—Rolled Oats Advanced 25c. per Barrel on Saturday—Will Probably Ease Again When New Oats Come Forward Free Enough.

Rolled oat prices went up on Saturday as it was announced last week that they would. The advance amounted to 25 cents per barrel or 12½ cents per sack and balanced up the recent decline of a similar amount. When the decline took place, it was felt that Ontario oats would tide millers over until arrival of western stock. Ontario oats that have come forward so far have been of poor milling quality and with scarcity of old crop oats some mills have had to bring in U.S. oats for grinding in bond for export.

Towards the end of last week oat prices on Winnipeg market showed a big bulge. Indeed it is hinted that a corner exists in this commodity on that market. However, it is expected that when new crop comes forward in appreciable quantity that an easing will set in. In face of scarcity of old oats, prices can be expected to hold steady till then. There is a good crop of oats in the U.S. and Western Canada yield is also large but late.

Lower prices are expected on new crop Manitoba flour. This is the general opinion of the trade and retailers are holding off with this in view. Indeed sales of new flour are reported at a figure considerable under present quotations. There was a price as low as 50 cents per barrel under current rates reported this week but not confirmed. Sales for October delivery have been made at a 30-cent concession. While some mills are quoting prices, others are not going after this business as yet.

"There is no question but that prices on new crop flour will be lower," said one big miller this week. "No, we are not going after this business," he said in answer to a query. "We would quote a price if asked but would not advise dealers to buy at it as values will be lower."

The question now is "When will the adjustment take place?" The change will come when deliveries of new wheat become large enough to warrant it. The first shipments are just now arriving at points east of the lakes. The movement to market so far has on the whole been rather tardy. The trade are patiently waiting.

Export trade in flour is quiet and prices will have to be lower to induce business. United States and European countries are now getting Britain's trade by reason of their lower prices. Exporters are expecting prices to break in near future sufficient to allow for foreign trade.

MONTREAL.

FLOUR.—The foreign demand for new crop spring wheat flour is good, much better than it has been for some time past, but the increase in ocean freight rates has reduced the actual volume of business transacted. The natural result of the increase was to cause an increase in quotations from the millers.

The local demand for old crop flour has improved also and business has been rather more active. Very few orders, we might mention, for new spring wheat have been booked so far.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.—An advance as already intimated, has been made on prices of rolled oats, owing to various causes, outlined in last issue. At time of writing the market is firm at the advance.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40
Rolled oats, jute bags, 90-lb. single bag lots	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	2 55
Rolled oats, barrels	5 50
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolted cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—In Manitoba flour, retailers continue to purchase for immediate needs only, feeling that new crop will be on a more reasonable level. Indeed this is the general opinion and some mills are reported to be taking orders at a considerable concession over present values. "There is no question that prices on new crop flour will be lower," said one miller this week. "The adjustment will not take place until wheat deliveries reach larger proportions."

Winter wheat flour is in an unsettled condition, prices of raw material varying a good deal at different points at present. The yield of winter wheat was undoubtedly small, so small indeed that we will have no more than would supply domestic demand in normal year. However, as prices on this flour are practically as high as for Manitoba, it is said that bakers this year will use Manitobas in place of it. If this should prove the case then prices will have to come down to level that will create business. However, winter wheat flour must be used for pastry purposes so that this demand is certain to be maintained.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton 31 00		33 00
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—As announced last week, an advance of 25 cents per barrel or 12½ cents per sack took place in rolled oats on Saturday. Local price for small lots is now up to $2.50 per sack. No further advance is anticipated but when deliveries of oats reach a large enough scale, prices are expected to ease again. Spot milling oats are scarce and some mills have brought in U.S. oats, grinding them in bond for export. Western Canada will have a good yield of oats but the crop is late, deliveries so far having been small.

Rolled oats, small lots, 90 lb. sacks		2 50
Rolled oats, 25 bags to car lots		2 40
Standard and granulated oatmeal, 98-lb. sk., small lots		2 75
Rolled wheat, small lots, 100-lb. bbls....		3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—There is no change in bran or shorts. Market is still firm and will be so until milling of new crop wheat begins.

Bran, ton, car lots	$23 00
Shorts, ton, car lots	27 00

This Has Been Big Year in Peaches

Yield Has Been Large—Good Demand for Preserving Purposes — Threatened With Basket Famine in Niagara District—Lemons Hold Steady—New Crop Quite High—Large Sizes Will Command Premiums—Good Stock Oranges Firm.

This has been a big year in peaches, the yield being larger than for several years. In fact, in the Niagara district of Ontario, shipments have been on so large a scale that shippers have been threatened with a basket famine, and in some cases fruit has had to be shipped out in odd sized baskets. The quality of the fruit this year has been generally good, and as a result there has been big demand for preserving purposes, prices ruling at a popular level. Demand still continues on an appreciable scale, but attention to this line will shortly dwindle and be given more to grapes and pears.

Warmer weather would prove beneficial to grapes, as in some sections, at least, they are not ripening up just as rapidly as they might. Even with the increased supplies of domestic grapes, Malaga still continue to sell, while fancy peaches from across the line are still being brought in.

The situation in lemons varies at different centres, and while, for instance, values are unchanged at Montreal, prices at Toronto have reached a record level. As before stated, there will practically be no further shipments until new crop arrive around Nov. 1. The Italian Government has been taking all the lemons for the use of their soldiers at Tripoli, paying 1 cent each for all sizes. Market on new crop lemons has opened slightly higher than last year, and indications are that large sizes will be scarce, as lack of rains in the spring proved detrimental to the growth of the fruit.

There is a firm feeling in good stock oranges, late Valencias being the only variety now available.

MONTREAL.

GREEN FRUIT.—The market has not been as lively of late, practically all orders for the last few weeks of preserving having been placed . Lemons have dropped back a little, the cool weather having taken the edge off the market. Apples are selling freely, but in some cases, quality is not all that one would desire. Basket fruit is still moving out freely.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	....	4 50
Late Valencias	....	4 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	....	2 75
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	....	1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES.—Beans will soon be regarded as a "second thought," as little indication of new prices presents itself. Cabbage is firm. Cauliflowers being in particularly good demand. Carrots are more plentiful than recently, and are easy. Tomatoes are not so plentiful this week, while potatoes are still easy, at prices quoted.

Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bunch	0 15	0 20
Cabbage, basket	....	2 00
Cauliflower, dozen	....	1 90
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—So large has been the yield of peaches this year that some dealers are threatened with basket famine. Quality of fruit has been good, and demand has been brisk. However, the popular prices which prevailed last week for late Crawfords and Elbertas still continue. "Owing to a basket famine," writes one shipper, "it may be necessary to use some 9 quart baskets for peaches." Grapes will be more plentiful if we get warmer weather. Present cool weather is keeping them back. Niagara grapes are not offered, as they are not quite ripe. Tendency for number of years has been to cut this choice grape too soon, which has spoiled its reputation to a certain extent. Moore's Early and Red Rogers are selling now.

As intimated last week, oranges are higher, selling up to $5 for good stock. Lemons have also continued on the ascent, as stocks are small and as high as $7 is quoted this week. New cranberries are now on the market.

Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	8 50
Grapes, Moore's Early	....	0 20
Grapes, Red Rogers	....	0 26
Huckleberries, basket, 11 qt.	....	1 50
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Lawtonberries, per qt. box	0 07	0 09
Oranges—		
Late Valencias, case	4 25	5 00
Imported Fruits—		
Musk melons, basket	0 25	0 35
Peaches, box	....	1 25
Grapes, Malaga, per box	....	1 75
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 65	0 85
Peaches, ordinary, 11 qt.	0 35	0 50
Pears, Clapp's Favorite, 11 qt.	0 30	0 50
Pears, Bartletts, 11 qt.	0 50	0 65
Plums, 11 qt.	0 35	0 60

VEGETABLES.—Through the wholesaler at any rate, biggest demand in vegetables is for pickling lines. Peppers, onions, cucumbers, tomatoes, cauliflower and similar lines are being called for. Pickling cucumbers are selling at 65 cents per basket.

Potatoes are easier again, now being down to 90 cents per bag. Few further shipments of New Brunswick are being brought along until the rot question is settled. Some dealers lost money on their first shipments. There are plenty of Ontario stock to fill the demand. There are some reports of rot on account of wet weather, but no serious damage is as yet reported. If damp weather continues, it may prove quite serious.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25

Carrots, new, basket	....	0 15
Cabbage, new, per crate	....	1 25
Celery, per doz.	....	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 15	0 25
Cucumbers, picklers, basket	....	0 65
Marrow, bushel basket	....	0 25
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	....	0 90
Peppers, green, basket	0 35	0 40
Peppers, red, basket	....	0 75
Tomatoes, per basket	0 20	0 25

WINNIPEG.

FRUITS.—Fruits of all kinds are plentiful and cheap. A heavy trade in preserving lines is being transacted. Potatoes are down to 35 cents for carload lots.

Fresh Fruit—		
Apples, Duchess, bbl.	4 25	4 75
Crabapples, box	....	2 25
Canteloupes, case	4 50	5 00
Oranges, Valencia	4 75	5 25
Bananas, bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 60	1 75
Cucumbers, per doz.	....	0 30
Grapes, blue, basket	....	0 50
Grapes, Tokay, case	....	2 75
Peaches	....	1 00
Plums	1 10	1 20
Green gages	....	1 65
Bartlett pears, case	....	3 00
Bartlett hardy pears	....	2 75
Washington peach plums	....	1 50
Tomatoes, Ont.	0 75	1 00
Potatoes, per bushel	....	0 35
Jersey sweet potatoes	....	6 50

Grocer Advertises Recipe to Sell Spices

Methods of an Oshawa Dealer to Make Extra Spice Sales—Displays Them in the Store Where They Can be Readily Seen and Uses the Newspaper as Well.

Oshawa, Ont., Sept. 26—(Special).—J. E. Beaton, an Oshawa grocer has been putting special efforts behind spices during the pickling season. As soon as the least sign of demand became visible he began to swing them into prominence. At most times of the year he keeps his spices in closed tins behind the counter. However, as the season of demand approaches, he puts them in square glass bottles fitted with glass stoppers which he has specially for the purpose. They are properly labelled with the price, giving the amount per pound as well as the weight given for 5 cents. Mr. Beaton believes in letting people know the price. People want the best quality of spices and are ready to pay a reasonable price. Quality is made the keynote in pushing their sale.

Where They Can be Seen.

These bottles are placed on a counter at the front, right under the eye of every customer who enters the store. Thus showing the spice as well as announcing the price, they serve as excellent silent salesmen. In addition, the quality of the spices is not affected as if they were exposed to the air in display.

The local newspaper was also used by this store to promote spice sales, a commendable method being employed. It was in the form of a recipe for catsup, giving the exact quantity of each ingredient required.

Kept on File.

This recipe was something that many housewives appreciated and no doubt several clipped it out to preserve from year to year as a guide. The exhortation at the bottom, "Ketchup made by this recipe will not spoil if you purchase the ingredients at Beaton's," attracts many a housewife in quest of good catsup to the store. In fact the Beaton store has done a big trade in spices since the pickling season opened.

Editorial Note.—The idea of using a recipe in advertising in order to attract the attention of the housewife is not altogether new but sufficiently so to be interesting. A recipe of any kind is

BEATON'S
Ketchup Recipe

½ bushel Tomatoes sliced in kettle.
3 oz. Whole Allspice.
3 oz. Whole Pepper.
1 oz. Whole Cloves,
½ lb. Mustard,
½ lb. Salt,
1 lb. Onions sliced thin,
½ oz. Cayenne Pepper,
1½ lbs. Brown Sugar,
1 qt. Vinegar.
Put Whole Spices in bag and boil 3 hours.

KETCHUP made by this Recipe will not spoil if you purchase the ingredients at
BEATON'S BUSY STORE
Phone 61 SIMCOE ST. SOUTH, OSHAWA, ONT.

Newspaper advertisement to promote spice sales. Reduced from two column space.

something that holds a great deal of interest for women and there is no doubt that the same plan could be used in pushing many other lines besides pickling supplies. For instance some dealers use a recipe for Xmas cake in the same way. The sale of oatmeal might be helped by telling the housewife how to make oatmeal cookies. In fact the use to which the idea might be put is quite extensive.

THE WEEKLY FISH COLUMN.

Keep your eye on this space every week. We are not in the fish business, but we can give you "fresh from the water" news.

Some dealers are bringing haddies direct from the coast.

The finnan haddie market is getting lively. Retailers are finding haddies good sellers just now.

It is a little early to ship fillets just now, but cooler weather will soon be at hand, so make room for some fleshy ones. Customers will appreciate them.

Kippers and bloaters are coming along "swimmingly." Be a live one and fish for some of this trade.

Fish is brainy food. But sometimes it is too bad to waste the fish

Do you try to cater to lumber and mining camps? Why not use good bait and catch the order for such lines as Kinless cod, put up in 50 and 100-lb. boxes.

Salt herring are a great favorite in the mining centres. You can buy them by the barrel and half-barrel.

The pen is mightier than the sword, but the sword-fish cannot keep abreast of the times. It's a dead one for another season.

Prepared boneless cod is a great seller just now. No waste with it in any sense of the word.

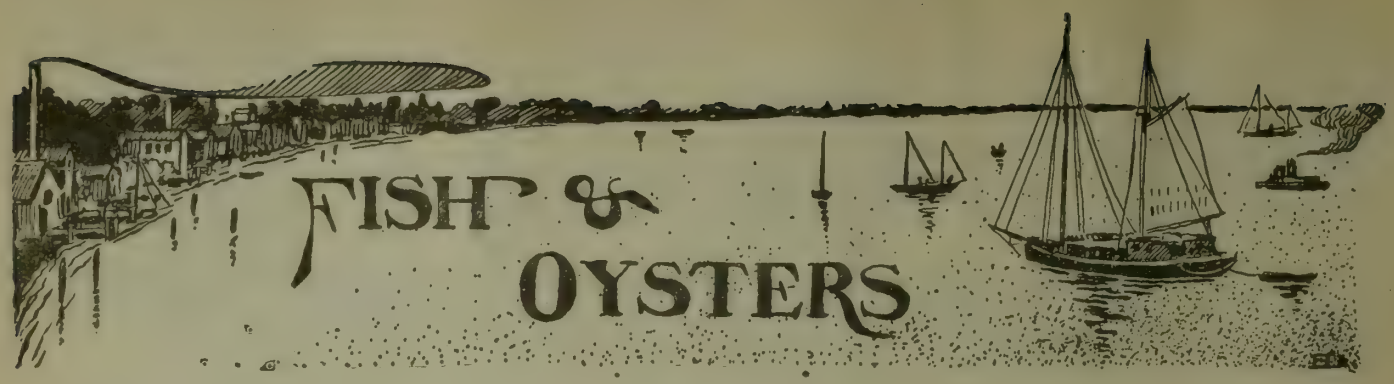
The usual fall gales were experienced on the coast last week. But there is plenty of fish all the same.

Don't have any holes in your net, some profits may slip through.

N.B. APPLE CROP NOT LARGE.

St. John, N.B., Sept. 27—(Special).—Much interest is now centering amongst local grocers, and dealers in other parts as well, concerning the apple harvest in New Brunswick, and it is generally admitted that it is expected to fall considerably short of other years. At the opening of the season prospects seemed bright. Later on doubt was expressed because of the unfavorable weather conditions, and yesterday S. L. Peters, Dominion inspector of fruit for New Brunswick, who was in the city, said that he calculated upon a shortage of about 50 per cent. of what had been expected. Cold rains at the period of polination, he said, had had an injurious effect upon the growth, and had also hindered the bees from working and the latter are an important factor in the fertilization of orchards.

The consumption of fresh fruits in the United States is estimated at $200,000,000 annually.



Prepared Fish Now Coming to Front

Supplies Will Soon Be in Place and Season Under Way—Retailers Now Ordering—Prepared Cod Lines Will Keep Indefinitely—Scarcity in Some Lines of Fresh Fish—Halibuut Short and Firm.

Prepared fish are now coming to the front, more attention being given them by wholesalers and more interest displayed by the retail trade. Some markets are just now beginning to receive their advance shipments of prepared cod, but supplies will soon all be in place and the season will be under way. Already retailers are sending in their orders, and it is pointed out by wholesalers that these lines will keep indefinitely, and that it is to the advantage of retailers to start the fall with a complete stock.

There still continues a scarcity in some lines of fresh fish. Halibut is short and prices accordingly firm. Lack of bait is hampering fishing on the east coast, and while there have been some catches of herring and mackerel, cod and haddock are short. Lake fish are in a little better supply.

QUEBEC.

MONTREAL.—There was practically no fresh halibut on the market this week, this line being particularly scarce just now. Fresh haddock and cod are none too abundant either, but apart from these lines, there is a generally good supply. There is an increased demand for smoked fish.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 1[illegible]
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 [illegible]
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 90
Boneless strip cod, 30-lb. box	0 1[illegible]

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	.... 0 06
Salt sardines, bbls.	.... 5 00
Salt sardines, half bbls.	.... 2 75
Lake trout, half bbl.	.... 6 00
Scotch herring	.... 6 50
Scotch herring, keg	.... 1 00
Holland herring, half bbl.	.... 5 50
Holland herring, keg	.... 0 75
Boneless new herring, 10-lb. boxes	.... 0 12½
Salt eels, per lb.	.... 0 06
Labrador salmon, bbls.	.... 18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

NEW BRUNSWICK.

ST. JOHN.—Last week was an encouraging one in fish department of most dealers. There was a fairly plenteous stock to select from and a ready sale, increased largely by fact that there were three fish days in the calendar, Wednesday, Friday and Saturday. The latter part of the week was not so good, owing to weather conditions, as was the first portion and supplies fell somewhat.

Haddock and cod remained the staples most abundant, bringing the same price, 5 cents, while halibut was received in better quantities, although still high, bringing 16 to 18 cents. Some herring are being caught along the bay and bring 15 cents a dozen. They are of good size and ready sellers. The run on oysters and clams thus far has been rather slow, dealers looking for a big increase when colder weather sets in.

ONTARIO.

TORONTO.—Fish trade is running along in even lines, with a tendency to improvement. Lake fish are in somewhat better supply, there being plenty of trout now to supply the demand. Fresh halibut is still scarce, and on account of shortage of fish at coast, local prices are firm and may be higher.

The week is marked by the arrival on this market of Labrador herrings in both kegs and barrels, as well as Labrador trout. Scottish herring are expected in week or so. Skinless cod has been added to the list, and other different varieties of cod will be on market in a week or so, and fish season as far as supplies are concerned will be really under way. Oysters are quoted at $1.75 per gallon.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 count	....	2 00

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 00
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Oysters, select, per gallon	....	1 75

NOVA SCOTIA.

Halifax.—From all points along the coast come reports of an unusual scarcity of fish. Fishermen are unable to secure any quantity of bait, and as result fishing operations have been greatly impeded. Cod and haddock are scarce. Fishing on the inshore grounds is particularly poor for season. Local dealers are now finding a heavy demand for scallops, a shell fish that is gathered along the shore in large quantities. Consumption of oysters here this week was enormous, there being hundreds of visitors in the city for the Exhibition, and oysters were in demand.

Smoked fish business is good, but demand for salt and dried fish is light.

Produce & Provisions

Hogs and Pork Products on High Level

Supplies Are Also Scarce—Live Hogs at Record Price at Several Centres—Dealers Are Wondering How Prices Will Shape This Fall—Feeling That There Will be Easing—Many Poor Quality Eggs Arriving—Butter is Steady.

Interest at the present time is centred to a large extent around hogs and pork products in general, which, by reason of the high level which they have gradually attained naturally attract attention. Not only have live hogs attained the high water mark in regard to price at many centres, but they are scarce. The number coming forward does not measure up to the demand.

Lard has already reached a high price. Rather stinted production along with a fair demand has kept markets pretty bare while in sympathy with hogs, prices have been on the upward trend. There is also a general firm feeling in other lines of pork products. For instance in Toronto long clear and backs are not only higher, but scarce, some houses having little or none to offer. Fresh meats have been in such demand and command such appreciable prices that packers find it to their advantage to sell in the fresh state.

Dealers are now wondering how live hogs are going to do this fall, more so in view of the curious fluctuations which took place in the market last year. On Sept. 1, last year Toronto dealers were quoting $7.70 at country points. Then came heavy deliveries and before the end of October prices had been reduced $1.70 per cwt. to $6.

There is no denying that hogs are now at a record price for Toronto dealers are quoting around $8.60 at country points. There are various opinions expressed as to future, but there is a feeling that deliveries will be freer later on and that prices will ease. Dealers are wondering when the turning point will come.

One wholesale dealer declared that this week the poor quality of eggs now coming in is seriously affecting the consumption. The damp weather of late has seriously impaired the quality at most centres while the complaint is also made that shippers in some cases hold eggs in hopes of better prices, so that when they arrive they really are not fresh and naturally the public don't take kindly to them.

There is a slightly firmer feeling in butter in some parts of Eastern Canada. Demand from the West has prevented any accumulations on spot, although stocks in storage are large, a considerable portion of which is held for northwest and coast firms.

MONTREAL.

PROVISIONS:—The market has become firm for practically all lines, there being a good demand for the available stock which, everything considered, is none too large, as the receipts of hogs have been disappointing. At the end of last week, prices for live hogs advanced 10c per 100 lbs., owing to limited supplies coming forward. The increase was also partly brought about by the higher levels reached in Toronto. There is a good demand also for Abattoir fresh-killed hogs at firm prices.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 14
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16¼
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10¾
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14¾
Cases, tins, each 3 lbs., per lb.	0 14¾
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 14¾
Pails, tin, 20 lbs. gross, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	19 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14

BUTTER:—A decidedly stronger feeling has developed in this market and though large stocks are still held, it looks as if some dealers have been holding off for some time past in anticipation of an easier situation, because there seems to be no hesitation whatsoever when the higher price is demanded. Of course, with a heavy demand from the West, six or seven cars having been shipped recently, the stocks on spot will drop off considerably and prices may decline temporarily, as present high level may bring about large shipments from the country and thus cause a kind of slump. However, recent advance in the country has simply turned out as we stated a couple of weeks ago.

Creamery blocks	0 29½
Dairy tubs, lb.	0 26

EGGS:—Supplies coming forward have shown a marked decrease, and with a large volume of business doing, the market is active. Prices so far show no active change, but if present shortage exists we would not be surprised to see an increase.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY:—The market has no interesting feature as yet, the rush season not having set in. Still there is a fair trade passing at prices mentioned.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 22 0 23
Chickens, per lb.	0 18 0 22
Fowls, per lb.	0 15 0 18
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS:—The feature of local provision market at present time is scarcity and high prices for live hogs as well as shortage in certain lines of pork products. Hogs have been coming forward exceedingly tardily of late. For in-

stance, the arrivals at both stock markets last week only amounted to 4,906 as compared with 10,879 for same week last year. As a result, prices have been on the ascent ranging at $8.60 at country points and as high as $9.10 for best grades locally. Dressed hogs are up to $12.50 to $13.00 now.

Wholesalers are low on long clear and price is firm at 15 cents. Some houses at moment have little or none to offer. Backs are also scarce. Explanation given by one dealer is that demand is so good for fresh meats that packers are selling it that way instead of smoking.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 20	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18	0 18½
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 [illegible]
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 15
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	....	0 10
Live hogs, local	9 00	9 10
Live hogs, at country points	8 60	8 70
Dressed hogs	12 25	13 00

BUTTER:—There is really no change in butter situation and prices remain same as last week. Dairy prints range all the way from 24 to 28 cents, according to quality. The production is quite large and there is plenty coming along although reports from Quebec indicate firmer feeling. Opinion is expressed in some quarters that when factories begin to change from cheese to butter that an easier tendency is possible.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS:—It was pointed out last week that prices would have to go up in the city or down in the country. It seems as if the adjustment is to take place in the country. In fact, tendency is already easier there. There seems to be plenty of eggs coming in. Some dealers say there are more coming than there is a good demand for, and some have to be stored. Wholesalers claim that they are not making any money on eggs on account of the large shrinkage.

"It is hard to get fresh eggs," said one wholesaler this week. "The damp weather is impairing the quality, while shippers have the foolish habit of holding off in hopes of an extra ½ cent, so that when they get here, they are not fresh. This is cutting down demand considerably, for naturally when they can't get fresh eggs they don't want any."

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE:—There is a slightly firmer feeling in cheese and some dealers would quote ¼-cent higher. The production is still appreciable, but brisk export enquiry buoys up the market. Many factories turning out cheese in Ontario are said to have made contracts for the shipping of cream to United States points, as it pays them better than to make cheese.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14½	0 14¾
Twin	0 14¾	0 15
½ Twin	0 15	0 15¼
Stilton	0 16	0 17

POULTRY:—In view of the Jewish holidays poultry was commanding a better figure at first of week, but eased towards end. There will probably be another bulge first of next week for same reason. Outside of this temporary demand tendency is easier.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 11	0 13
Spring ducks	0 10	0 12
Old fowl	0 10	0 12
Roosters	0 08	0 10
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—Buckwheat honey was in demand this week on account of the Jewish holidays and a considerable portion was sold. Otherwise market runs along in same lines. Many dealers are pushing new crop honey now.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Pushing Provisions by Window Display

Good Time of Year for Showing Provisions in Window is Now Here—Excellent Method of Creating Demand—Goods Well Displayed Beget Purchases—Suggestion for Arrangement of a Window Trim.

During the summer months, conditions are not exactly favorable to the display of provisions in the window. The higher temperature and the presence of flies makes this rather a difficult problem with many stores. These disadvantages are now, however, beginning to disappear and the showing of provisions in the window once more becomes a possibility.

Window is Valuable.

There is no disputing the value of a window display as an agent in the sale of pork products. These are lines which have to be shown in order to be sold, or at least their sale is greatly increased if they are in a position where people may see them. The dealer knows how the showing of these lines on the provision counter even if it be in a remote part of the store, helps their sale. How much greater must be the value of a display in the window where they are seen not only by those who enter the store, but by those passing the store as well.

How it Strikes a Customer.

A customer is on her way to Jones' grocery to buy some cooked ham for supper. On the way, she passes your store. You have a window display of provisions. It is attractively arranged and the cooked ham looks particularly enticing to her. She decides she will try yours for a change. You slice it nicely for her and she is well pleased, so much so that she continues to come to your store for ham. Therein lies the value of a window display. People are frequently not married to the one store. They change around. The store which goes after their trade in the proper manner gets it.

Having decided that the window is a valuable asset as a sales creator, the next step is the arrangement of the display so as to attract the largest possible amount of business. Some enticing and attractive windows can be arranged if a little care is taken.

Suggestion for a Trim.

A provision dealer gives a suggestion for a display of pork products in which is shown lard—a line which will shortly begin to sell well. The grocer might even add butter and eggs, as they are really assorted lines. At the rear forming a background, he places hams and backs, alternately hanging from a bar, which if the dealer has not in his window may be arranged temporarily. Slightly to the front of this is a row of lard. In the centre is placed a sixty pound tub tilted on its side with the mouth facing the front. The lid is of course removed. Ranging from each side in a curve are smaller tubs and pails arranged on their sides in the same manner. For instance, after the 60 pound tub might come a 20 pound pail, a ten pound, a five, a three and then a one pound block. The fruit row next the glass is given over to hams and bacon. These should be arranged tastily, preferably on platters. Such a window as this evenly built up should present a good appearance and attract business.

Can Easily be Handled.

There are many business getting trims which can be arranged which will suggest themselves to the trimmers. The main thing is to realize the value of a window trim and the desirability at just this time—a good season for the sale of provisions and when they can be handled with minimum expense and trouble.

As in all windows, the trim should be even and symmetrical and arranged with a view to appealing directly to the customer's palate.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins 0 75
12-oz. tins 1 25
16-oz. tins 1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz ..	0 90
Perfection, 5-lb. ins, per lb.	0 85
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 13
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 36
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
Mott'sbreakfast cocoa, 2 doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy, chocolate, ½'s.. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 20 50
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1,25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss ... 0 26
½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd 0 27½
¼-lb. pkgs., astd., in 5-lb. boxes 0 28
½-lb. pkgs., astd., in 5-lb. boxes 0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 00
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)...	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.00.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	3 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gals. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2½-lb. bars,lb	0 08½
Case 25 lbs., 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2½-lb. bars, lb	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs. 3½-oz. bars, case	1 80
Case 200 lbs. 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme,12 q	5 00
Champagne de Pomme,24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK COMPANY.

Tierces, lb.	0 10½
Tubs, 60 lbs.	0 10¾
Pails, 20 lbs.	0 11
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to cs....	0 11½
Cases, 5 lbs., 12 to cs....	0 11⅜
Cases, 10 lbs., 6 to cs....	0 11¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10 20	
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 00
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 85

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

PON-HONOR
GUNNS
FOOD PRODUCTS
GOVERNMENT INSPECTED

MINCE MEAT

can be made to sell at all prices, but **Gunns Quality** is the best that can be made at any price. Has that rich full flavor attainable only when properly matured.

Why not have the best?

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO, - - - ONTARIO

MONTREAL, QUEBEC, ST. JOHN, N.B.

FEARMAN'S "STAR BRAND"

English Breakfast BACON

The result of over fifty years experience in selecting and curing.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

DRIED FRUITS

The dried fruit market has shown some erratic tendencies so far this campaign, which is not unusual, for often, along with other large commodites of commerce it develops vagaries which are frequently quite unexpected---The Valencia Raisin market opened high this season owing to reported shortage in the crop. The prices quoted are so high that no doubt business in them will be very much curtailed, especially so, as the California kinds are offered at such moderate figures. We offer best select Valencias at $8\frac{1}{2}$.

CALIFORNIA RAISINS

California Raisins are so reasonable in price, that there should in consequence be an excellent demand. We have some very attractive offerings in this class of fruit and shall be glad to have your orders. We quote

Red and Gold Choice Seeded 1911 Crop Freshly Seeded	$6\frac{3}{4}$
Griffin Brand Fancy New	$7\frac{3}{4}$
Griffin Seedless, 1 lb. packages.	$8\frac{5}{8}$
Purple and Gold Seedless, 1 lb. packages	$7\frac{3}{4}$
Seedless Muscatels, Recleaned Cap Stemmed	$5\frac{7}{8}$
Thompson Seedless, Boxes, 50 lb.	$6\frac{7}{8}$
Thompson Seedless, Bleached, 50 lb.	$9\frac{3}{4}$

MALAGA TABLE RAISINS

Bevans Connoisseur Clusters	2.55
" " " $\frac{1}{4}$	.75
" Extra Dessert "	3.40
" " " " $\frac{1}{4}$	.95
" " " Solitos, 20-1s	3.50
" Royal Buck Clusters	3.90
" " " " $\frac{1}{4}$	1.10
" " " Solitos, 20-1s	3.95

CURRANTS

We quote a fine quality of fine Filiatra Currants, cleaned, at $6\frac{1}{2}$.

COMADRE FIGS

Serons Ea 4 Taps - - - - $4\frac{1}{8}$
For Arrival October 15th.

HEINZ

New make Mince Meat will be ready for shipment about the tenth of October at the following prices.

Style C Jar (Gold Medal)	Case ½ doz.	$7.75 doz.
Small Tins, Case	" 1 "	$2.25 "
Large " "	" 1 "	$3.25 "
Small Crocks "	" ½ "	$6.50 "
18 lb. Kits		16c lb.
37 " "		15½c "
Kegs about 150 lbs.		15c "

There is no Mince Meat like Heinz Mince Meat.

SAUER KRAUT

Heinz make will be ready about the same time.

10 Gallon Kegs	$4.00
40 Gallon Casks	$13.50

SALMON

We are doing a large business in Salmon and have it at all prices. Two very good values in pinks.

½s	at	.50
1s	at	1.00

Quality Guaranteed.

H. P. ECKARDT & CO.

Wholesale Grocers **Cor. Front and Scott Streets, TORONTO**

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
20 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
24 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 60
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 90
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs.. at 15c per lb. Ocean blanc mange 48 3-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.	
Case of ½-lb., containing 120 packages, per box, $3.00.	
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.	

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10
(5, 10 and 20 lb. tins have wire handles.)	

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90
(5, 10 and 20 lb. tins have wire handles.)	

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz case, per doz. .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	53
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ¼'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12 oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

The Grocer who makes a practice of filling all sugar orders with

Redpath

Extra Granulated SUGAR

is building for the future. Redpath sugar builds up a store's prestige and wins good will, because it never disappoints the purchaser.

In the new 2-lb. and 5-lb. Sealed Cartons, Redpath Extra Granulated Sugar combines cleanliness and convenience with the weight of a long established reputation for superior quality.

If you haven't been handling Redpath Sugar you owe it to the future of your business to start *now*.

The Canada Sugar Refining Co.
MONTREAL **LIMITED**

"Johnny on the Spot"

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays, 175
Shipping Office, - 79
Evaporator, - - 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

It affects your "pocket"

The Pocketbook is the Barometer of all successful business men—so the superior quality of

"St. Nicholas"

Lemons is the

"Something Different"

that appeals to you, because it affects your Barometer.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Chocolates

Assorted, Dragees, Chocolate Creams, Milk and Nut-Milk Chocolate. Made from Pure Sugar, Block Cocoa and other ingredients, all guaranteed pure.

Packed in various sized boxes to retail at prices which leave you a good profit.

Prices and samples from

HENRY THORNE & CO., Ltd.

The Cocoa Works

LEEDS, ENGLAND

WHITE DOVE

Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey

MONTREAL, QUE.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

When writing advertisers, kindly mention having seen the ad. in this paper.

Long Island Native
OYSTERS

When you start oysters start with this well known brand, and you will be a permanent customer. Packed at the beds in 1, 3, and 5 gallon cans. Absolutely clean; large and delicious flavor.

Oyster Signs Supplied.

A full line of Fresh and Smoked Fish, Haddies, Fillets, Kippers, Bloaters, Codfish, etc.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE
TORONTO and HAMILTON

ONIONS

NEW CROP VALENCIAS.

Sweet Potatoes

Fancy Jersey Sweets in 50-lb. hampers.

Late Valencia Oranges

Extra Fancy Pack.

LEMONS

Verdillis—Fancy Pack—Large Smooth Fruit.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861
GUELPH and NORTH BAY

Elgin Brand

ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

Quality pulls for Elgin Brand.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese
ST. THOMAS, ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to clinch their business. Its the quality that is unequalled. Try a stock.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.

When The Hands Are Soiled

At the Office, Store, Bank, Printer's Home, in fact

At the Foundry Shop, Mill, Factory Garage or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale For This Hand Cleaner

SNAP COMPANY, Limited
MONTREAL, QUEBEC

CHINESE STARCH

Chinese Starch

is an article that is well established in most homes. Some homes, however, have not as yet had it introduced to them, and it is to the dealer's advantage to enlighten the housewife. Chinese Starch is the best, the "quality" is unsurpassable, and the quantity is the fullest—full 16 oz. to the package. This is the line of starch you should feature.

O. Lefebvre, Prop.
OCEAN MILLS
Montreal

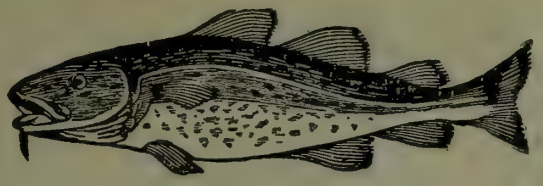
AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Follot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

THAT BAD NEWS TRAVELS FAST

is a well known fact, and it holds good in many things—if you sell your customers an inferior piece of soap the news will soon spread and you will be the loser.

Wonderful Soap will not injure the most delicate fabrics, and is a safe, sure and speedy cleanser. **It saves time and labor,** and is sure to please your customers—the good news of Wonderful Soap qualities will also spread fast—you will be the winner.

THE GUELPH SOAP Company
GUELPH, ONTARIO



BONELESS CODFISH

The weather for the past three weeks has been ideal for drying and curing codfish, and we have taken advantage of the favorable conditions to pack a large quantity of the following brands, which are now ready for shipment:—

"CANADA" Brand is all Pure Boneless Codfish

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets.	Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate .....12 2 lb. Boxes.	Mariner Brand .....25 lbs. Bulk.
Canada Strip .....30 lb. Boxes, Whole Strips	Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes. Eastern Hundreds ..... 100 lb. Boxes.

All Leading Wholesale Houses Have These Goods in Stock.

We Can Supply New, Large, Fat, Bright Salt Herring in Car Loads.

The following lines of

NEW SMOKED FISH

are now on the market.

OCEAN BRAND HADDIES,
OCEAN BRAND KIPPERS,
OCEAN BRAND BLOATERS,
BOUTILIER'S SMOKED FILLETS.

The North Atlantic Fisheries Limited

Successors to Halifax Cold Storage Co., Limited.

SELLING BRANCH: 47 WILLIAM ST. - - - - - - - - - MONTREAL

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Not a Substitute

MAPLEINE

Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.

Order of your jobber, or

Frederick E. Robson Co., 25 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WASH.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

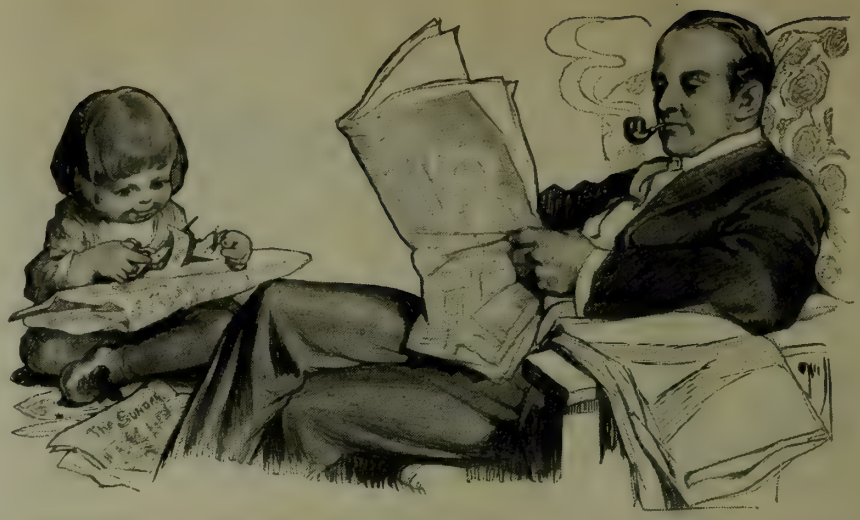
The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers, Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.



Sunday as a Day of Rest

The men of the household rest on Sunday—and eat.

The women who cook the big Sunday dinners which the men enjoy do not get much rest, but they are learning to take some "short-cuts" to save unnecessary work in the hot kitchen.

JELL-O

is one of the labor-savers. Delicious Jell-O desserts, which just fit the Sunday appetite, are made by dissolving Jell-O in boiling water. It is done in a minute, and adds a good many minutes to woman's share of Sunday rest.

Are you getting your share of the demand which is being made for Jell-O by women who want to rest and at the same time give their families something extra fine to eat?

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

BRAND'S

Sauces, Chutney, Essences of Meat, Invalids' specialties, Soups, Potted Meats, Etc., are all leaders with world-wide reputation.

Brand's A1 Sauce and Invalid Specialties were granted the highest possible award — THE GRAND PRIX—at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Selling is made easy by the mere mention of the fact that **it** is made by Brand's. People know the name (it is everywhere advertised) and they have heard of the reputation.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO

H. HUBBARD, 27 Common St., MONTREAL

Some Things We Do:—

We constantly try to improve our BROOMS.

We use no dye on our Corn.

We bleach and toughen it instead.

We polish and finish our handles.

We grade our corn into three sizes of PARLOR-BROOMS, and three sizes of ORDINARY BROOMS.

Every broom is made up to a standard, and is stapled inside and out to prevent loosening. We guarantee every BROOM we make.

Delivered in lots of six dozen anywhere in Canada.

ASK YOUR WHOLESALER

The Parker Broom Co.

692 Wellington Street, OTTAWA, CANADA

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, BROS. & HORNE, Limited, Calgary

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..$3.50
Princess Condensed Milk, 4 doz. in case...$4.20
Banner Condensed Milk, 4 doz. in case....$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

THE ELGIN

National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

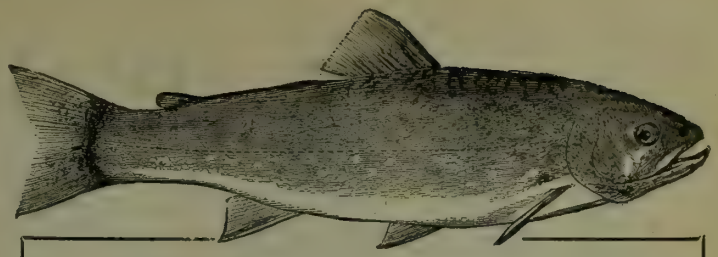
"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)
HAMILTON :: :: :: ONTARIO



FISH A BRAIN FOOD

That fish is a brain-builder is a well-known fact; this will explain partly why fish foods hold their popularity the year round. It therefore behooves the dealer to sell only the very best and highest grade procurable.

The methods of catching, cleaning and canning

Brunswick Brand

Herring will bear the closest investigation. There is no brand of sea foods more carefully packed and prepared than the Brunswick Brand.

Herring in Tomato Sauce and Kippered Herring bearing this brand are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros. Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

The More You Put

QUICK SELLING goods like ROWAT'S PICKLES out in front of your customers, the more they are induced to buy their needs at your store. They are sure to come back for more when they once try these.

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing are features that recommend ROWAT'S.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

PURE MILK ?

Milk is a drink and a food that is on every table three times a day, and the big question is to keep it pure and sweet. **LAURENTIA MILK** has solved the question. The mechanical process of homogenization does it. It keeps the milk pure and sweet indefinitely until opened. No chemical ingredients are added. Every grocer should handle it, and recommend it for all delicate children.

SEND FOR PRICES AND DESCRIPTIVE LITERATURE.

LAURENTIA MILK CO., Limited, 371 Queen Street West, TORONTO, ONT.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

COFFEE

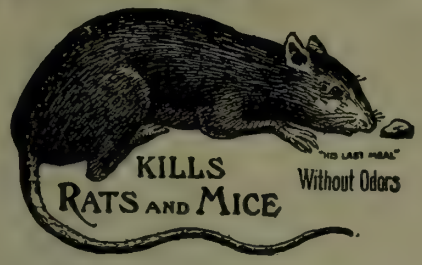
High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

RAT CORN



Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.25	$15.00	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

Master Mason
King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please.*

DROP A LINE

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

TO BISCUIT AND CANDY MANUFACTURERS

A YOUNG AND PROGRESSIVE FIRM OF manufacturers' agents desires to represent a first-class line of Eastern Canadian biscuits and candies in the Edmonton territory. Good storage and first-class connection with trade, selling direct to retail trade. Address Box 446, Canadian Grocer, Toronto.

FOR SALE

FOR SALE — GROCERY AND BUTCHER business combined. Person retiring, must be sold. Apply Box 448, Canadian Grocer

SITUATION WANTED

F. E. R. CASTELBERG, 396 Boulevard Emile Bockstael, Brussels, is open to represent a high class firm in France and Belgium.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio: 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

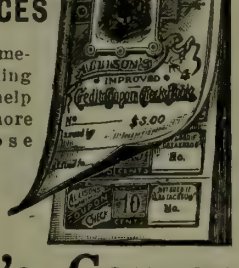
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada

MAKE USE OF MODERN CONVENIENCES

Let simplified methods of handling credit accounts help you to make more money and lose less.



Allison's Coupon Books

They make credit business practically same as cash.

Here's How They Work:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

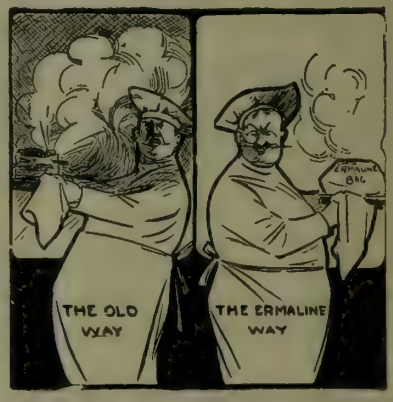
For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

A want ad. in this paper will bring replies from all parts of Canada.

YOU ARE THE MAN

We Want To Talk To About



Ermaline Paper Cooking Bags

You think you can't sell them? Funny thing that others are selling them by the hundreds! Perhaps it's a case of "nothing attempted nothing done."

Now Listen:

Write us and we'll send you full set of bags with instructions. Let your wife use them and then—ORDER.

Edward Lloyd

LIMITED
MONTREAL

LET US SIFT OUT SOME WESTERN GOLD FOR YOU

Is your line, Mr. Manufacturer, being well represented in Alberta? Are you satisfied with your sales in this section? Being the oldest established Commission House in Alberta, we are right on the "ground floor" of the trade here and can assure any reliable house good sales for their lines. We now are the agents for Armour & Co., Knight Sugar Co., Wethey's Mince Meats, Dominion Match Co., Evered & Co. (brass goods), E. D. Smith, Dominion Salt Co., A. and R. Loggie, Twyfords, Ltd. (Sanitary Goods).

Let us represent you in this fast growing and prosperous country; the big wheat section. Let us sift out some Western Gold for you.

McKelvie & Stirrett, - Calgary

MANUFACTURERS' AGENTS,

Branch Offices:—Lethbridge and Edmonton

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Guard Your Cheese Profit

Somewhere there are people still writing with a goose quill; somewhere there are grocers still cutting cheese by guesswork—neither are methods of an up-to-date merchant.
You may be an excellent judge of weight, but you are fallible, and your mistakes cost money.

THE PERFECTION CHEESE CUTTER

Made in Canada

Day in and day out is guarding your interests and saving you the profit of over-cutting an order of cheese. It is simple to operate, and will measure any amount you desire to have cut accurately.
It is handsome in appearance and invites cheese sales that you would otherwise miss.

The AMERICAN COMPUTING CO., OF CANADA, Ltd.
HAMILTON, ONTARIO

SUCCESS

Jam
Jam
Jam
"King" Compound

We have sold hundreds of cases of our jams during the past three weeks, and the demand is still heavy. There's a good reason, too—**Quality Superb.**

Are You Stocking?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co. — **Winnipeg**
J. Hunter White — **St. John, N.B.**

RIGHT NOW!

is the opportune time to sell your customers the original, dust absorbing sweeping compound —

SOCLEAN

Thoughts of housecleaning are now in the minds of your women customers and a big profitable trade can easily be worked up with Soclean. Tell them how it saves labor, cleans floors, brightens carpets, kills moths and leaves a clean, fresh odor after sweeping.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCLKING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

BLACK JACK

QUICK
CLEAN
HANDY

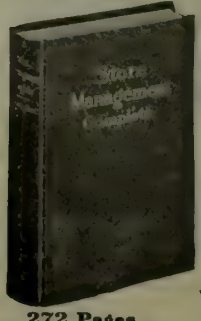
TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:
CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.

Lytle's Bulk Pickles

Sour Mixed and Chow-chow in 1s, 2s, 3s, 5s and 10-gallon pails.

There's no gainsaying the statement that these are "unquestionably" the best value ever offered.

Quotations on any of the Lytle products on application.

WRITE FOR PRICES

The T.A.LYTLE CO.Limited

STERLING ROAD, TORONTO

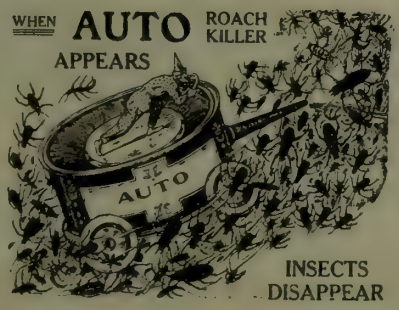
Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

Agents Wanted



Rid Your Factory of The Cockroach Nuisance

If you have them in your premises we do not need to emphasize the nuisance fact. You simply want to get rid of them, and the way is Auto Roach way —no bug or insect of any kind can live through an Auto Roach attack.
We have cleared factories that were thought impossible.
Auto Roach is a sure winner. Write to-day.

AUTO-ROACH KILLER Company

Montreal

AGENTS WANTED

NO PISTOL LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO.

LIMITED

Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

IF you are looking for a good Jam, a reasonably priced line, one that contains all the freshness and deliciousness of the ripe luscious fruit, a line that is uniform in quality and will satisfy your customers—THEN get the *L. & B. Banner Brand* high quality Jams & Jellies.

The profits are good and your customers come back for more.

LINDNER & BENNER

Phone Park 2985

291 Arthur St., Toronto

WESTERN AGENTS:

LAING BROTHERS

Wholesale Grocers

WINNIPEG, - MANITOBA

With

SELECT VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In Their

ORDERS NOW

For Californias

MATHEWSON'S SONS

Montreal

Canned Goods

FULL ASSORTMENT JUST ARRIVED

Including

Fish in Tins,

Salmon, Sardines,

Lobsters, Herrings, Etc., Etc.

CANADIAN CANNED GOODS.

(Dominion Canners)

We have a large stock of **Tomatoes, Corn, Apples,** etc., etc. Our highly popular brand, **Victoria,** is figuring on many large orders. Get in your order now and ensure prompt delivery.

LE SOLEIL VEGETABLES.

Complete assortment on hand, including Petits Pois Asparagus, Haricots Macedoines, Epinards, Artichokes, Flageolets, Concentrated Tomatoes, Brussels Sprouts, Assorted Soups, etc.

10c A TIN RETAIL.

Just Imagine! Big Sales!

Petits Pois Moylies (Frs. Petit & Cie.)

MUSHROOMS MUSHROOMS

On Hand. **"F. Lecourt"** To Arrive.

Extra Choice, Choice, First Choice,

Galipeds (Hotel).

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 568 St. Paul Street

Montreal

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Every pound of

CHASE & SANBORN'S COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN

MONTREAL

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO **MONTREAL** **WINNIPEG**

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

HOLBROOKS

of Birmingham, England

Sole Manufacturers and Proprietors of

HOLBROOK'S

Worcestershire

SAUCE

Imported Absolutely!!

The most extensively advertised Worcestershire Sauce in the Dominion of Canada and throughout the World.

Used in the Dining Rooms of the English House of Commons, House of Lords and also the leading Hotels and Clubs throughout the Dominion.

Yields a larger percentage of profit to the grocery trade than any other advertised product.

General Offices for Canada and U.S.A., - TORONTO, Ontario

Manager, H. GILBERT NOBBS

Don't be hobbled—

Cut Loose From Poor Flour

WHEN a flour stops pulling, Brother Grocer, it *drags.* How can you forge ahead with poor quality neutralizing your efforts?

Are you working for your competitor or for yourself? Stop wasting your energy, your planning, your enthusiasm.

Cut loose from *poor* flour once for all.

For the very best salesmen you have can't make bad flour good, nor can it ever make good itself.

Cut loose from dissatisfaction, impatience, apologetic explanation, from dreams that never come true.

Consider now FIVE ROSES flour, Brother Grocer.

Ever since 1888 it has helped realize the hopes, of the best retailers, brought back the customer and done missionary work outside.

Many a grocer has *changed the drag into a pull* by merely changing his brand to FIVE ROSES.

What else could you expect from a flour that has jumped its sales from 800 barrels to 10,500 barrels?

Customers with the *same* flour needs as *you* write us that FIVE ROSES sales are going up, *always going up.*

Are you going to be held back any longer?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

Toronto
Ottawa
London
Sudbury

"The House of Character"
Capacity—10,500 bbls. daily
MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached — Not Blended

THIS IS THE 1,295th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI PUBLICATION OFFICE: TORONTO, OCTOBER 12 No. 40

L. C. Harkness (D. H.)
34 Royal Bank Bldg

MAKE A "WORTH-WHILE" PROFIT ON

GIPSY STOVE GLOSS

¶ The Profits on it are not "cut to the bone." Every sale leaves you a generous margin, and always will.

"GIPSY" is a new and better standard, blacker, easier and quicker in use, and durable. The shine lasts. So does the custom. Feature the novel 10 cent. package, and you have the right article at the right price--the cream of the Stove Polish trade is yours.

Two minutes with our representative will convince you there is a better plan than leaving to "the other fellow" all the rapidly growing trade (75% increase first six months, 1912) in "GIPSY" Stove Gloss.

HARGREAVES BROS. & Co., Ltd., HULL, England

Agents for Ontario:

F. E. ROBSON & CO., 25 Front Street East, TORONTO

MACLAREN'S PIMENTO CHEESE

THE TIME, THE PLACE and THE HOUR

Now is the TIME to handle PIMENTO CHEESE---
Your Store is the PLACE where PIMENTO CHEESE should be---
As this is the HOUR the Public want PIMENTO CHEESE.

The appetizing flavor of PIMENTO CHEESE is what is creating the demand.

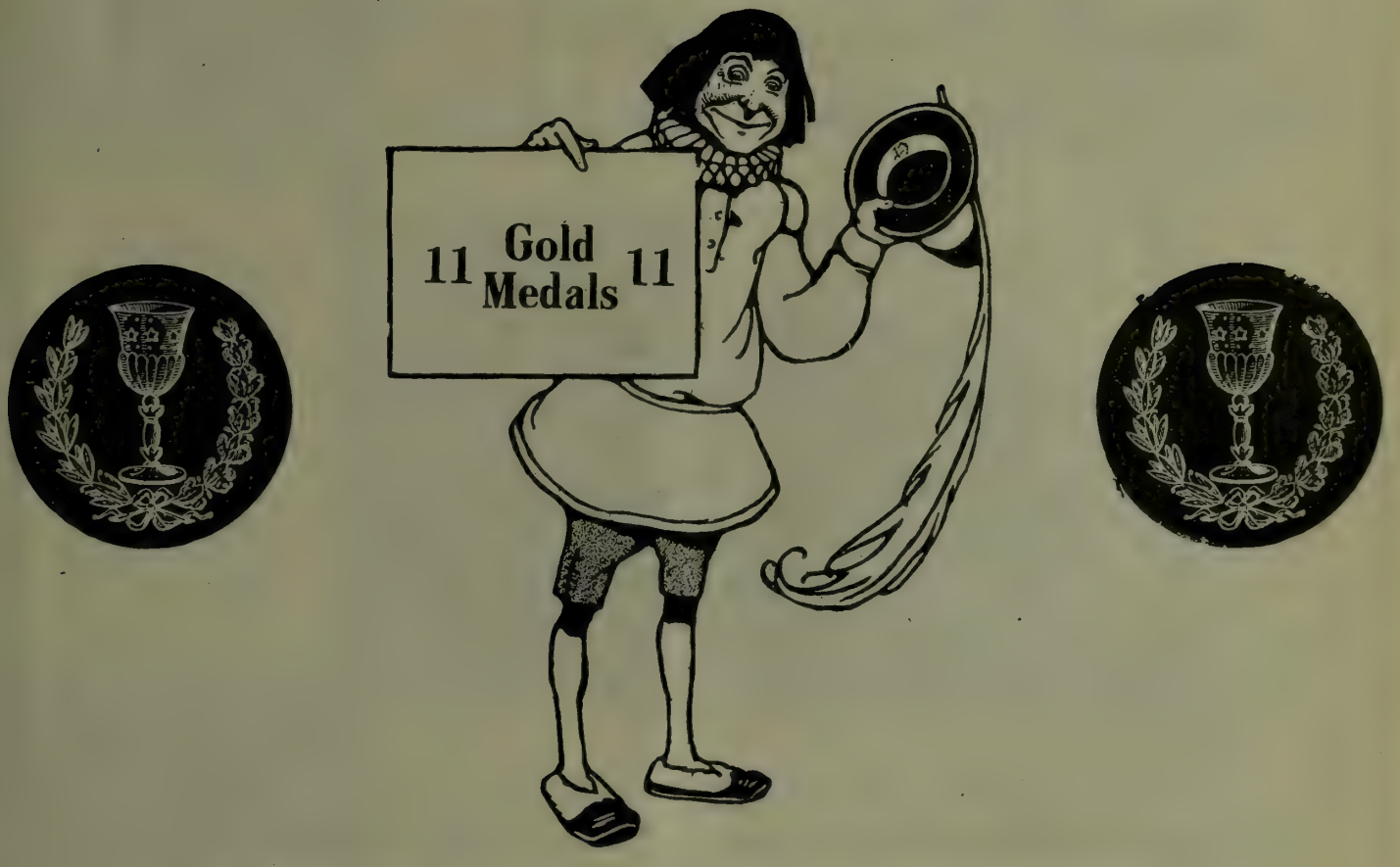
A profitable line which merits your attention. It will pay you.

Two Sizes—Small, 90c doz.; Large, $1.40 doz.
Packed in Cartons 1 doz. each. Order sample dozen.

MACLAREN IMPERIAL CHEESE CO., Limited

Offices: TORONTO MONTREAL CALGARY DETROIT, Mich.

Factories: WOODSTOCK WELLESLEY BANCROFT, MICH.



A SOAP for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity—the soap must be clean to wash clean.

"Le Calice" Castile Soap

is no tallow soap, it is antiseptic, sanitary. cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it. Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST. IT PAYS.

ARTHUR P. TIPPET & COMPANY

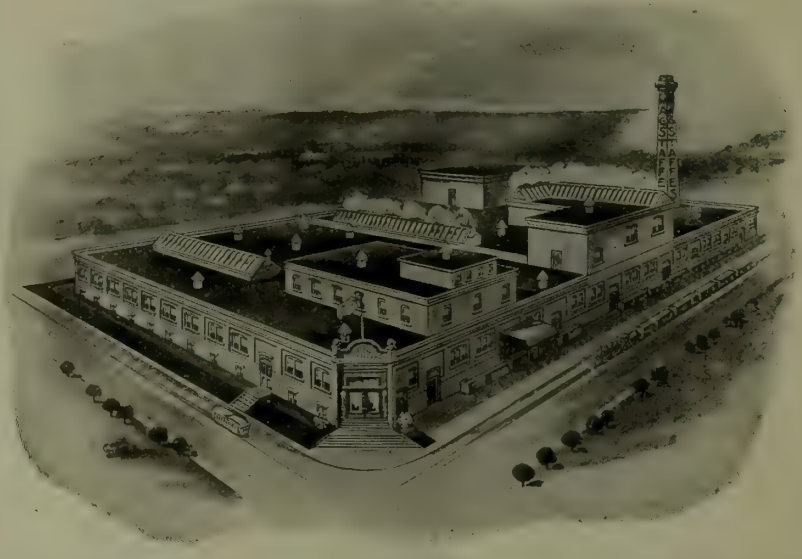
Agents

Montreal - - Toronto

WAGSTAFFE'S

Fine Old English Mince Meat and Plum Puddings.

Now Ready for Delivery



FINEST FRUIT PRESERVING PLANT IN CANADA.

FINE OLD ENGLISH MINCE MEAT.

65 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in. case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

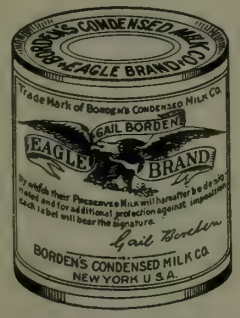
FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario



Original and Leading Brand Since 1857

TALK MONEY INTO YOUR POCKET

You know our brands, they're advertised for you to your customers. This means that your customers know them by name if not by taste.

This makes it one of the easiest things to talk money into your pocket. Very often the mere mention of the name BORDEN'S will recommend the goods and the sale is made.

BORDEN'S PRODUCTS

are produced with the aid of only the most modern and scientific condensing machinery, and can be relied on for their purity. Coupled with this is long experience and the most rigid sanitary regulations. It's the Brand you should feature. It will bring the money in.

Borden Milk Co.

LIMITED

"Leaders of Quality"

Montreal

Branch Office : No. 2 Arcade Building, VANCOUVER

QUALITY

TRADE MARK

600 Cases Per Day

is the capacity of our Enlarged Factory

The Good Sellers **Order Early**

Halifax 3 lb. Boxes 12 to crate
Halifax 1 lb. Boxes 24 to crate
Halifax STRIPS 30 lbs. to case

ACADIA 2 lb. Boxes 12 to crate
ACADIA Tablets 20/1s
ACADIA STRIPS 30 lbs.

BLUE NOSE COD STEAKS 20/1 and 2s
PILOT COD 20s/1-2
PILOT LOOSE 25 lbs. to case
CODBITS 30's loose
CODBITS 12/3s

SKINLESS COD-FISH

C.R.C. Brand 100s DOMINION Brand 100s and 50s

Sole Packers:

Atlantic Fish Companies Limited

Lunenberg, Nova Scotia

Selling Agents:

Maritime Fish Corporation Limited

Montreal, Quebec

Mr. Grocer, do you stock **the Family Can of Baked Beans**

Simcoe or Quaker Brands?

Your competitors do, and are selling great quantities daily. There is a good profit in the selling for you and a whole lot of satisfaction for your customers. All real live jobbers stock them. The finest beans grown, put through the finest process, sold at the lowest price possible.

ORDER TO-DAY

Dominion Canners Ltd.

HAMILTON CANADA

AYLMER (Canada First) CONDENSED MILK

is not just ordinary cows' Milk. It is pure, full cream Milk, over **three times** richer in butter fat than ordinary Milk.

It is sweetened with granulated sugar or unsweetened.

A can of Aylmer Condensed Milk should be in every housekeeper's pantry, and then there is no anxiety over Cream for the tea or coffee when visitors arrive unexpectedly.

PURE MILK

Ask for Aylmer. Quality of every tin guaranteed.

The Aylmer Condensed Milk Company, Ltd.

Factory: Aylmer, Ont.
Business Offices: Hamilton

SOCLEAN

(The Original Dustless Sweeping Compound)

MORE PROFIT TO THE DEALER

Soclean pays a liberal profit at every sale, and it has proven a repeating seller and trade winner everywhere. Are you in on this profit producing line? Display it, introduce it, and you will be the gainer.

MORE VALUE TO THE CUSTOMER

We could not improve the quality, so we improved the quantity. The 25c package has been enlarged and the 50c and $1.00 packages have been reduced to 40c and 75c respectively. Your patrons appreciate the merits of Soclean, they will appreciate these values.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCLKING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

SUCCESS

Jam
Jam
Jam
"King" Compound

We have sold hundreds of cases of our jams during the past three weeks, and the demand is still heavy. There's a good reason, too—**Quality Superb.**

Are You Stocking?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE

The one outstanding feature of CLARK'S is the

QUALITY

and QUALITY is indisputably the all important need in the food of the nation.

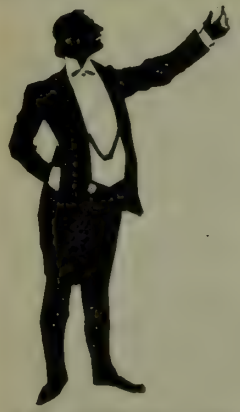
Our people to-day are alive to the necessity of PURITY and QUALITY in their diet and that is one reason why your sales of CLARK'S PORK and BEANS are always heavy.

The people know from long experience that they are pure and dependable, for the name CLARK'S is always a guarantee that they are prepared only from the BEST.

Don't lose sight of the fact that QUALITY TELLS.

W. CLARK, :-: MONTREAL

KIT
COFFEE
"Perfectly simple to make
Simply perfect when made"



COFFEE TALKS

It is estimated that only ten people in fifty can make good coffee from "the bean," the others blame you or the coffee. Everyone can make good coffee always with—KIT COFFEE ESSENCE—but it must be "KIT."

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

C.C. Parsons'
TRADE
Household
MARK
Ammonia
Introduced 1875

Will not injure the hands or fine fabrics

Wash day often leaves a woman's hands in very bad shape, owing to the use of strong ammonia or washing compounds. Parsons' Household Ammonia does not injure the skin or fabrics nor discolor white goods.

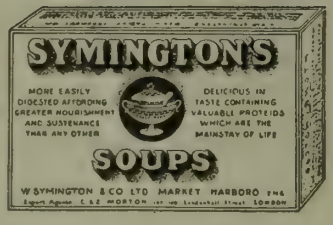
It is an ideal bath requisite.

Parsons' Ammonia is cloudy in appearance because it is pure Ammonia mixed with other ingredients which prevent injurious effects.

COLUMBIA CHEMICAL WORKS
BROOKLYN, N.Y., U.S.A.
SOLE PROPRIETORS

ROSE & LAFLAMME, Limited
MONTREAL AGENTS TORONTO

"They Always Give Satisfaction"



"They Are so Easily Prepared"

NOW!

is the season for soup. You can easily increase your trade by selling

SYMINGTON'S SOUPS

"They always give satisfaction," said Ellen Terry.

Special Advertising sent free on request

WRITE NOW!

Samples free from—

W. SYMINGTON & CO., LTD.
MARKET HARBORO, ENGLAND

OPPENHEIMER BROS., 25 Pender Street, Vancouver.
SCOTT, BATHGATE & CO., Notre Dame St., Winnipeg.
R. J. DONAGHY, Masonic Building, London, Ontario.
FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto.

"GLOBE"
Macaroni Vermicelli

are lines which you can hand to the customer without fear of complaint. In other words, you can stake your reputation on them.

Made in a spotlessly clean factory from the purest of ingredients.

Ask nearest agent or write direct.

D. Spinelli, Montreal
Registered

AGENTS:—Quebec: Boivin, Grenier & Cie., Ottawa: A. M. Sutherland, St. John: J. Hunter White, Toronto: C. C. Mann, Western Provinces: Tees & Persse Ltd., Winnipeg.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

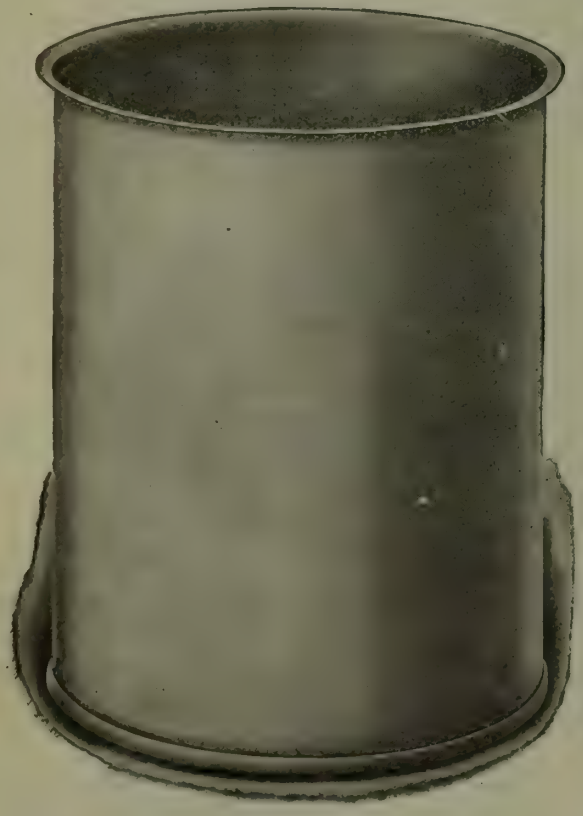
A House old enough to have a reputation, young enough to be abreast of the times

Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

Mr. J. P. Wright has arrived in Canada from Australia and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,** England



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

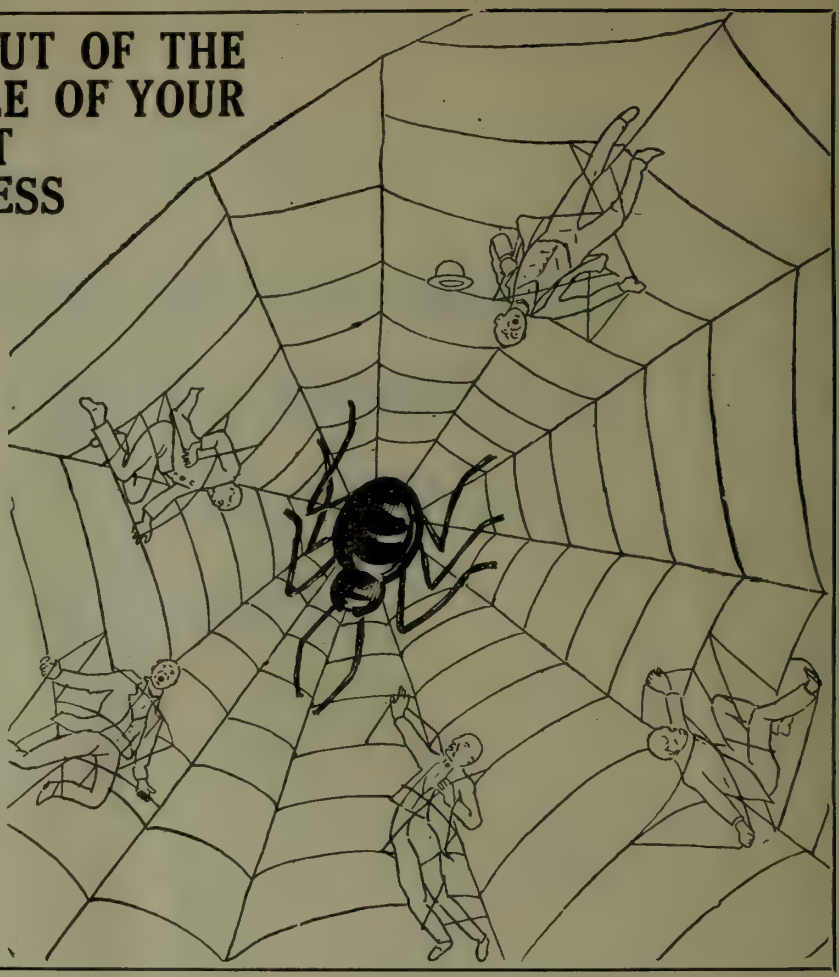
DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

GET OUT OF THE TANGLE OF YOUR CREDIT BUSINESS



CHECK your credit accounts, prevent misunderstandings and forgotten charges, keep in close touch with your delinquents and save worry, loss and night labor making ledger entries and making out accounts. Get a

McCaskey Account Register

and get in line with over 80,000 other wise dealers who are enjoying the advantages of the McCASKEY. It pays for itself in a short time.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England.

HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,

LIMITED

WINDSOR - - ONTARIO

TRADE-MARK KEYSTONE BRAND REGISTERED

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., Canada

WHO'S THAT KNOCKING AT THE DOOR ?

WHY, MRS. EDWARDS, with the Best Prepared Soup Proposition on the Market.

EDWARDS' DESICCATED SOUPS

are so cheap---5c. per packet ---that all your customers will be glad to try them.

And Edwards' Soups are so good that they will even more gladly keep on buying them.

Edwards' Soup is nourishing and delicious, because it is made of prime beef and the choicest vegetables.

Besides, it adds an appetizing flavor to dozens of other dishes, such as stews, hash, gravies and sauces, and strengthens other soups.

The cold weather will bring a lively demand for these widely advertised Soups of Edwards'---Brown, Tomato and White. Get ready with a good stock and plenty of the Display Cards and helps for Window trimming which we supply free.

DISTRIBUTORS:

W. G. Patrick & Company, Toronto and Vancouver
Escott & Harmer, Winnipeg.
Wm. H. Dunn, Montreal

Tell Your Jobber You Want

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

This Mark on Every Box Insures the Best

Place Order Now for Fall Delivery

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine **for you.**

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

PUTTING BOTH PACKAGES IN AN ORDER

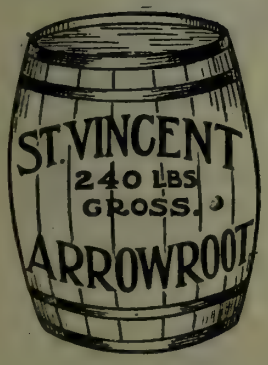
When a customer asks for KNOX SPARKLING GELATINE you'll find it easy to sell her KNOX ACIDULATED GELATINE as well, because our advertising in the magazines is calling your customer's attention to the value and convenience of the ACIDULATED package. It contains an extra envelope of concentrated lemon juice in addition to the two envelopes of gelatine—enough to make two full quarts of jelly—flavor and all in the one package for 15 cents. It is far superior to the cheap, flavored, ready prepared gelatines which make only *one pint* of jelly per package. No wonder KNOX GELATINE is such a fast seller, and no wonder grocers like to sell it at the profit it pays!

"Make KNOX your gelatine leader."

CHAS. B. KNOX CO.

JOHNSTOWN, N.Y.

BRANCH FACTORY, - MONTREAL, CANADA



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS, BAKING POWDER, JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MR. GROCER!

Don't let the hot weather interfere with profits. Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES.—
Manitoba: Watson & Truesdale, Winnipeg Man.
Sask. and Alta: J. N. Smith Box 695 Regina Sask.
Vancouver: Western Plate Glass Co. 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. H. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Aim for the best

Coffee is something on which the whole family express their opinion at the morning meal. Their judgment is in the cup alone. *Aim,* therefore, to supply them with *cup quality coffee. Rideau Hall* is blended from the finest cup selections only, and will please the most exacting.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO
Western Selling Agents
MASON & HICKEY WINNIPEG

Important Trade Notice

All orders received for

St. Lawrence Sugars

will positively be shipped the same day. This is most important to Merchants at this Season.

Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

NO ALUM! NEVER WAS!

LOOK AGAIN

At name on package. You must get McLEAN'S WHITE MOSS if you want "the goods."

Canadian Cocoanut Co., Montreal

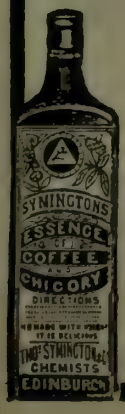
Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

Strong, delicious Coffee can be prepared in one moment without trouble by using

SYMINGTON'S COFFEE ESSENCE



Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

JAPAN TEAS

This season is proving especially profitable to **Jobbers** on account of their undoubted superiority over other Green Teas, and the conditions of the home market this year are particularly favorable. Our brokers have a complete range of our samples.

FURUYA & NISHIMURA

H.P. SAUCE

England's Most Popular Sauce

is now being extensively advertised in Canada. Most of the leading Grocers are selling it freely and obtaining the full benefit of the money we are spending. Wouldn't it be worth your while to stock it?

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal," "Schram," "Gem" or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.

HAMILTON - WINNIPEG

GET STARTED
BONELESS CODFISH

Offers you excellent opportunities to make big profits, as it is very cheap and consequently a big seller. There is one brand only to stock and that is "Canada." All leading wholesalers carry it.

PICK OUT A FEW LINES

BONELESS FISH.

Canada Tablet ..... 20 1 lb. Tablets.
Canada Crate ..... 12 2 lb. Boxes.
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk.
Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes.
Eastern Hundreds ..... 100 lb. Boxes.

WE CAN SUPPLY

New, Large, Fat, Bright, Salt Herring. In Car Loads.

WRITE

The North Atlantic Fisheries Limited

Successors to Halifax Cold Storage Co., Limited

Selling Branch: 47 William Street, Montreal

"CANADA" BRAND PURE BONELESS COD

The Best of 'Em All.

Read About

QUINQUINOL

The Original Stock Food.

Has been awarded three diplomas.

Packed in artistically finished tins.

Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

50 Per Cent. Profit Guaranteed.

Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

ANTI-DUST SWEEPING POWDER

ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

ONTARIO AGENTS:

MacLaren Imperial Cheese Co., Limited, Toronto

Quebec City: W. Rousseau, St. Joseph St.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

I have ready for shipping three car loads of imported
HAND PICKED WHITE PEA BEANS
In 220 lb. sacks. For price on quantity required write, wire or phone
NORMAN D. McPHIE
Wholesale Grocery Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

When you want the best goods and lowest quotations on the following, write or wire us.—
Currants, Salmon, Evaporated Apples, White Beans, and Canned Goods.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

ONTARIO—Continued.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

C. E. CREIGHTON & SON
Brokers and Commission Merchants, Manufacturers' and Millers' Agents,
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents and Brokers' Directory

(Continued.)

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L.H. MAJOR and J. SOUBLIERE, Limited
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,
on hand. We just want your request.
The best of macaroni at thoroughly reasonable prices.

Write

H. E. VIPOND
197 St. Paul St., MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING — CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

TRY A
Condensed Ad.
IN
This Paper

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by a gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

Buyers' Guide

CANADIAN PURE LEAF TOBACCO

'Can be sold in your district. Get a supply. Also see that you have a good range of pipes. Write

J. A. FOREST, 189 Amherst St., Montreal.

VOL-PEEK

The housewife's friend. The article that mends pots, pans, etc., in 2 minutes. Never fails. 100 per cent. profit.

Jobbers, write for Discounts.

Ontario Agent:
W. J. FLEWWELLING. 65 Front Street, Toronto.

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

Can Our Traveller Call?

COURTESY OUR IDEA

COUVRETTE & SAURIOL

Wholesale Grocers, Montreal.

SULTANA (Brand) TURKISH DELIGHT
Chocolate Turkish Delight
Chocolate Caramels, etc.

always ask for Sultana Brand. Agents wanted in British Columbia.

ORIENTAL PRODUCE CO. MONTREAL

Agents Ontario and Northwest:
MacLaren Imp. Cheese Co., Ltd., Toronto.

PRIZE DAIRIES
ENGLISH STILTON CHEESE
RIPE and BLUE. Ready for the Table
THE KING OF CHEESE
Write A. C. Chapman, Special Agent for
Montreal and Eastern Provinces
93 Durocher Street Montreal

I

have a number of good propositions for grocers and clerks. Stores well located, good profitable business. Do you want to open up in Canada's leading city? If so, write me.

V. de la RONDE, 14-16 McGill College Ave. Montreal.

For a Satisfying Aroma Giving Smoke
Recommend
OLYMPIA AND BEN BEY **CIGARS**
Ed. Youngheart & Co., Limited
Montreal, P.Q.

For High Class Biscuits
Good Quality Confectionery

Give us a call.

AETNA BISCUIT CO., LTD., MONTREAL

COON SHOE POLISH
FAVORITE STOVE POLISH

are lines of unequalled merit and should be investigated by you. We positively are ready to money-back our goods if any complaint is made, but we know that dissatisfaction is impossible. Agents, write.

Uncle Sam Dressing Co., - Lanoraie, P.Q.

For Flavor

BOURQUE'S PICKLES **BOURQUE'S CATSUP**

Are Unequalled.

H. BOURQUE & FILS - - Montreal.

EXO

Kills rats instantly. No odor.

Agents 40% profit

EXTERMINO CHEMICAL CO.
P. O. Box 774 - - - - Montreal.

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW SCOTLAND

For Disinfectants of any kind

Write

MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

SUCHARD'S COCOA

You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal Agents.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J CLIFF, Manager

COMTE'S COFFEES

are not ordinary Coffees, but something out of the ordinary. That's why there is such a call for them. Let's hear from you.

146 St. Urban St. - Montreal

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER

Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

When writing advertisers kindly mention having seen the advertisement in this paper

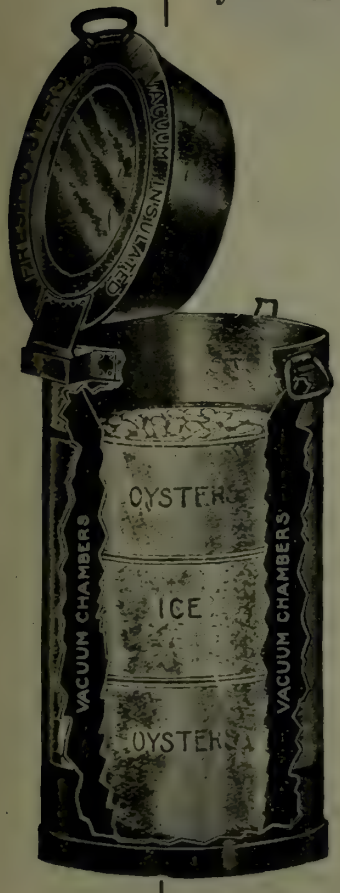
FRUIT PULPS

Bitter Oranges and Peels

F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

The Proper Care of Oysters

There are many false ideas with reference to this subject. There is one thing the dealer should firmly establish in his mind that he does not require expert knowledge, and that he should not fuss with his oysters. All they want is to be left alone with lots of ice on them. There is absolutely nothing else you can do for them; never wash or put fresh water in them, neither should you put your ice among the oysters; keep them in a compartment package, preferably a Display Case, where ice and water will be separated from your oysters. Sell them as you receive them and get a price that will afford your doing so. When you add water to cheapen your oysters, you are short-changing both the customer and yourself. If it was a case where the water simply took up the space on so many oysters, it would not be so bad, but as soon as you put fresh water among your oysters you immediately depreciate materially every oyster the fresh water comes in contact with, so that what you give your customer is not as good; you have really not treated him as fairly as though you simply took a few oysters out of his pint or quart package. The dealers who are making money out of the oyster business to-day are those who are getting the price, and put the stock out the best they know how.



SEALSHIPTICASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water, ice or preservative
A pure food, natural flavor and freshness guaranteed
USE LICENSED BY SEALSHIPT OYSTER SYSTEM

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

We are the only exclusive oyster house in Canada. We devote our time and energy to the one thing we know best. If you desire information pertaining to the proper handling of oysters, forward us your enquiries. We will reply to the customers of our competitors with the same courtesy that we extend to our own patrons. We are anxious to have oysters properly handled and in this way increase their consumption.

CONNECTICUT OYSTER CO.

50 JARVIS STREET **TORONTO**

"E. D. S." REPUTATION IS NO BUBBLE REPUTATION

The popularity which **E. D. S.** Brand products have achieved on the reputation of 100 per cent. PURE proves that theirs is no "Bubble Reputation."

That all **E. D. S.** Products are absolutely pure, is not a mere assertion. It is backed up by the Government Inspector of Foods, who pronounced **E. D. S.** Brand 100 per cent. pure. See Government Bulletin No. 194.

There is no better shelf or counter stock, all the jars, bottles and pails are attractively labelled and make effective window and counter displays.

Made only by

E. D. SMITH

WINONA, :: ONT.

AGENTS—NEWTON A HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Purnell's Pure Malt Vinegar

In Casks or Bottles.

OF DEW-DROP PURITY

One hundred and fifty years manufacturing any line cannot result in anything but perfection for it is a well-known fact that "Not to go forward is to go backward," and going backward for this length of time would mean nothing short of failure.

Purnell's Pure Malt Vinegar is perfection itself. Its absolute purity, its delightful flavor, and its clear fragrance is unequalled. It has no rival in the household that appreciates quality. Your better trade knows Purnell's. Stock it and give satisfaction to all.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL, ENG.

EWING'S SPICES

Purity

Purity

Purity

Purity

This tells the story shortly.
They make the pickling satisfactory.

S. H. EWING & SONS
MONTREAL

CAMP COFFEE

The Brightest Star
in the Coffee-Essence World!

Retailers who stock 'Camp' Coffee are in for a busy time and a paying one! 'Camp' this season is going to boom. Strong and constant advertising coupled with the best article of its kind on the market, explains why.

Replenish your stock—quick
—before the rush comes!

'CAMP' COFFEE

Sold by all wholesalers, everywhere

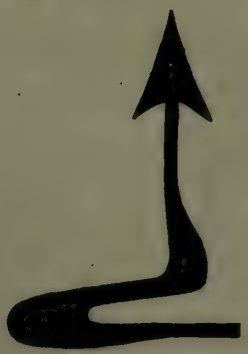
PROPRIETORS: R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

Let Us Demonstrate

the selling qualities of

CANE'S
WASHBOARDS

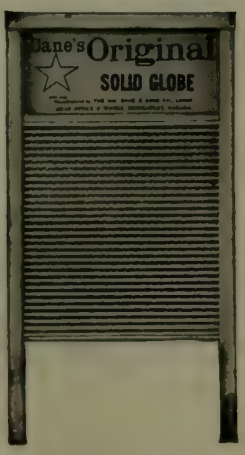
by sending you an order on trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.



NOT HIGH-PRICED

but are superior in quality to most expensive ones. We have a board at a price to suit every prospective buyer.

Write for complete catalogue at once.



The Wm. Cane & Sons Co. Ltd.
Newmarket, Ontario

Bargains in Teas Bargains in Teas

GROCERS and TEA DEALERS

Wire, Phone or Write to avoid disappointment

EVERY PARCEL IS A PLUM

		Price.	Worth.
Lot A	85 chests Ceylon Pekoe, good style colory liquor	15¾c	17½c
" B	80 Hf. Chs. Ceylon Orange Pekoe, pungent, clear, sweet liquor	20c	22½c
" C	40 chests Ceylon Orange Pekoe, good leaf, sweet strong draw	19¾c	22c
" D	30 chests Assam Orange Pekoe, fine Autumnal flavor, clear thick liquor	24c	27c
" E	35 chests Assam Pekoe, fine quality and flavor	20c	22½c
" F	50 Hf. Chs. Ceylon green, fine flavory, pungent liquor, bold leaf	20c	22½c
" G	35 Hf. Chs. Paklum Congou, fine, strong liquor, well twisted leaf	14½c	17c
" H	40 Chests Indian Green, fine, bright, pungent liquor, even young Hyson leaf	21c	24c
" I	50 Hf. Chs. Formosa Oolong, fine clear, sweet liquor	17c	22c
" J	40 Boxes Gunpowder, choice, pungent liquor, bold, curly leaf	16c	18½c
" K	30 Boxes Gunpowder, sweet, pungent liquor, well made	17½c	20c
" L	50 Hf. Chs. Japan Siftings	5½c	7½c
" M	40 Hf. Chs. Japan Slugs, fine, clear, pungent liquor, equal in draw to 18c. values	14½c	17½c
" N	20 Hf. Chs. Japan, well made, strong, pungent, sweet liquor	24c	28c

SAMPLES PER MAIL ON REQUEST

EBY-BLAIN, LIMITED

Importers, TORONTO

J. F. EBY, President. **HUGH BLAIN, Vice-President.**

200,000 lbs. of Tea are Drunk in Ontario Every Week

The last two weeks' "SALADA" sales in Ontario alone amounted to 85,018 and 80,922 lbs. respectively. This means that in Ontario there was sold one pound of SALADA out of every two and a half pounds of all kinds of tea used in the Province of Ontario. These two weeks were certainly the largest two weeks' business we ever had; but even so, the record of the past justifies the conviction that this immense share of the tea trade will soon be the usual weekly output. What does this show? Simply the reward of serving the public with fine tea.

"SALADA" Tea Company

TORONTO - - - - - MONTREAL

New York, 198 West Broadway. London, Eng., 41 Eastcheap.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G. PATRICK & Co.

St. Paul St., Montreal.
York St., Toronto.

The Contents Will Stand the Test

Examine the contents of a jar of our jams and jellies and note the fresh, clean natural smell of the carefully prepared fruits. This, however, is but a slight indication of the unvarying purity of

CAIRN'S SCOTCH JAMS

They have made their reputation for quality among Royalty and the best trade of the country. It pays you to sell the best goods—in jam let it be Cairns'.

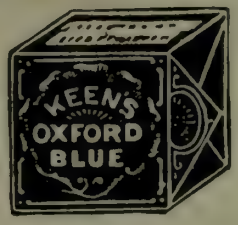
We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

ALEXANDER CAIRNS & SONS

PAISLEY, - - SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and and whitest washing is done, and is to-day the favorite of the modern house wife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul St., Montreal — 30 Church St., Toronto

Agents for the Dominion of Canada

From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children —possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

The Demand is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Display of fruits and vegetables arranged Friday evening in prep aration for next day's sales Shown by Robinson Bros., Guelph, Ont.

Friday Planning for Saturday Sales

Guelph Firm Lays Great Stress on the Week-End Window—Special Sales Announced Ahead by Means of Show Cards—These are Made Descriptive of the Goods and, Prices are Frequently Quoted—Window Changed Twice a Week—Otherwise Customers Ask the Reason.

The Friday evening window display is always an important feature of the week-end business in many a grocery store. Saturday is recognized as the big day of the week so far as sales are concerned and great efforts are made to attract by means of the window as many buyers as possible.

Herewith is shown one of the Friday evening displays of Robinson Bros., Guelph, Ont. It was dressed by R. S. Robinson and the original was undoubtedly an enticing display.

Full of Fruits and Vegetables.

This is a fruit and vegetable window. It includes such lines as watermelon, apples, peaches, pears, oranges, corn, cauliflower, celery, beets and cabbage.

Robinson Bros. are strong believers in the power of the window in making sales. Practically any line of goods they wish to sell, can be sold by a neat display. Just now the Saturday window is devoted to fruits and vegetables. The window here shown according to Mr. Robinson made a very profitable display.

"There can be no question of the advantages derived from these displays," he said to The Grocer. "We change our window twice a week and find if left longer than that time, some of our customers wonder why such is the case and often ask us the reason."

Employ Show Cards to Sell.

Robinson Bros., as the window shows, are strong believers in the advantages of using display cards. "We use show-cards in every space possible," remarked Mr. Robinson," describing in a plain manner something interesting about the article, as well as the price."

Among the show-cards used are the following: "Fresh Fruits for Saturday," "Try Our Fresh Fruits," Saturday, Choice Cauliflower," Quality," "Quantity," "Saturday, Sweet Juicy Oranges, 40c dozen," "Saturday, nice Crawford Peaches, dozen, quart, basket," etc.

Such cards as these secure the interest of many passersby on Friday evening. With the display itself, they are the means of many making decisions as to where their Saturday fruit and vegetables are to be purchased. They sell in advance.

The Why of Frequent Changes.

The point brought out by Mr. Robinson as to changing the window twice a week is worthy of notice. When a passerby sees the same window very often he soon loses interest in it, just as does the visitor to a great city when he has become a resident for any length of time. Buildings that originally held his attention becoming commonplace and are passed with scarcely a glance. Human nature will predominate at all times. The window that has been looked at a dozen times has no further interest. The retailer should see that windows are regularly changed. Robinson Bros. find it necessary to make the change at least twice a week. At any rate it should not be allowed to run over the week and those who have experimented with an every-other-day chasge from one line to another claim this is the most profitable.

Planning ahead in the matter of the window display should be made a feature in every store. There are great opportunities for the dealer who has prepared a schedule of plans to be followed from week to week and month to month throughout the year.

* * *

Photographs of Good Displays.

Editorial Note.—As before remarked The Grocer is desirous of securing good photographs of grocery windows which dealers or their clerks have trimmed. By reproducing these, all readers of the paper of course will benefit but none more than those whose windows are shown.

Opportunities Presented by October

Busines That the Retailer Should Go After Strongly in View of the Arrival of Fall in Earnest—Place Fish and Oysters to the Front—Cereals Again in Prominence—Trade in Late Fruits, Sugar and Sealers—Get Rid of Remaining Summer Goods.

With the opening of October fall trade can be said to be really under way. The important point for the retailer to remember in going after trade during this month is that the season has advanced and the goods which were in chief demand but a short time ago are no longer required. They must be relegated to a secondary position and those lines which are more in keeping with the season swung to the fore.

Get Rid of Summer Goods.

In regard to relegating summer goods to the background, there is a second side to the question that would be well to consider here. The grocer who has still goods on hand that are really summer goods should not banish them to the remote parts of the store without first making an effort to clean them up. It it surprising what success some retailers have met with in pushing a line even when the season for them was really past. It is, however, worth a real final effort for if not sold now, probably a large proportion will have to be carried over for another year and no grocer desires that. For this reason he should put them to the front for a last time and talk them to customers.

Must Follow the Season's Changes.

However, as stated before every grocer should realize that summer is past and that fall is here and certain goods peculiar to this particular season will now be in demand. A lax point with many retailers is that they fail to follow the changing seasons closely enough. They are outstripped in the race for trade by the man who notes the arrival of new seasons and new opportunities and at once puts forth a strong effort and secures the cream of the trade. The less progressive man follows after and picks up what business may be left. Therefore, let the dealer profit by recognizing that fall and the demand for fall goods is here.

Look to Fish Department.

One of the lines of trade which is boosted into greater prominence by the arrival of fall is the fish department. Many retailers have already lent great attention to this line while others have all their plans made and are about to commence.

Smoked, salted and prepared lines of fish in nearly all their varieties are now available, in addition to fresh fish, so that the supply is now extensive enough to commence the fish campaign in earnest. It is well to do some planning in this department to attain the best results. If you have handled fish in former years you probably recognized some features that need close attention. Now in the early part of the season is the time to plan to overcome these.

There is an advantage in getting started early in fish which, although it has been mentioned on previous occasions, will probably bear repetition. Habit is a powerful factor in guiding our actions, and so it stands to reason that if you get customers coming to your store for fish early in the season, they will probably continue to come during the whole year. This is worth considering.

The same thing is true of another line ushered in with the fall season, namely oysters. Many dealers, now that the cooler weather is arriving, are taking up this line and as a considerable time has elapsed since it was procurable, they will probably find sales appreciable right now from the start. Proper display and cleanly handling are two of the important points to be observed in handling this line. Display cases are now available which show this line up well and protect it from dust or dirt. Proper refrigeration is of course necessary.

Place Cereals to the Front.

The demand for cereals will now begin to amount to larger proportions. During the summer it is the general custom of the people to turn to lighter varieties of breakfast foods, and in some instances to banish them entirely from their morning diet. A change has come however, with the change in seasons and people are beginning to turn their thoughts more to this line. Consequently now is the time that attention to it will be productive of good results.

An occasional window display should prove of material assistance in promoting cereal sales. Both package and bulk goods allow of some good window trims. The window may be devoted to one particular line while some retailers consider it best to show different varieties in the one display, drawing attention to the fact that now with cooler weather these lines are most seasonable.

Last Stand on Fruit.

While peaches and some other varieties of fruits are now in less liberal supply and are fading into the background for another year, there is in certain sections still some time in which to push the sale of this line. Pears are still to the front while grapes are yet to have their innings. Some dealers find a larger demand for grapes for preserving than others, due perhaps to the people in that district being better acquainted with the method of "doing them up." In order to promote the sale of this line some progressive dealers have gone to the trouble to publish a recipe for grape jelly in their advertising space. This has tended to interest not only those who had previously made grape-jelly but also those who had never made it before.

Sells Sugar and Sealers.

A good feature about selling fruit towards the end of the season is that it generally brings with it a demand for sugar, sealers and associated lines. There has been a considerable amount of preserving done this year and there will probably be a larger demand for fruit jars late in the season than has been usual in past years.

Pickling Requisites.

The pickling season is still with us and will probably be for some little time yet. It may be termed the "tail end" of the season but the tail end frequently finds a good demand for pickling necessities. This will probably be more so this year as most housewives have been busy with preserving during the past month. Spices and pickling vegetables should be featured, therefore in October.

There are several other lines that could well be pushed to advantage during October. For instance, housecleaning is now to the front on myriads of homes throughout the land and all kinds of soaps and cleansers will be in demand. All considered there are many live opportunities for the live grocer during October.

NEW WHOLESALE GROCERY HOUSE.

Anderson & Co., Ltd., is the name of a new wholesale grocery specialty firm establishing in North Bay, Ont. Wm. Anderson, the managerial member of the firm, has been for some time traveler for Davidson & Hay, and the Young Co. in the north country. The firm will specialize in tobaccos and cigars as well as groceries.

The Unconscious Effect of Advertising

An Interesting Side of the Ad.-Writer's Work — Advertising Your Advertising to the Public—Plan Adopted by Selfridge & Co., London, England—Building for the Future.

The ad. man, the window trimmer, the merchant who seeks rather than shuns an honest criticism of his work from the people with whom he expects to do, or is doing, business is taking one of the surest routes to improvement, provided he knows enough about his business to sift the useful from the impracticable. He must carefully apply his own judgment in a process of elimination.

This training is most valuable to a specialist. He obtains ideas from the most trival occurrences and suggestions from sources which to the person whose mind has not been trained in that direction are most unfruitful.

This ability to concentrate has been regarded as one of the evidences of genius, but it means nothing more than industry combined with intense, thoughtful application. It must enter into the make-up of each person having anything to do with the success of the business, or who is training himself for any particular field of activity.

Study Impressions.

A receptive, as well as a retentive mind is essential to the ad. man. He must study the impressions created upon other minds by his work, and must be able to play upon those impressions to the advantage of the enterprise in which he is engaged. Step by step, it is possible to bring the public unconsciously to that point where results, impossible at one bold stroke, are finally achieved. This process of education is one of the most interesting phases of the ad. man's work. It represents the cumulative power of advertising—the effect of the influence of continuous suggestion leading up to a certain object. Its foundation at first is the serious confidence of the merchant, the ad. man, the window trimmer and the salesforce, and ultimately it meets with the appreciation of those whom it sought to influence. This approval is demonstrated chiefly by dollars and cents.

Advertise Their Advertising.

A case which illustrates the point is presented by Selfridge & Co., Ltd., London, England, who recently adopted the plan of advertising the influence of its advertising to the public. In a very clever way they invited the public to study the effect of their advertisements upon the public. One of the advertisements which undoubtedly compelled attention in that direction was as follows:—

"The effect of honest, unexaggerated advertising is known to the initiated to have two results—one direct, the other indirect. In the one case it leads to a quick sale of the goods advertised, and in the other it has a cumulative effect which is subtle and far-reaching. The one result is as important as the other.

"Readers of the Selfridge advertisement pages are, therefore, affected in two ways. They may feel impelled to go at once and purchase some particular item which seems to be a bargain. They may be among those who really watch for and study the announcements every time they appear, buying with a judgment and discretion which it would be difficult to cultivate without this information. Or they may be just casual readers, people who glance at the pages with a certain interest, which is more curiosity than anything else.

"As matters stand at present in the advertising world these latter are probably greatly in the majority. But this is not to say that they are unaffected by the things they read. They are affected very greatly, but so subtly that they themselves are hardly conscious of the fact. The cumulative effect of these Selfridge announcements which stare them in the face so often and so strikingly is influencing many buyers unconsciously."

Here are some splendid points for the consideration of the writer of advertisements. To be the more effective advertisements should be business building and not merely useful for the time being.

Has the Country Too Many Middlemen ?

Question of an Enquiry Raised by Farmers' Publication — Claim is Made that There Are Too Many Merchants in Some Towns and Cities and that a Fewer Number Could Serve the Public Efficiently—Co-operation Advocated.

From Farmers' Magazine.

The farmer gets too little for his produce, while the consumer of it has to pay too much. As quoted elsewhere in this issue, the wide price difference in these respective products suggests an urgent enquiry. The unthinking public throw the blame upon the middleman, that is the commission, wholesale and retail merchant. They forget the freight, cartage, delivery, insurance and other necessary additions to the cost, but after these are deducted, there is still an apparently unnecessary large profit to the middleman. Therefore, it is not unreasonable to blame the middleman.

With these large profits the middleman should be the richest class in the community, but as a matter of fact, careful investigation shows that the majority of them are not as well off as the average farmer. Investigations made by Farmer's Magazine led the editors to the conclusion that the trouble is too many middlemen. We find, for example, in one town ten merchants with one or two clerks supplying the needs that could be quite as readily filled by half that number. But the other half must live, therefore the average profit which the middleman must add to the cost of his goods to enable him to make a fair living must be based on providing a living for ten stores instead of five. Suppose the average expenses of each store, including wages, rent, heat and so on, were $2,500 a year and half the stores were closed, the other half could do business very easily at little additional cost. Allowing $2,500 for additional cost it is clear that this town has to support five additional stores at an extra and unnecessary cost of $10,000 a year. This $10,000 could be distributed and should be distributed to the farmers and on lower prices to the consumers. It would mean that five smaller merchants with their clerks would have to seek employment elsewhere. They would be available for positions as farmers or workers —which would probably mean that they would be better off and happier than they are to-day.

This is a subject that will bear careful and united consideration on the part of farmers, merchants and consumers. They should get together and gradually eliminate the unnecessary merchants, and they should discourage the establishment of unnecessary stores in their locality.

This would be a good thing for the merchants, too; the few left would be able to make a better living and give a more satisfactory service.

Farmer's Magazine does not, in drawing attention to this important subject, advocate the immediate driving out of established merchants, which of course would not be fair, but the adoption of a policy which will gradually reduce the number of wholesale and retail merchants and commission houses who buy the goods the farmer sells and sell the goods the farmer buys.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.
GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd
FRANCE—
Paris—John F. Jones & Co., 31 bis Fauborg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, OCT. 4, 1912

WHOSE SCALES ARE WRONG?

Investigations made by the government commission into alleged short-weighting of cheese at the port of Montreal will likely prove to be a sort of boomerang against the cheese producers. It will be shown that the cause of the discrepancies has been due to the disorder of the producers' own scales—the scales of the men who laid the complaints.

Here is a point analagous to the one The Grocer has often referred to in connection with scales operated by individuals in the private home. Consumers are urged by women's economic societies, daily papers and other high-cost-of-living alarmists to buy scales and test the weights of goods sold them by grocers. These scales are of course tested by Inland Revenue officers before leaving bond and at first are correct. But are they ever tested afterwards? When they have been left in the back shed, or in a damp cellar for five or six months, could they be expected to be correct? Yet such are the scales brought in occasionally to "test" the honesty of the family grocer.

If the dealer always knew of these tests he could no doubt prove his honesty but the average individual does not give him the opportunity. The grocer is changed, and all because the family scale is out of order by never being tested. At the same time the dealer has to pay the government his dollar or two every once in a while whether his scale is correct or not. If this is not discrimination and class legislation, what then is it?

One would have thought that the cheese producers would be sure of the accuracy of their scales before making such serious charges against fellow-men.

KEEP TAB ON YEAR'S PROGRESS.

The merchant must keep close and constant watch on his progress. It is the only way to be sure of success.

When an engineer is running a train from Montreal to Winnipeg, he doesn't wait until he gets to his destination to see if he is on time. He knows that if he hopes to reach Winnipeg on time he must make a certain progress all along the line, so he watches the time at every station.

The merchant must do the same thing. He commences each year bent on achieving a certain volume of sales during the ensuing twelve months. He must not wait until the end of the year to ascertain his progress towards this end. He must figure out just how sales should stand at certain periods of the year. He must figure out what his sales should be for each week, for each month and each quarter and strive to attain or exceed that amount. If at any set period he finds himself behind his schedule, he must put forth greater efforts during the next period to gain up on what has been lost.

But unlike the engineer, even if he is ahead of his schedule he should work for greater things. This year especially the merchant should show a larger increase than usual because the country is in general very prosperous.

We are now entering on the last quarter of the year. Entering upon the last lap of the year's race, the merchant should know where he stands. If behind the schedule, all departments of the selling force should be livened up to attain the desired aim. If ahead of the schedule, strive for a record year.

CROP CONDITIONS IN NORTHERN ALBERTA.

Harvesting operations in Northern Alberta, according to The Grocer's correspondent at Calgary, were progressing rather slowly last week on account of the unfavorable weather conditions but with finer weather since the work is going on rapidly. In the district around Red Deer and south towards Calgary, much has yet to be done. The crops all along the line are almost without exception good, except some of the late grain which was no doubt more or less damaged by the heavy frost.

However, through that section of Alberta, farmers are not so much alarmed over weather and other conditions, as they do not depend altogether upon grain raising. Of late years they have gone largely into mixed farming. This is a great improvement and much more profitable both to themselves and the country generally. The climate of Northern and Central Alberta is too uncertain for the farmer to depend entirely upon grain raising, and it is a hopeful and encouraging sign that so many of them have recognized the fact and adapted themselves to circumstances.

In Southern Alberta where the crop is earlier there is a large amount of grain and the bulk of it is harvested and threshing in progress where the weather conditions will permit. Owing to the continued wet weather not much of the threshing has yet been done and as a consequence but little grain is being forwarded. At nearly all the main stations along the railways there are large numbers of freight cars standing idle waiting for the arrival of the grain.

It scarcely seems possible that with the most favorable conditions from now on one-third of the Alberta crop can be shipped before the close of navigation and a very large quantity of it will be left on the farmers' hands till Spring. The amount of grain so far going forward is less than a year ago, unfavorable weather being spread over a wider area than it was then, but there is not the quantity of rain falling and there has been little snow.

It seems that with the best possible efforts of the transportation companies the grain blockade will be pretty bad if not worse this year than last. There is one great consolation, however. There will be no large quantity of low-grade and frozen wheat as there was a year ago. The frost came much later and the general quality is better.

HOGS AND PORK PRODUCTS.

There is no denying the fact that hogs and hog products are on an extremely high level. Not only has it been a case of high prices, but at some centres, the porkers have been coming along in such small numbers that there is a shortage of certain lines of products.

Lard has been steady for some time, and of late greater strength has marked the market, as the approach of cooler weather means a bigger demand for this line. Another strengthening feature is that hogs have been running very light in weight, and accordingly the production of lard has been smaller.

The top figures attained by hogs at some centres last week have not been maintained. Prices were not far off the record figures reached in 1910. The slowness with which supplies have come forward, even under the high prices, would tend to indicate that there is not the supply in the country. However, feed has been scarce, and hogs are light, so no doubt farmers feel it more to their advantage to wait and fatten up their stock.

The question now is as to whether the usual fall decline in hog prices will take place. For the past three years it has been the rule for prices to slump some time during the fall. Last year prices went down to a figure about $3 per cwt. below present quotations.

Prices can hardly be expected to reach anything like last year's low figures, as the supply of hogs is not in the country. It is the same old story that has marked the hog business for years. If prices fall off one year, farmers neglect this line and then comes a period of high prices. Last year's low prices discouraged farmers and they have not been giving the necessary attention to hogs.

MODERN DOGS IN THE MANGER.

In the past few days several cases have come up wherein clerks and salesmen have been keeping valuable information in their heads. They would put nothing on paper where it might be used by others. If questioned perhaps all would answer in the words of one, "Why should I pass on my knowledge? If I do another man may get my place."

Cowardice, unreasoning cowardice. The kind that causes men to fret and worry; the kind that makes men old.

Why should not a salesman keep a list of the prices he is to quote on certain goods? Why should he not jot down all valuable facts relating to these goods? To begin with he owes this to his employer. If a salesman gets sick, or is away on a holiday, the one slipping into his place temporarily will be greatly handicapped unless there are memoranda giving the required information.

And what harm can such memoranda do the regular salesman? "It will enable the one under me to take my place," some will say. Of course it will, and the wise man is glad of it. How can he be fitted to take the position above unless he gets such assistance from above?

When men think less of keeping the man below them down, and think more of pulling themselves higher up, they will do better for their employer and themselves. Having a man to step into one's shoes is an advantage. Many a man has been denied a promotion because there was no one fitted to take his necessary place.

A dog in the manger is a dog doomed. There is no place for him but the manger.

EDITORIAL NOTES.

Next issue of The Grocer will be the big Fall Campaign number.

* * *

The old dog in the manger still lives. Time he were dispatched long ago.

* * *

There's only eighty more days for customers to do their Christmas shopping.

* * *

The dealer should always live up to what he advertises. It is fatal to do otherwise.

* * *

If worth commands respect, the hog at the present time is not to be despised. He is a valuable animal.

* * *

Use fish itself as the bait to catch new business in October. The fish would no doubt appreciate the change.

* * *

Did you ever see a cod fish? It is no "cod." It will fish for more fish business for you if you will only do your part.

* * *

The fruit season is on the wane. Make your final splurge for this business before the weather comes down on the last act.

* * *

"Beat the record of the past year," is every dealer's aim. How many know where they are at just at the present moment?

* * *

The Autumn leaves are falling and the acorns are dropping. The Fall campaign season is now full on and the most should be made of it.

* * *

The poor innocent "hawg" is now being criticized for the presence of its absence. It is likely to force up the price of our breakfast bacon again.

* * *

With the tea and coffee peddler continually on the war path, every grocer should try to counteract his energies, by frequent live window displays of these lines.

* * *

Are there too many middlemen in our cities and towns? Farmer's Magazine thinks there are. There is no question about it that there are too many inexperienced men in the trade.

* * *

The dealer who pays $2, more or less, every year for the testing of a scale, particularly when it is found correct, is simply making a present of that money to the Government.

* * *

Retail merchants of Toronto are protesting against assessments in the business section of that city. It is well there is an association to collect ideas and to form a proper mode of attack.

* * *

Tea will absorb the flavor of soap if left close to it. It is said that a certain Old Country tea firm allows the retailer so little profit, that the latter places the tea in or near the soap boxes and customers won't buy it a second time.

* * *

One might well ask how would students of the mental attitude of persons, as determined from their exterior appearances, consider the temperament of the woman with false hair, artificial cheeks, and other dummy additions to her make up?

A Woman Clerk and a Lost Opportunity

The Inevitable Result When Indifference Develops — Some Pointers for Clerks—Tieing Parcels Properly and the Saving it Incurs—A Jobber's Circular on Candy Prices —Computes Profits Improperly and Doesn't Get the Order.

*By Henry Johnson, Jr.

I have just had an experience with a woman clerk which is interesting. She came at a time when we needed efficient help; stepped right into the place and filled it well. She was of good appearance, which does not mean "pretty," but businesslike, prompt, intelligent. She knew goods and could talk them well. She had a splendid telephone voice and that fortunate faculty of smoothing out troubles by phone which is always so valuable. She could take the most irate customer, by phone, and very shortly have things adjusted, simply by manifesting solicitude that the customer have satisfaction. Very soon we were depending on her for the correct performance of any particular kind of work—I mean work that called for some skill and judgment. We advanced her steadily until she was getting $10 per week on a 55-hour schedule—which is supposed to be good for any woman.

A Gradual Transformation.

Then suddenly she fell down. With more pay and perhaps some special consideration which we were glad to extend to her she began to be less reliable in numerous ways. She was not so prompt in the morning and became moody. To-day she was bright; to-morrow indifferent. It all came upon us gradually—I could not believe it at first. Several things, however, soon shook my confidence in her. For instance:

She had charge of the candies and had filled the candy case for months. One day a new girl was attempting to serve a customer and I asked Mary how many of a certain chocolate would go for a cent. "Why, they are four for a cent, aren't they?" she replied. As they were large chocolates and sold for 30c a pound, I knew that was not right; so I weighed ½ a pound and counted them, to find that there were 19 in the ½ pound. That meant 1c. each. I then talked generally to all the clerks on the subject, trying to show that there was only one way to arrive at a price and that was to test the goods and determine value beforehand; and that is was certainly not good business to sell a bigger ratio for the penny that would go for the pound, while in this instance we had actually been giving away goods at a rate that would return us not only no margin but would show us a 50 per cent. loss.

It puzzled me that such a girl should know so little, and care so little about merchandise—she in whom we were placing such confidence.

Fell Behind in the Schedule.

In making out my schedule of daily duties, I assigned three morning duties to Mary. Fifteen minutes was allowed for her to make out the fruit and vegetable prices for the day; then 25 minutes for her to go over the cracker department, a duty I felt would be well performed by her and which it was important should be well and regularly done; then 30 minutes for the calling of the customers for their daily orders.

But her delay in arriving threw the schedule behind; then she made no effort to catch up, so the cracker duty was not done at all and she was so slow and apparently indifferent in making up the price lists that she had to be relieved of that work in order that we might make the necessary headway in the morning.

End Came Suddenly.

As I was thus brought to scrutinize her work more critically, I noticed that she was hard to work with when she "did not feel just right" and that she hindered in this way instead of helping. When that came home to me good and hard, there was little left to do except the usual thing; but I wanted to take time at the first opportunity to have a talk with her to see whether we might not again reach an understanding and stay together. But one busy day she stood in the way to such an extent that she was called to time quite brusquely —and then she gave notice that she was going to quit. That is something that I do not believe should have to be said more than once by any employe, so the end came quickly.

* * *

I make no comment other than to say to any employe who may read this, that no man or woman on earth is indispensable to any business; that advancement does not indicate that you can "let up" on your efforts nor allow your interest to lag; that work is a continual climb and there is no stopping place. The "appreciation" of your efforts on the part of the employer which is manifested in the substantial manner of advanced salary is something that must be met on your part not by relaxation, but by redoubled effort; for there is no point where you can stop advancing without retrogression. In other words, "it's up to you." With everything in her favor this girl failed. That is the FACT. Now work out the explanation yourself and see that nothing exactly like it happens to you.

* * *

Efficiency in Parcelling Goods.

The making of good packages is rapidly becoming a lost art. We must strive to revive it for the sake of all concerned. One must use the right size of bag or paper; of the right strength for the duty it is to perform; and it must be securely tied in a workmanlike manner. This work must be standardised, so that when the right way is found it can be done that way EVERY TIME —then the work goes efficiently and and rapidly forward.

We complain that customers do not want to carry things; but it is not long since a lady took up a strong, neat, handy package I made for her and remarked: "Customers would carry more things with them if grocers would put up such packages as that, Mr. Johnson."

When the neat packages are made up, put them together into one strong bundle, or drop them together into a bag large enough to make it easy to carry the whole together. It is a paying investmest not only because any bag, no matter how costly, is cheaper than time taken to make a delivery, but because of the reputation you gain for neatness and being accommodating; the good-will investment will return cost with profit "a hundred fold."

Jobber Figures on Wrong Basis.

I have before me the offerings of a jobber who seeks to sell me candy assortments. The first is four pails, costing $13.50 and selling for $24. "Profit to retailer, on cost, 76 per cent." is what he says about it. Second lot costs $19.50 and sells for $36. On this the same kind of "figuring" gets us 84 per cent. The third costs $15.85 and sells for $27. Profit said to be 70 per cent. The fourth drops down so the profit is stated at 27 per cent. The last, on the same basis, shows us 33 per cent.

Now, not an intelligent reader of to-day will accept such computations—and what other kind of reader does this circular seek to influence? Analyzing the figures, I get 43¾ per cent. on the first, which is good. I get 45.83 per cent. plus on the second, which is better. I see 41.3 per cent. minus on the third, which is good. I get only 21.85 per

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

cent. plus on the fourth, which will not do on candy; and I can only find 25 per cent. on the last, which is still not enough.

Will Not be Bamboozled.

But I do not like to have a jobber try to bamboozle me in this way. I feel that he does not properly esteem my ability to compute my margins, nor do I like to have him mislead me, or try to mislead me, into thinking that margins and profits are the same. In what way does this jobber win out with me when he stirs up such a response in my consciousness? I do not think he wins at all—and he does not get my candy orders, either.

I am sure and certain that the time is coming when sellers of merchandise at wholesale will approach the retailer in a more tactful manner. I am sure that very soon jobbers will appreciate more fully the desirableness of granting to the retailer a fairly well developed faculty for correct computation. I know that when they do so approach the retailer, they will realize better returns from the approach.

Determining Customer's Mental Attitude

Reading a Man's Mind from His External Appearance and Peculiarities—Certain Physical Defects That Have Corresponding Mental Infirmities—What the Erect and Stooping Figures Suggest.

To what extent is it possible for the salesman to size up the character of a customer from his appearance? Authorities declare that there are physical peculiarities in many people which serve as a reliable index to their mental outlook or temperament, and that the apt merchant who has made some study of these, can, with something like intuition adjust his own mental attitude so as to meet the customer most satisfactorily to all concerned. Discussing this question, a writer in an English journal has this to say:

"The question has been revived in my mind as to how far any physical abnormality can be shown to have a corresponding mental or moral deficiency, or peculiarity; or, to be more concise, whether there exists any connection between physical disproportion and mental inharmony.

"I remember a former employer of the writer's seriously informing him that persons with a squint invariably had a corresponding moral squint or obliqueness in their nature, and for that reason, with such persons, cash transactions only should be the rule.

Judged by External Appearances.

"Whether this is true or not, it is a recognized fact that most persons, consciously or unconsciously, associate certain physical defects with corresponding mental infirmities. Indeed, our literature teems with examples of this, and before the novelist delineates the mental peculiarities of his characters, he carefully describes their external appearance, color of hair and eyes, type of face, and so on, so that the reader may infer their disposition, or moral bias—or immoral, as the case may be—and thus in a degree anticipate what follows.

"That mental and moral states affect bodily conditions cannot be gainsaid; therefore it is by no means so ludicrous as may appear at first, for the merchant to be able to estimate the character of many of his customers by their physical peculiarities, and then deal with them accordingly.

"For, after all, most physical abnormalities are primarily and solely mental, and really only expressions of varying individual characteristics.

Some Common Types.

"One of the most common types of disproportion any salesman has to deal with is the customer with a decided rotundity of outline, supposed to be becoming to city aldermen, and known technically as corpulency. With such a person one usually associates a love of ease and enjoyment, a fondness for things gastronomical—pleasure loving—and of the good things of life generally. While his antithesis, the spare, lean man of sharp outline, and many angularities, may be regarded as overanxious, highly-strung of a worrying disposition or temperament, and liable to extremes of depression or elation.

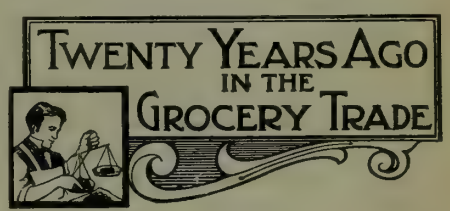
Who ever knew the erect figure to be anything but dignified, self-confident, proud, and oftimes vain and haughty in bearing; excepting, of course, the military type, which is really artificial and acquired, and the result of training and repression? And the ne'er-do-well is represented in the round-shouldered stooping, head-forward, narrow-chested type. For the humble, diffident, shy man, the man lacking in confidence, and unwilling, or unable to assert himself, always leans forward in a self-depreciatory manner, as though wishful to escape observations, as he really is. Hence the mental characteristics of the head-forward figure are the reverse of the erect type, in agreement with the physical formation.

Significance of Necks.

"The long-necked person is generally considered to be of an aspiring and devotional turn of mind; while the short-necked square-shouldered individual may be judged to be pertinacious and pugnacious, with a love of sport and physical exercise.

"The lop-sided physique would be sufficient ground for inferring an odd, eccentric, unbalanced character; but whether the physically hump-backed person possesses the unenviable predisposition for taking the "hump" on the least provocation or is given to taking offence on any and every occasion, my readers must decide for themselves."

Here then are some interesting observations which salesmen would do well to follow up. Undoubtedly there is a great deal in them and if closely studied would prove valuable.



Following items are from The Canadian Grocer's file of Oct. 7, 1892:

"J. E. Beaton, Oshawa, Ont., has done quite a shipping trade in fruits this fall, all of which has been remunerative, not only by a profit on shipments but has increased his trade with the grower and no doubt turned some accounts into cash."

Editor's Note.—Mr. Beaton is still in business in Oshawa. Last week an article appeared in The Grocer in reference to some of his selling methods.

* * *

The Oct. 7, 1892 issue of The Grocer was the annual fall number of that year. Next week the 1912 fall number will appear. In 1892 this number contained 80 pages. Watch for the advance next week.

* * *

"A meeting of cigar manufacturers was held the other evening in Montreal at which representatives were present from all the leading manufacturers. It was decided that a deputation should wait on the Provincial Government to protest against the new and heavy tax imposed on cigar manufacturers in Quebec Province, and a committee was formed to draw up a petition to the Government to ask them not to discriminate against the trade."

Current News of the Week

Maritime Provinces and Quebec.

W. H. Travis, general merchant, Silliker, N.B., is dead.

C. A. Bouchard, grocer, Montreal, has sold to G. Legault.

'E. C. McKelvey, grocer, Magog, Que., is giving up business.

O. Paquin, grocer, Verdun, Que., has sold to Ovide Montpetit.

The Canadian Fish & Oyster Co., Quebec, Que., have registered.

L. Bourbonniere & Co., grocers, Montreal, have sold to T. Sevigny.

Robinson & Tenny, general merchants, Waterloo, Que., have been succeeded by Tenny & Loisel.

L. P. Tougas & Freres, grocers, and Montpetit & Co., grocers, both of Montreal, have been registered.

The warehouse of Clements Co., Ltd., Fredericton, N.B., with contents, were slightly damaged by fire recently.

It is stated that the Borden Condensed Milk Co. will erect a condensed milk factory at Emerald, P.E.I., to cost $75,000.

Ontario.

M. J. Crowley, grocer, Peterboro, Ont., has sold his business.

Kay & Kay, general merchants, Otterville, Ont., have sold out.

E. Mailloux, general merchant, Ruscom Station, Ont., has sold out.

Wm. Holland, grocer, Victoria St., Toronto, has decided to sell out.

Hammer & Donnelly, grocers, Toronto, have dissolved, F. Hammer continuing.

C. S. Wright, general merchant, Bigwood, has been succeeded by T. McDonald.

The Farmers' & Consumers' Co-operative Co. of New Ontario, Ltd., North Bay, has assigned.

H. Wainwright has opened a grocery, provision, flour, feed and fruit store at 1333 Dundas Street, West Toronto.

Jno. Snellgrove has opened a grocery store in Southampton, Ont. He advertises that his prices are strictly cash.

Meakins & Sons, Limited, broom and woodenware manufacturers, Hamilton, Ont., have been incorporated at $100,000.

Alex. Hardy, Cannington, Ont., is having the store formerly occupied by Ross & Matthews renovated and has opened a general store business in it.

A. B. Bourne, general merchant, Grimsby, Ont., has recently moved into a new store. He is fitting it up in good shape and anticipates better business during coming Fall and Winter.

The grocery drivers of London, Ont., are circulating a petition asking the retail grocers to declare every Wednesday a half-holiday, except those in December and those in weeks in which there is a holiday.

Joseph Pugh, of Wingham, Ont., and formerly of Bluevale, has bought the grocery fixtures from Geo. Nahrgang, Palmerston, who has gone to Vancouver. Mr. Pugh has also rented the property and will establish a grocery again in the same stand.

THE PRESIDENT OF A RETAILERS' ASSOCIATION.

The portrait shown below is that of J. A. Kelly, Lambeth, Ont. (near London), who was elected president of the newly organized Retail Merchants Association at Delaware. The new associa-

J. A. KELLY, Lambeth, Ont.

tion comprises a large number of the merchants of West Middlesex. Mr. Kelly and his father before him have been in business in Lambeth for the past sixty years as general merchants. He is enthusiastic over the success of the new organization as well as that of the Ontario Retail Grocers Association. His present plans call for a meeting of the association at Mt. Brydges during the second week in October and he has already invited a delegation from London R. G. A. as well as from East Middlesex to help along the work. Mr. Kelly is a Mason, well-known in his district, and, having occupied the Chair several times is well fitted for his work as president of the new association.

J. S. Fry & Sons, Ltd., cocoa and chocolate manufacturers, have moved their Toronto offices from 32 Colborne St. to 105 Front St. East, corner of Front and Jarvis Streets. The new building gives them much more room.

The Sarnia, Ont., grocers held their annual picnic at Lake Huron Park, and, as is customary, a large crowd was in attendance. The weather was threatening during the morning hours, but cleared up in the afternoon, and the citizens turned out in force. The program was one of the best of recent years, and was thoroughly enjoyed.

Two employees of a Toronto foodstuff firm, one the shipper and the other a driver, have been committed to jail for 90 days for theft. They conspired together to supply certain restaurants with butter and cheese at about half price, each of them making about $20 a week on the deal. It may be that other arrests will follow against alleged receivers of stolen goods.

A despatch from Gananoque, Ont., states that the village of Elgin was startled by a terrific explosion which occurred in the Ripley grocery store and was caused by escaping acetylene gas from the generator coming in contact with the lights in the store when the cellar door was opened. The damage to the stock was comparatively light, the greatest damage being the loss of the two large front windows, which were blown out completely. No fire followed the explosion, and the loss is covered by insurance. The occupants of the building escaped injury.

Certain Ottawa merchants are objecting strenuously to freight delays and have given the secretary of the Board of Trade particulars to enable him to prepare specific cases for presentation to the railway commission, with the object of compelling the railroads operating there to give a more expeditious and convenient service to merchants in delivering and receiving of freight. One merchant says that between September 9th and 13th he sent 28 shipments of freight to one station. On the 19th inst. not one of the shipments had left the station and as far as he can learn, he says, the whole of the goods are still in the local freight sheds.

William J. Bonham, a grocer on St. Clair Avenue, West Toronto, was acquitted by Judge Morgan in the County Criminal Court on a charge of receiving

Current News of the Week

a large quantity of stolen eggs. His Honor found that there was a reasonable presumption to come to the conclusion that Bonham did not know the eggs had been stolen. Hugh Dewar, foreman in the egg department of Gunns, Limited, was convicted of the theft of the eggs and sentenced to three months. His thefts covered a period of eighteen months. He sold the eggs to Bonham at about 4 cents below the market price. During a period of two weeks in August Dewar's sales to Bonham amounted to about 900 dozen.

The Toronto branch of the Retail Merchants Association have decided to organize a movement having for its object a reduction in the taxes and the business assessment. This was the outcome of a discussion at a meeting of that body of the large increase in the Ward Three assessment this year, an increase described by some members as unwarranted. It was decided, on motion of W. Dineen and A. E. Renfrew, to appoint a committee to circulate a petition among the Yonge Street merchants between King and Davenport Road asking for a reduction of taxes. This committee was also authorized to ask the Board of Control to obtain a reduction in the business tax on retailers from 25 to 10 per cent. This, it was pointed out, was assessed at a much higher rate than wholesale or manufacturers' property. Some of the merchants recited how the increase had affected them. Mr. Renfrew stated that the corner of Yonge and Adelaide streets was assessed at $160,000, as against $41,000 last year, on a frontage of 50 feet 6 inches. Merchants in other sections told of increases of from 30 to 40 per cent. "The jump is out of all proportion in comparison with the earning powers of the properties," said E. M. Trowern, secretary of the Retail Merchants' Association. The retailers, according to Mr. F. C. Higgins, grocer on Yonge Street, were bearing more than their share. The merchants decided that it was time to call a halt as, if a protest were not made, the city would continue increasing the assessment.

Western Canada.

R. H. Weaver, grocer, Vancouver, has sold to D. H. Sexton.

Robt. Stark, grocer, Winnipeg, has sold to F. L. Davis.

The Okanagan Valley, B.C., will produce the largest crop of fruit, principally apples, in its history, this year. There has also been an abundant yield of pears and peaches.

Speer, Gregg & Pim, general merchants, Alsack, Sask., suffered loss by fire.

M. A. Black, general merchant, Biggar, Sask., is succeeded by D. O. Crossley.

Letters patent have been issued incorporating the Alberta Pacific Grain Company, Limited, with a capital stock of three million dollars. The head office is to be in Calgary, Alta.

David Spence, Ltd., department store, Vancouver, B.C., did the catering for the banquet recently held in that city in honor of the visit of His Royal Highness the Duke of Connaught. About 800 guests were present.

Tobacco growing at Kelowna, B.C., is becoming an important industry. The British North America Tobacco Co., Ltd., an English corporation, had 100 acres devoted to it this season. The crop was an excellent one, the leaf being of good quality. Half of it has already been harvested. The cultivation of the leaf will be engaged in next year on a larger scale than ever.

A hardware dealer in Victoria, B.C., was accused recently of refusing to supply names of his employees to a tax collector. He pleaded lack of courtesy on the part of the collector and also that he wasn't sure of his credentials. The collector had a different story to tell and the magistrate adjourned the case until the following day so that the matter could be fixed up, at the same time remarking that the accused was liable to a fine of $100.

A vegetable market was operated in Winnipeg last week at the Industrial Bureau under the management of a committee of women in an endeavor to reduce the prices charged at the general market and by retailers throughout the city. It is said to have had the effect of bringing down the prices on vegetables from one-third to one-half in many cases. The producers are bringing the goods directly to the market and selling directly to the consumers. It is claimed by the women that an understanding exists at the general market for keeping prices at high mark, but it is a pretty safe bet that these women are misguided in their laudable endeavor and that their new market will not last very long.

FALL NUMBER NEXT WEEK.

Every grocer is anxious to increase his business. Progressive dealers know that if they sat down and waited for demand they would sell but little. They know that with modern methods and clerks who can sell and not simply hand out goods asked for, they build up business.

In the Fall Campaign Number of The Grocer, to be issued next week, there will be many articles apart from those already mentioned which will, by concrete examples, prove the power of the retailer to increase his sales.

A certain Ontario dealer for instance tells how one window display of cereals sold for him 20 cases in three weeks time.

From Winnipeg comes a story showing how a grocer there decides on new and profitable lines of goods to handle. He consults his better-half—probably more of us would be better off if we did the same more frequently—and together they test the quality and figure out the price.

Still another dealer illustrates the influence a grocer may have over the purchasing of a customer who has confidence in him. "The Power of Personal Contact in Selling" will be the title.

No small part of the success of some of our best Canadian grocers has been due to economy and close attention to delivery, debt collecting and daily sale records. This side of retailing will be given much attention and our readers will find it a profitable department. The delivery section will include an article from a Montreal grocer on how he has built up a good "far-from-home" trade by systematic and efficient delivery.

The Fall Campaign Number, we believe, will be one you will keep on file for a long time. You have every assurance that it will be brim full of bright ideas gathered from all parts of Canada from retail grocers themselves.

J. Biss, grocer, Winnipeg, has sold to Walch & Co.

Canned Peaches 40c. Below Last Year

Opening Prices on Late Fruits and Most Vegetables Are Out — Lawtonberries Higher—Plum Prices Same as Year Ago but Canned Apples Are Lower—Vegetables Remain About Same—A Table of Comparisons.

The opening prices on the majority of late canned fruits and vegetables which have been so anxiously awaited by the trade are out, or at least The Grocer has been able to secure the figures at which they will open, in advance of the general announcement. They include all the late fruits and vegetables with the exception of tomatoes, corn and pumpkin on which the canners have not deemed it possible to name a price yet. Greater interest was centred around these prices by reason of the short pack and high prices on the greater number of the early lines.

Canned Peaches to be Lower.

The outstanding feature in prices on late fruits is the lower prices on peaches of which there has been a big crop. Other fruits are the same as last year or lower with the exception of lawtonberries which are higher. The higher price on lawtonberries was expected, for the same reason as figures this year are higher on strawberries and raspberries. The same conditions affected all three. The price on lawtonberries last year was given out in July but this year was delayed until the present time. In heavy syrup 2's are $2.02½ as against $1.80 last year while preserved are $2.22½ as against $2.00 last year.

Peaches is the line that has shown the big reduction. Both white and yellow in 2's are 40 cents per dozen below last year while prices on 3's show a 65-cent concession, being quoted at $2.25 as against last year's price of $2.90. Pie peaches both peeled and unpeeled are 22½ cents lower. These more favorable figures on this line were generally expected as there was an enormous crop of this fruit this year as could be gleaned from the floods of fresh fruit on all the markets. Consequently the pack was large, prices lower and a full delivery is assured.

Plum Prices Maintained.

Although plums were not as large a crop, especially in some varieties, as other years, prices on all lines have been maintained at last year's figures. A reduction of 2½ cents per dozen has been made in the price of pears which turned out fairly well, while grapes have been set at the same level as a year ago.

The expected has also happened in the case of apples on which prices are lower this year, 3's being worth $1.00 as against $1.10 last year, while gallons are $2.55 as compared with opening price of $3.05 last Fall. Blueberries or huckleberries are high again although no higher than canners' opening prices of last year, 2's selling at $1.50 and gallons at $5.30. These prices certainly look high as compared with a few years ago but in recent years the pack has not measured up to the demand and thus the higher figures. A good portion of the Canadian pack is put up in Maritime Provinces and frost in early Spring affected conditions adversely there.

Not Much Change in Vegetables.

In price of late vegetables so far given out there is not much change from a year ago. Cabbage, cauliflower and parsnips show no alteration while beets are 2½ cents lower. The most important lines which are yet to come and around which a great deal of interest centers are tomatoes and corn. Prices on these will be announced as soon as the pack is in shape to make it possible. There are at present some new pack tomatoes on the market but in the absence of any opening prices they are quoted at current figures for old stock. Prospects for corn and tomatoes look good if the right kind of weather is only experienced for the next couple of weeks. Suitable weather will mean a large pack.

Prices have yet to be named on canned pumpkin.

Comparisons with 1911.

Herewith is a comparison of opening prices of 1911 and 1912:

VEGTABLES.	Group A. 1911.	1912.
2's, Beets, sliced	1 00	0 97½
3's, Beets, sliced	1 35	1 32½
3's, Cabbage	1 00	1 00
2's, Carrots	1 00	1 00
3's, Cauliflowers	2 10	2 10
3's, Parsnips	1 30	1 30
FRUITS.	**1911.**	**1912.**
3's, Apples, standard	1 10	1 00
Gal. Apples, standard	3 05	2 55
2's, Blueberries, standard	1 50	1 50
Gal. Blueberries, standard	5 30	5 30
2's, Grapes, white, preserved	1 55	1 55
Gal. Grapes, white, standard	3 55	3 55
2's, Lawtonberries, heavy syrup	1 80	2 02½
2's, Lawtonberries, preserved	2 00	2 22½
2's, Peaches, white, heavy syrup	1 90	1 50
3's, Peaches, white, heavy syrup	2 90	2 25
2's, Peaches, yellow, heavy syrup	1 90	1 50
3's, Peaches, yellow, heavy syrup	2 90	2 25
3's, Peaches, pie, not peeled	1 50	1 27½
3's, Peaches, pie, peeled	1 70	1 47½
2's, Pears, Bartlett, heavy syrup	1 80	1 77½
3's, Pears, Bartlett, heavy syrup	2 40	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 80	1 77½
2's, Pears, light syrup	1 35	1 22½
3's, Pears, pie, peeled	1 55	1 47½
2's, Plums, Damson, light syrup	0 90	0 90
2's, Plums, Damson, heavy syrup	1 05	1 05
2's, Plums, Egg, heavy syrup	1 45	1 45
2's, Plums, Green Gage, light syrup	1 00	1 00
2's, Plums, Lombard, light syrup	0 90	0 90
2's, Plums, Lombard, heavy syrup	1 05	1 05
Gal. Plums, Lombard, standard	3 55	3 55

Uniform legislation in all countries of the world governing the use of coloring matter in food products is to be urged by the world's chemists who are holding an international congress in applied chemistry in New York.

This cartoon tells a tale of the "mysterious" disappearance of some grocers' profits. What protection have you against this waste in your store?

Prices Out on Most Late Canned Goods

Peaches Much Lower Than Last Year—Several other Lines More Favorable Also—Brooms are Easier on Account of New Corn Crop—Alaska Salmon Being Sold by Canadian Wholesalers—Sugar Still in Good Demand — Easier Market Ahead.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Sicily Filberts.—Firm.
Tarragona Almonds.—Firm.
Nutmegs.—Likely to advance.

Montreal, Oct. 3. — Wholesalers are now busy with fall orders and a good business in all lines is reported as passing.

SUGAR.—Wholesalers report a good volume of business passing still, it being generally believed that fall preserving has not all been finished yet.

Various reports are to hand about the situation in Cuba as far as the weather is concerned, some claiming that the heavy rains have proven detrimental, others stating that the downfall has just been sufficient to give enough moisture to soil to improve growing conditions. Undoubtedly the final yield will depend to no mean extent on the behavior of the elements during this month.

The European market on the other hand, has presented a downward tendency as the weather has been highly favorable for the growing crop, and prices have declined reaching the lowest point so far this season.

Bearing in mind this fact, and looking at Cuban situation from all standpoints it seems as if steadiness will prevail until the new crop movement commences.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 [illegible]
Granulated, Imperial	4 [illegible]
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The cool weather now prevailing has brought about a change in the market, the demand being better in every respect. Grocery grades are selling well on present basis. Interesting news should soon be to hand from Barbados.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 25
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — The market has become a little more active and a firmer feeling has set in. Last week the market for California raisins was none too promising and the sudden change is hard to account for.

The stock of currants arriving from Greece is in first-class condition and the fruit is said to be superior to last year's crop. The latest cables from centres of production reflect a general firmness. There has been considerable short shipping of figs and dates but extra supplies are now on the way which should relieve the situation some.

The local market is livening up and good business is anticipated.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.— Trading continues fairly active in this market, but, of course, there is no change in price to note. The receipts for present crop are said to be well behind last year, and considerable damage has already been done to the next crop by frost, but as one might expect, the bearish element contradict this statement. However, be the reports what they may, as far as the truth is concerned, there will be high prices for some time to come yet.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Market has been less erratic than usual and firmness prevails for most lines. Cloves are becoming stronger daily and if shrinkage in stocks continues, a slight advance may be scored. Peppers are steady, the demand from grinders being well up to mark.

The nutmeg market, in sympathy with Holland market which has advanced, is growing in strength and presents some interesting features.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—There is not so much business doing just now, dealers working along on a hand to mouth basis. Some few weeks ago there was a replenishing movement started, but it is evident that the trade as a whole have once more decided to play a waiting game. But, whether they will derive any actual benefit, is hard to say, as the situation in the Far East is not one bit easier.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Tarragona almonds must be called scarce for at this time of the year the supplies are generally heavier, and the firmness now prevailing in market has not been so marked during any corresponding period of previous years.

Prices for Sicily filberts are slightly higher in the primary market and an advance is expected here soon, if nothing unforeseen arises.

Brazils should also be marked up considerably as stocks are being reduced quickly.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15

Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb...	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb..	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Brooms.—Easier.

Canned Goods.—New prices on several lines.

Cloves—Firm.

Nuts.—General firmness.

Salmon.—Alaska Reds being sold here.

Toronto, Oct. 3.—There is a general good business reported by local jobbers this week. Pickling and preserving is still in progress, while housecleaning is also bringing a demand for lines of goods used in this work. There continues a good demand for sugar but it is being pretty well cared for. The volume of preserving fruits coming to market is still quite large and there will probably be a week or more of good brisk trade in these lines yet. While sugar is steady at moment, there appears to be easiness ahead.

Opening prices have geen given out this week on majority of late fruits and vegetables. In most cases they are fairly favorable. Some Alaska red salmon has been purchased by local jobbers. It will retail at 25 cents per 1-lb. tin.

There is an easier feeling in brooms on account of approaching new crop of broom corn and lower prices are being quoted by some firms.

SUGAR.— There is really not much change in the sugar situation since a week ago. The big demand on account of preserving season naturally has a steadying tendency on immediate situation. However, there is an undertone of easiness by reason of the lower figures on forward shipments of beets, and there is a feeling that with a let up in demand, lower prices are probable. As showing the general tendency to easiness, new crop Cuban cane for January is quoted ½ cent below present prices and even then is not finding purchasers.

Europe promises a big crop of beets this year. One estimate is for an increase of 2,179,000 tons over last year and 410,000 tons over previous large crop of 1910-11.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUP AND MOLASSES. — Corn syrup trade is taking on a good degree of life for this season of the year and now with cooler weather, the demand should be brisker. Molasses are also showing more life but not to the same extent as syrup, local jobbers say.

Syrup—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS. — The supplies of new Valencia raisins which have arrived on the local market have been taken up well, quotations ranging around 9 cents per pound. There is still a considerable quantity of old stock held, selling at 8 to 8½ cents. New currants should arrive at any time now. The quality is said to be quite good and in advance of last year. The company in Greece controlling the output of currants has agreed on 35 per cent. as the amount of retention on the first 100,000 tons. Reports indicate the yield as about 160,000 tons and with 35,000 tons retention, leaves 125,000 tons for the world's markets which is much the same as last year. There is a firmer feeling in primary market after recent break.

"We are getting our bumps this year," said a broker who handles only Mediterranean dried fruits, "on account of the big crops in California and accordingly the low prices. Even at present low figures, buyers do not seem to be inclined to take hold."

There is not much change in the general situation on the coast. Prunes and raisins are steady. The effect of the rains of a couple of weeks ago is more noticeable in inferior quality in some of the dried fruits than in any other way. Some peaches and some prunes in the northern districts that were well wet down show the effects in quality. This, however, so far as we have learned, is not very widespread.

Evaporated apples still point to low prices for this year.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	....	0 18
Slabs	....	0 11
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¾c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	....	0 09
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.—There is not much change in general tea situation. Local market is quite well maintained and this is also true elsewhere in regard to high quality tea. There has been a good deal of coarse and low-grade tea produced this year. Local trade is fair.

COFFEE.—As far as local situation is concerned there is no particular change to note. Market has been steady for a long time now and same tone is maintained.

The New York option market swings backward and forward like a pendulum as favorable or unfavorable news comes forward from Brazil. The frost news is at least becoming no better and it appears that some fairly serious damage has been done.

The present crop rather than the prospective is having no little influence just now. "The one is real fact," says one coffee report, "the other more or less conjecture. The coffee already grown can make the pot boil, the other bubbles only in fancy. This crop can be bought and sold as it is in tangible form: the next is not yet in its swaddling clothes."

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—One of the features in spices is firmness in cloves. This is the result of higher cables from London and further bullish news from Zanzibar. Crop reports estimate the yield this year at less than 50,000 bales and if deliveries prove this correct, firmness can be expected to continue. Peppers show no special change. As pointed out before celery seed will be lower but will not reach the low levels which it has held other years.

Trade is running along in even lines with no complaints from wholesalers.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIACO.—Dealers are operating on a hand-to-mouth basis but it does not seem likely that much will be gained by this policy. The immediate future at least looks steady, as indicated by reports from the Far East where crops with exception of Burma are generally short. One report estimates the Chinese crop as 60 per cent. below normal.

The Louisiana rice crop is a large one, while a large yield of rice is also reported in Arkansas. However, general high prices will have the tendency to firm prices in States also.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 98
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Market for nuts is in general strong. Almonds is one line showing this tendency and prices have advanced considerably above those named earlier in the season. Late advices from Spain confirm previous advices to the effect that the Tarragona crop will be small. The same applies to filberts. Primary markets are still advancing and though some buyers are disposed to hold off, market is firm for both spot and new crop.

Reports indicate that Brazil nuts are turning out shorter than expected.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—There are no new features to beans. Spot prices still hold their strong front while new crop promises no better and it seems as if we are going to have high prices for the ensuing year. At least, the Canadian production is expected to be considerably below the average demand. Demand in Canada is yearly on the increase.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Hungarian, per bush.	2 65	2 80

BROOMS.—The lower prices on broom corn by reason of the approaching new crop is having a depressing effect on the broom market. There is an easier feeling noticeable which will shortly probably resolve itself into lower prices. In fact one firm will this week reduce prices 25 to 50 cents per dozen. Others may probably follow.

Indications are that there is going to be plenty of corn and one estimate places the yield as 25 per cent. above last year. However, a great deal of it will be coarse and of poor quality. This is the result of so much wet weather.

"Wet weather has caused much of the corn to be coarse, speckled and red tipped," said a manufacturer who has just returned from a tour of inspection of the corn producing states. "Choice corn is going to be scarce and the only thing that has saved it is the second cutting, which is satisfactory except fine weather is needed."

He expressed the opinion that on really choice stock prices would not be much cheaper this year but prices on common brooms would be lower than those that have been ruling.

Prospects of coming crop has weakened ideas of holders of spot corn and some more favorable prices have been secured of late by manufacturers and thus the easier feeling in brooms.

Brooms are moving out well now, the housecleaning season being responsible for a larger demand.

CANNED GOODS.

TORONTO.—The feature of the week is the giving out of advance prices on all late fruits and vegetables with the exception of tomatoes, corn and pumpkin, figures on which will be announced as soon as the pack becomes advanced far enough.

The outstanding feature of the new opening prices is the lower price on peaches which, however, was expected in view of the large crop this year. Canned pears, apples and beets are other lines which are lower. Grapes, plums and blueberries show no change from last year but lawtonberries are 20 cents per dozen higher. The percentage of delivery in each line is not known but a local canned goods broker is authority for the statement that majority will show a full delivery.

Interest now centers round tomatoes and corn. Much depends on the weather. Tomato vines are well loaded and it is now a question of ripening. Bright weather with absence of frost will mean a good-sized pack. Corn was doubtful for a time but is now promising well on account of improvement in weather.

A car of new pack sockeye salmon has arrived. There are no new lower grades in. On account of high price of B. C. pack, some Alaska red salmon has been purchased by local dealers. This is a bright red salmon and will go to the consumer at 25c. per 1-lb. tall tin. B. C. sockeye will have to be sold at about 30 cents this year to make a profit.

Last four weeks of lobster fishing did not turn out well. One local broker says he will be able to fill early orders but he is taking on no more business.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
3's, Plums, Damson, heavy syrup	1 45
Gal. Plums, Damson, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
Gal. Plums Green Gage, standard	4 05
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30

2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

Winnipeg, Oct. 2.—Some uneasiness has undoubtedly been felt at the continued wet weather of past two weeks and consequent delay in threshing. But prospects have much improved in this respect during the last four days. Country merchants are, however, by no means alarmed and have been ordering goods to an extent that shows their confidence is in no wise shaken.

As regards prices there is nothing of note in this week's review. Steadiness prevails in all lines and there is no staple that is in particularly heavy demand with the exception of sugar. The volume of business done in this commodity since the preserving season proper commenced has been surprisingly large.

Collections as might be expected from the slow progress made in threshing are somewhat disappointing but with wheat now coming in at 500 cars per diem they should soon improve.

SUGAR.—Sugar prices are steady and market is reported as being in a more settled condition. Demand for this commodity is brisk and sales this season have been much in excess of those of last year.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUPS.—Butter prices now climbing up are creating a brisker demand for syrups. Prices are steady.

Syrups—		
24 2-lb. tins, per case	....	2 48
12 5-lb. tins, per case	....	2 88
6 10-lb. tins, per case	....	2 76
3 20-lb. tins, per case	....	2 77
Half-barrels, per cwt.	....	4 22
Barbados molasses, in half bbls., per gal	....	0 45
New Orleans molasses, half bbls., per gal	0 30	0 31
Maple syrup—		
Imperial quarts, 2 doz. case	....	6 20
½ gals., 1 doz. case	....	5 85
Gals., ½ doz. case	....	5 40

DRIED FRUITS.—No change has occurred in price of dried fruits, although it is generally expected that there will be a drop in most lines except apricots, which may go higher. The new crop of evaporated apples is now coming in and is quoted at 8¾ cents per lb.

Prunes—		Per lb.
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07¾
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08¾
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 8?s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

BEANS.—Nothing new to report since recent rise in prices. Trade is average, but buyers are not inclined to stock heavily until they are certain as to effect new crop will have on market.

Beans—		
Hand picked, bushel	....	3 30
3 lb. picked, bushel	....	3 20
Split peas, sack 98 lbs.	....	4 00

TEAS AND COFFEES.—The coffee market is strong and indications now point to an advance in New York due to serious damage to growing crops. Teas are steady.

Coffee—		Per lb.
Green Rio	....	0 18
Roasted	....	0 22
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, per lb.	0 15	0 40
Ceylons	0 25	0 40
Japans	0 20	0 50

NUTS.—The peanut crop is reported to be heavy and of good quality, so this popular line will probably be easier in price in the course of a few weeks. All lines are for the present steady and trade about average.

Nuts—		Per lb.
Brazil, per lb.	0 18	0 19
Tarragona Almonds	....	0 16¼
Peanuts, roasted Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 18
Marbot Walnuts	....	0 13½
Grenoble Walnuts	....	0 16
Sicily Filberts	....	0 11½
Shelled Almonds	0 33	0 34
Shelled Walnuts	....	0 31

WINNIPEG.

FLOUR AND CEREALS.—The flour market is steady and unchanged. There is a fair export demand and domestic business is quite up to average. There is no change to record in rolled oats or other lines.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 60
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 15

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 2.—Potatoes are now easy on the Vancouver and New Westminster markets. Lowland potatoes are going at $12 while those from the highlands are bringing from $12 to $17 per ton.

Eggs are at 45 to 50 cents per dozen and are none too plentiful at that.

There has been a good demand for chickens with only a limited number in the market to supply requirements. The price has as result advanced considerably, price now asked being 35 cents per pound. This is an advance of approximately five cents.

There is a goodly supply of New Zealand butter on the market at present and prices for this article are about the same as last week. The presence of New Zealand butter at this time of year acts as balance wheel in butter prices, when grass and other articles of food for cows in the British Columbia region is becoming eaten off or dried up, with a resultant falling off in butter production. A steady supply of good butter can be depended upon to reach this market from New Zealand throughout winter. This variety of butter is selling at 40 cents a pound. There is not much Ontario butter on market just now.

A car of Tokay grapes has been received and also the first shipment of this season's pack of California figs, as well as some fine Carabas melons, and canteloupes and sweet potatoes. Receipts of peaches are becoming light and this fruit is nearly over.

NEW BRUNSWICK MARKETS.

St. John, Oct. 2.—Local trade conditions still continue in prosperous vein, but for most part, markets are in a state of remarkable quietness. There have been few changes during past week but quotings still retain the firmness which has characterized the market for several weeks, or rather months. Business has been encouraging, and between the pickling and preserving which has been in progress, there has been quite a steady run on many lines, particularly sugar, spices and the commodities required for bottling purposes. A local dealer gave it this week as his opinion that the high prices which prevailed during last winter and present summer on packed fruits, such as apricots, peaches, prunes and apples, have induced housewives to exert greater energies in preserving, and that this has accounted for the particularly heavy run which has been noticeable in this regard, sales of preserving stock, both in berries, plums, pears, etc., being greatly in excess of other years. As a result of high quotings on last year's stock of evaporated apples, peaches, apricots, etc., many dealers have been left with considerable supplies on hand, and will consequently have to buy lighter than heretofore, or else dispose of their present stocks at a loss, or at least at a much lower price than they anticipated.

Changes in Flour Prices being Awaited

Trade Waiting for Change in Manitoba Flour in Keeping With New Crop Wheat —May Come at Any Time—Considerable Speculation as to Values on New Crop—United States Wheat Being Milled in Bond for Export by Canadian Mills.

The trade at the moment are wondering when the anticipated concession in Manitoba flour in keeping with the prices on new crop wheat will come and how much it will amount to. These are points of interest and speculation and the announcement of prices on new crop is being anxiously awaited.

An indication that the change is drawing nearer is seen in the reduction in cash wheat which has been brought down to a basis in keeping with option prices. New wheat is coming forward in larger quantities and a certain amount is now being milled by some mills. "A change in quotations may come at any time," said one man in touch with the situation. "There is a tendency to hold off to see what the other fellows are going to do."

What new crop flour will be worth is quite an interesting question. Present prices are 40 cents per barrel above those ruling a year ago. The world's yield is large, while Western Canada has an appreciable crop which is grading quite well. There has been some talk of prices being 50 cents per barrel below present values and sales for October shipment were reported last week at a 30-cent concession. "There is not going to be as big a reduction as some are looking for," said one man this week. "The high value and scarcity of Ontario wheat is going to throw a greater strain on Manitoba."

In fact farmers in Ontario have been holding their wheat at such a high figure that millers have been bringing in United States wheat and milling it in bond for export. It is estimated that about 300,000 bushels of United States wheat have been brought in already for this purpose.

Rolled oats are unchanged but last week's advance is fully maintained as spot oats are scarce and Western receipts cannot be said to have got really under way. They will before a great while take on larger proportions and a weakening in rolled oat market can then be expected. Consumptive demand under the cooler weather is on a brisker scale.

MONTREAL.

FLOUR.— Considerable business has been transacted lately for export account, the millers being pleased with the tone of the demand and prices from European sources. These orders though are for November and December shipment, those for October having to be refused as supplies were not plentiful enough. New crop winter wheat flour has also been in fair demand for close shipment. The local or domestic trade in old wheat flour is growing active owing to a steady increasing demand from all parts of the Dominion, and those millers who have a good stock on hand have done a large business.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS.—The feeling in the market is decidedly firm, the demand being heavy with supplies none too strong. Comparing receipts with corresponding week of last year, the 1912 deficit is very marked, while the exports also show a difference.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots....	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—With new wheat now arriving at points east of the lakes, the premium on spot wheat has been removed and prices lowered. No. 1 Northern Manitoba wheat is now quoted at 99 cents, lake ports. Some mills are now using a certain amount of the new wheat and this should shortly bring about the anticipated concessions in flour prices. Some millers are of the opinion that a change may not be far distant now. "I don't think prices are going to be as low as some are expecting," remarked one miller. Higher freight rate asked on wheat from Fort William was one of the things mentioned.

Ontario flour still keeps tight. Deliveries of winter wheat have been slow and this has caused millers to bring in American wheat and grind it in bond for export. In fact Ontario wheat is being held so high that it is practically now on a par with Manitoba.

Feed flour still ranges from $30 to $33 per ton.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

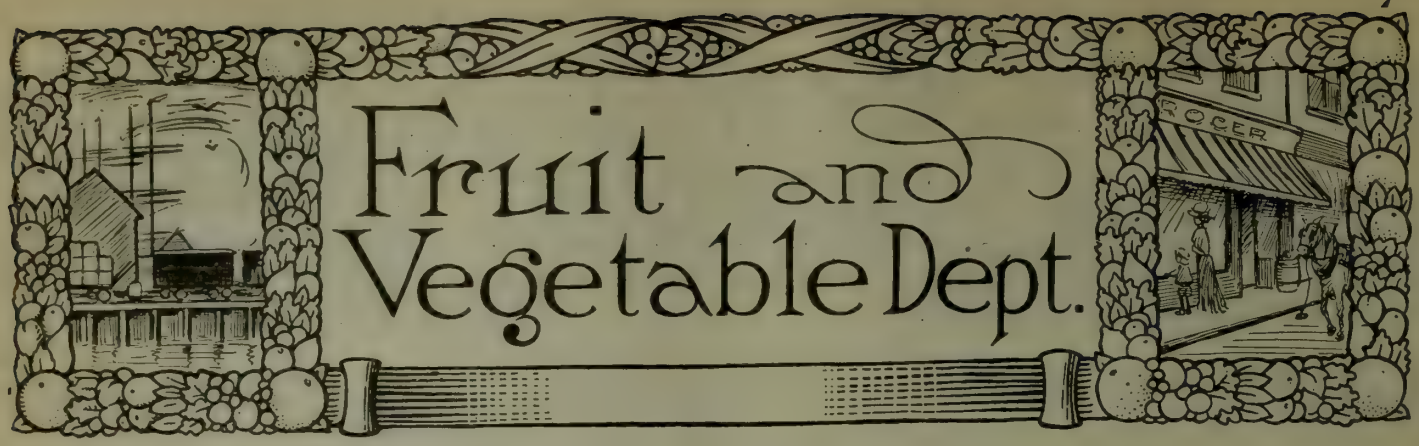
CEREALS. — There is no particular change. Rolled oat prices are maintained at last week's advanced figures. Spot oats continue scarce and high thus accounting for steadiness. It will probably be a couple of weeks before there comes any tendency in other directions. Receipts so far are small and must become fairly large to bring cash prices down to level of operations.

Demand is showing an improvement with the cooler weather. One mill states they have done some future business on strength of recent advance but on understanding that they will protect buyers in case of decline.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 75
Rolled wheat, small lots, 100-lb. bbls....	....	3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—There is no change in mill feeds, same firm prices being demanded. This will be the order of things until milling of new crop wheat gets under way.

Bran, ton, car lots	....	$23 00
Shorts, ton, car lots	....	27 00



Spanish Onions on Reasonable Level

Prices Lower Than Last Year—This Should Help Their Sale —New Crop Florida Oranges and Grapefruit Will be In Shortly—Crops of Both Lines Reported Large — Domestic Fruit Supplies Falling Off—Cranberries on Market.

Spanish onions this year are on a reasonable level and prices are ruling considerably below last year's figures. Summer stock was lower than usual and winter stock which is now available is also low. There are quite a few on the way from Europe at present. The lower price should induce more business in this line and now with the arrival of cool weather, dealers will find an increasing demand for them.

Oranges, especially for good stock maintain quite a steady position. At present time California late Valencias is the only variety obtainable, but Florida will be sending along some new crop goods in a couple of weeks. Grape fruit will also be arriving in two or three weeks. First shipments may probably command a premium but a large crop is anticipated this year in both these lines. Last year's crop of grapefruit was very short and prices were high during the whole season.

Lemon situation has shown no change. Prices are apparently well maintained at those centres when high levels have been attained. Little or no break is expected until arrival of new crop lemons from Sicily which will probably not be until after first of November. There is no brisk demand at present for this line. Cold weather is now needed. In the summer, it is the hot weather that causes lemons to move.

The late preserving season has now reached the pinnacle of both supply and demand and is fast moving to smaller proportions. Peaches after a record season's trade are beginning to dwindle and will pass fall off now. Grapes will now be the domestic fruit in prominence.

MONTREAL.

FRUITS.—The colder weather setting in has somewhat cut down demand and as a result the briskness of the business done has not been so marked. Still the basket fruit is still moving and it looks as if some tall orders for preserving requirements have been placed. The recent snap of frost is reported to have done considerable damage to some of the younger fruits still on the trees. But it is too early to compute the damage.

Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 00	4 25
Limes, box	....	1 25
Oranges—		
Navels	....	4 50
Late Valencias	....	4 50
Pineapples—		
Cubans, cases of 24	4 25	4 50
Grapes	....	2 75
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	3 00	3 25
California peaches	....	1 50
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00

VEGETABLES.—The vegetable market generally is brisker at this season and wholesalers are somewhat at a loss to know what has cut down the demand for certain lines. A good trade continues in potatoes, and the market is fairly active. Cobblers are selling in car lots at 65c to 70c per bag, and in a jobbing way at 85c to 90c per bag.

Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bunch	0 15	0 20
Cabbage, basket	....	2 00
Cauliflower, dozen	....	1 90
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	....	2 00
New potatoes, per bbl.	4 00	....
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—The height of the peach season has been reached and passed. Supplies are now on the downward trend. At the first of the week, shipments began to dwindle and are growing smaller. Major portion of one of the biggest peach seasons is now a matter of history. Plums are now in short supply and prices are now higher around 50 to 75 cents. Grapes are now coming more into the limelight, selling at 18 to 20 cents. Warmer weather would help their ripening. There is still a big portion of the season to come.

Oranges maintain their steady tone, ranging from $4.50 to $5. Florida oranges will be coming along in a couple of weeks. Grapefruit will also be another addition in a short time. Lemons show no change and probably will not for about a month.

Fall apples are arriving in barrels and selling at $2.50 to $3.00.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	8 50
Grapes	0 18	0 20
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Musk melons, basket	0 25	0 35
Oranges—		
Late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	....	1 [illegible]
Grapes, Tokay, per box	....	2 00
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 60	0 75
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, 11 qt.	0 50	0 65
Plums, 11 qt.	0 50	0 75

VEGETABLES. — Potato situation is much the same. Ontario stock is selling at 90 cents, ranging up as high as $1. Reports from provincial markets note abundant supplies with prices easing. Farmers report presence of rot in some parts but this exists only on low ground. The potato crop is generally large.

Cold weather has put a crimp in tomato supplies and prices are higher at 25 to 30 cents. Cucumbers are also higher at 25 to 30 cents while picklers range from 75 to $1. "Oh- anything," said one dealer re an inquiry for price of vegetable marrow.

Onions are on a reasonable scale and with cooler weather should begin to move.

Beets, new, Canadian, basket	0 20	0 25
Beans, green, Canadian, basket, 11 qts.	0 20	0 25
Carrots, new, basket	....	0 15
Cabbage, new, per crate	....	1 25
Celery, per doz.	0 35	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 25	0 30
Cucumbers, picklers, basket	0 75	1 00
Marrow, bushel basket	....	0 15
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	....	0 90
Peppers, green, basket	0 35	0 40
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 25	0 30
Mushrooms, basket	1 00	1 [illegible]

WINNIPEG.

FRESH FRUITS.—Duchess apples, peaches and grapes are cheaper this week and other lines steady. There is a good demand for preserving fruits and receipts of B.C. fruit are heavy but there is complaint of poor packing and over-ripe picking. Crab apples and green-gages are off the market.

Fresh Fruit—		
Apples, Duchess, bbl.	4 00	4 25
Canteloupes, case	4 50	5 00
Oranges, Valencia	4 75	5 25
Bananas, bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 60	1 75
Cucumbers, per doz.	....	0 30
Grapes, blue, basket	....	0 40
Grapes, Tokay, case	....	2 75
Peaches	....	0 90
Plums	1 10	1 20
Bartlett pears, case	....	3 00
Bartlett hardy pears	....	2 75
Washington peach plums	....	1 50
Tomatoes, Ont.	0 75	1 00
Potatoes, per bushel	....	0 35
Jersey sweet potatoes	....	6 50

A Large British Columbia Salmon Pack

In Canneries Near Vancouver It Is Stated to be Very Satisfactory—Different Situation with Puget Sound Packers—Pack There Said to be Small—Prospects Regarding Prices—Big Run Again Next Year.

Vancouver, Oct. 2 (Special).—According to reports gathered by The Canadian Grocer's representative in the canneries near Vancouver the salmon pack this year has been extremely satisfactory, being nearly double that of last year. Once every four years there is an exceedingly big pack and the Pacific Coast is due for the great haul next year. This being the case, the record to date is better than the most optimistic expected.

F. H. Cunningham, the Dominion Inspector of Fisheries, stated that the present season was satisfactory to both the net men and the canneries. Last year, he said, the total number of cases of sockeyes packed was 58,000 while with the present season not yet ended the pack up to date is easily double that of last year.

Poor Pack on the Puget Sound.

In contrast to the British Columbia pack, advices from Seattle show that the shortage of the Puget Sound salmon pack is turning out to be larger than expected. Reports show that the decrease from last year's Sound pack will probably exceed 1,250,000 cases. The pack will not total a quarter million cases. The output is the smallest in recent years with only an insignificant quantity consisting of pinks and chums. The situation is quite unprecedented. It is the result of more causes than one, among them being the competition of Canadian canners for the raw fish, and the generally disappointing run.

Forecast as to Prices.

The output will not be added to this Fall. It is doubtful if any of the Sound salmon canneries will be operated on Fall fish as the prices are too low to be an inducement.

Among salmon men here the feeling has been improved by the facts as to the extent of the shortage becoming known, and not a few believe pinks will advance and that Alaska red salmon will also go higher.

—⚙—

FARRINGTON PHILOSOPHY.

If you don't get ahead as rapidly in your business as you expected, it may be that you expected too much or that you have tried too little.

The man who thinks that he can continually accept favors and reap advantages at the hands of others without giving anything in return does not know what a sponge is.

When you are disposed to condemn your public for finding fault in your store, stop and consider whether there is not some justification for their complaints.

If there is in your store a place where customers sit down to wait for their turn, have catalogues and advertising ready at their hands.

Any kind of a special sale which gives the public less than its money's worth is going to work a disadvantage to the business.

The clerk who resents any criticism of the wrong things he does outside of business hours never thinks of kicking if the boss compliments him on some good bit of outside work.

Mighty few of the people who complain of having to work too hard are ever injured by overwork.

It is a wise salesman that hunts up some means of interesting his customer in the goods besides the material interest that customer feels upon entering the store.

See that your language and your intonation carry enough courtesy over the telephone so that the cordial smile that cannot be seen will not be missed.

Don't be so anxious to make money that you will lose your friends in doing it. A dependable friend is better than a whole bunch of easy money.

THE WEEKLY FISH COLUMN.

Facts and Fancies in Brief About This Profitable Line.

Cold weather now prevailing is fillet weather. Clear a part of your counter and fill it up. They are great sellers.

Remember that fish is not only canned sardines, etc., but smoked and fresh fish as well.

Did you ever hear of a boneless and skinless cod? It has got many kinds of beef "skinned to death."

Halibut catches the housewife's eye. The fine, plump, juicy steaks into which it can be cut suggest a good meal for the whole family.

The best adjective to use when explaining qualities of fish is, "palatable."

Keep the customer biting. Fish is good bait on a Friday.

You need not tie up your money for six months with this line. No necessity to put it in the cellar. The counter is the place for it. Its gone before closing time.

There is great competition between the Atlantic and Pacific coasts in the fish business. No chance of a merger, though!

The Ontario people know all about the lake fish. No necessity to go into detail.

The cod fisheries for 1911 amounted to $5,921,248. Just imagine! Yet some dealers say there's nothing doing.

The shell oyster business including malpecques and all Eastern Canadian oysters opened on Tuesday last, Oct. 1st. Shell out a few dollars and get supplies.

Scottie. — Did you know that my daughter had got a ring recently from a fish?

Pat.—Arrah, shure moine got a diamond from a lobster-

Shredded cod is getting a fair share of attention. It's a ten-cent article.

If the wet weather keeps on the fish will be hard to dry. Maybe they'll catch cold and there'll be no curing them!

The cod is like many a woman—takes plenty of time being "prepared" for the table.

Time to Open the Fall Fish Campaign

Weather is Now Favorable Supplies Quite Extensive—Advantages of Getting an Early Start—People Get the Habit of Buying Fish at Certain Stores—Opportunities in Oysters.

If he has not done so already, it is now time for the retailer to get his fall fish campaign under way. There are many reasons why he should make an immediate start. When people get the habit of going to a store for their fish, they continue to go there during the entire season. This is one advantage that should not be considered lightly. In addition there is the immediate profit to be derived and also the other trade that is secured through this department.

Supplies Coming Along Well.

Supplies have now reached a scale that will allow of the working up of an extensive trade. In addition to fresh varieties, smoked, prepared and pickled lines are now on the market as well as oysters. The dealer who puts in a stock of all these different lines and now with the advent of cooler weather institutes a real aggressive campaign should find results particularly pleasing. This trade is worth going after and going after now.

A View of the Oyster Market.

Recent weather is now more favorable to oyster demand. Indications now point to a good season. A New York report says anent oysters; "Stock is showing some improvement daily, and while it is trifling and visible only to the practical eye of the oyster grower, it is still sufficient to encourage the shippers in this section of the country. The whole trouble is that the present season has been a backward one. Oysters were about a month late in spawning, and consequently they are late in showing perceptible full growth. It is there, though, and will grow more distinct each day."

QUEBEC.

MONTREAL.— Halibut is somewhat scarce but prices so far have not advanced, nor is it likely that an advance will take place as there is some frozen stock to fill the demand. The season for brook trout closed on 30th ult., so that there are none on the market now and supplies cannot be had till next May. Haddies, kippers and bloaters are moving freely.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 06½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 90
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO. — Supplies of fish have now reached quite an extensive scale and such as to allow the retailer to work up a good trade. Besides a fair volume of fresh varieties, prepared, salted and smoked lines are on the market while oysters also add to the possibilities in this line.

Fresh fish are none too plentiful. In some instances supplies are short as in the case of halibut which is scarce and prices firm.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 count	....	2 00

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25 lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 00
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Oysters, select, per gallon	....	1 75

MANITOBA.

WINNIPEG.—Holland herrings have advanced and Labrador herrings declined. Other lines are steady. There is a good seasonable demand for fish and the market is well supplied. Business in oysters is now brisker.

Fish—		
Oysters, per gal.		3 00
Fresh salmon		0 15
Lake Winnipeg whitefish, lb.		0 06½
Fresh pickerel		0 08½
Steak, cod		0 10
Trout		0 12
Halibut		0 10½
Finnan haddies		0 08
Bloaters, per box		1 50
Holland herrings, keg	0 72	0 79
Kippered herrings, box		2 80
Labrador herrings, half barrel		3 80
Mackerel, salt, keg		2 75

Thom & Cameron, Limited, general commission merchants, Barbadoes, West Indies, have assumed charge of their business again, which has been under the management of Jones & Swan, who hold their Power of Attorney.

Produce & Provisions

Should Be a Good Fall Make of Butter

Especially If We Have Open Autumn — Considerable Butter Held in East for Western Account—Big Purchases Reported of New Zealand by Vancouver—Egg Receipts Falling Off but Quality Improving—Hogs Hold High.

It looks as if there would be a good Fall make of butter in Canada, this year, especially if we have an open Fall. Even at the present time there is a fair production and later on with cheese factories closing in many sections, it should show an increase. The situation is different from last year when there was a shortage of feed for this year it is plentiful and there is no reason why farmers should dry their cows up or sell them.

In spite of fair receipts of butter, firmness still continues to characterize the markets at some points. However, there cannot be said to be any accumulations of any account. On Eastern markets where such a thing would be possible this has been prevented by Western demand. Up to present shipments to Northwest since May 1 have shown a large increase over those of the same period last year and this will no doubt continue to be the order of things until farmers in West go more extensively into mixed farming.

There is considerable butter now being held in Montreal on Western account. A certain amount is now being shipped out. One dealer this week made mention of the possibility that if New Zealand make becomes plentiful it is possible that butter held in Montreal for Winter delivery to the West might be thrown on the Eastern market. There is reported to be 5,600,000 lbs. of butter ordered from New Zealand by Vancouver.

The cooler weather of late is more conducive to better quality eggs which is something to be thankful for. Receipts, however, have a tendency to fall off injecting a steady tone into the general market. In fact if receipts continue to fall off at present rate, it will not be long until cold storage supplies will have to be called on to supply the demand in full.

Pork products hold steady. Not only are prices high but there is a scarcity of some commodities for hogs have been moving into market slowly, although the high prices are inducing a better movement. Present conditions would seem to indicate that the hogs are not in the country, although the opinion is expressed in some quarters that later on there will be an improvement in the situation. It is said that feed has been so high that hogs have not been fattened enough to market but as feed becomes more plentiful this will be overcome. At any rate hogs are now commanding a record figure.

MONTREAL.

PROVISIONS.—A general steadiness is the order of things in this market, all lines being in fair demand, cured and smoked meats being particularly in prominence. The demand for lard is just as heavy with prices unchanged. Fresh killed dressed hogs are also unchanged.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 16¼
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 [illegible]
Bone out, rolled, small, 9 to 12 lbs., per lb.		[illegible]
Breakfast bacon, English, boneless, per lb.		0 18
Windsor bacon, skinned, backs, per lb.		0 14½
Spiced roll bacon, boneless, short, per lb.		0 14½
Boiled ham, small, skinned, boneless		0 26
Hogs, live, per cwt.		8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 13¾
Cases, tins, each 10 lb., per lb.		0 14½
Cases, tins, each 5 lbs., per lb.		0 14¾
Cases, tins, each 3 lbs., per lb.		0 14¾
Pails, wood, 20 lbs. net, per lb.		0 14½
Pails, tin, 20 lbs. gross, per lb.		0 10
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 14¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¾
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		27 00
Bean pork		19 00
Canada short cut back pork, bbl., 45-55 pieces		27 00
Heavy short cut clear pork, bbl.		23 50
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14

BUTTER.—The strong feeling reported last week has been well maintained and prices are moving steadily upwards at country points, but it is a well-known fact that large stocks are held on spot, so that the situation is somewhat hard to explain. Consequently the local market is a ¼ cent up and has every sign of advancing still further.

Creamery blocks		0 29¾
Dairy tubs, lb.		0 26¼

EGGS.—A very firm feeling prevails in the market owing to good demand with supplies short. A strong business is passing, cold storage buyers being much in evidence and are evidently buying in future supplies.

New laid eggs, per doz.		0 34
Selects		0 31
No. 1's		0 28

POULTRY.—There is an improvement in the demand locally with prices same as last week. Turkeys are most asked for.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 22	0 24
Chickens, per lb.	0 18	0 22
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 25
Geese, per lb.		0 15

TORONTO.

PROVISIONS.—Scarcity of live hogs still continues an outstanding feature, resulting not only in high prices being asked for the porkers but also in short supplies in certain lines of provisions. For instance, stocks of long clear are extremely low. Some dealers note a shortage of backs. Breakfast bacon is becoming scarce also and is higher at 18½ to 19 cents. Some dealers think it may go higher. Long clear is quoted at 15 to 15½, an exceedingly high figure.

Lard is unchanged but steady. Besides scarcity of hogs, they have been running light thus injecting a stronger tone into lard market.

After a further move upward, hogs are back to the level of a week ago, supplies having increased towards end of last week.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 20	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces		0 10
Live hogs, local	9 00	9 10
Live hogs, at country points	8 60	8 70
Dressed hogs	12 25	13 00

BUTTER.—Local quotations on butter are unchanged and there cannot be said to be much change in general situation.

There is a considerable quantity of butter coming along now and there should be a good Fall make, which should cause a tendency to easiness unless some new conditions arise.

"There is lots of feed in the country this year," said one dealer this week, "and farmers have no reason to dry up or sell their cows, so that with an open Fall there should be a good flow of milk."

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—One feature in eggs this week is the smaller number of complaints heard from wholesalers regarding shrinkage in eggs. This weather is more favorable to the maintenance of their quality and this should improve as the Fall advances. "It's a good thing," said one wholesaler anent improvement in quality of eggs; "it was heart-breaking for a time."

Prices are unchanged but receipts are showing a certain falling off.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—Firmer feeling noted in cheese last week has developed into a quarter-cent advance. Montreal, however, reports a slight easing in general situation due to lull in export enquiry.

There is practically none of last year's cheese available now.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—There has been quite a heavy delivery of chickens, and as demand is slow, the Jewish trade being over, there is a tendency to easiness. "Prices on all poultry," said one dealer, "depend on whatever packers are willing to pay for stock to place in storage."

"We are quoting chickens at 13 cents, delivered here."

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 11	0 13
Spring ducks	0 10	0 12
Old fowl	0 10	0 12
Roosters	0 08	0 10
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—A good many dealers are giving some little special prominence to honey just now and are finding a fair volume of demand resulting. There is no change in prices, steadiness being maintained.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS.—Cured meats of all kinds are in demand and prices have advanced on all lines of bacon. Creamery butter is 2 cents higher and dairy is also on the up grade. Eggs and cheese are steady, and former are likely to go up in price steadily from now on.

Lard, tierces	....	0 14½
3 lb. tins, cases	....	9 25
5 lb. tins, cases	....	9 15
10 lb. tins, cases	....	9 10
20 lb. pails	....	3 00
50 lb. tubs	....	7 30
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 15
Short clear	....	0 15
Shoulders	....	0 15¼
Bacon	0 21	0 22
Cheese—		
Ontario large	....	0 16
Ontario twins	....	0 16¾
Manitoba large	....	0 16
Manitoba twins	....	0 15½
Butter—		
Creamery	0 30	0 32
Dairy	0 20	0 24
Eggs, fresh laid, Manitoba	0 25	0 26

Butter Market Continues Firm

Canadian Farmers Not Producing Enough—Lack of Surplus Cuts Off Exports—Western Canada a Big Buyer — Importations During Past Year From New Zealand and United States.

The high price of butter compared with former years continues to be a much discussed problem with the wholesale and retail trade.

Are there any chances of a decline? To answer such a question some close attention must be given to it, and even then there must be something of a doubt remaining.

In the report of J. A. Ruddick, chief dairy and cold storage commissioner for Canada for the year ending March 31st, 1912, some interesting material bearing on this subject is available.

In the course of his summary of the features of the year, he makes some interesting remarks on the subject of the home market.

Supply of Butter Lacking.

After noting that the unfavorable weather of 1911 caused a shortage of butter and cheese, Mr. Ruddick says:

"It became apparent early in the winter that the stock of stored butter in Canada, plus the winter production, would be available. As a result a large quantity of butter was imported, principally from New Zealand, the total quantity coming from that country to date (March 31) being 2,139,944 pounds.

"There has also been imported during the year 929,318 pounds from the United States."

In explanation of this, Mr. Ruddick says that the freight and duty (3c per pound) on freshly made butter from New Zealand, amounts to about the same as the cost of carrying Canadian butter from summer to March. Canada, he says, does not produce enough butter during winter for her current demands, and must either hold some summer butter in storage or import from the southern hemisphere.

"It is not unlikely," he says, "that the Pacific coast, at any rate, will continue for some years, as in the past, to secure too partial supplies from Australia."

Export Situation.

Dealing with the export market, he says: "Germany continues to grow in importance in the international trade in dairy produce, every year importing larger quantities of butter. It would appear that, on the whole, the world's consumption of dairy products is increasing rather faster than production and that reserve stocks are lighter at the present moment than they have been for many years.

"The outlook for dairying at present is exceedingly good, and there is every encouragement from the market point of view for Canadian farmers to increase their production."

Dealing with the home trade, Mr. Ruddick remarks that, while it is very large, it has not in the past attracted as much attention as its volume would warrant.

Demand From the West.

There is no doubt that the big demand from the West for Eastern butter has much to do with the firm prices. A few years ago we used to ship large quantities of butter to Great Britain, but now we need it all at home, and then can scarcely get sufficient to go round. The same applies to eggs, canned goods and other lines. The West is growing rapidly, and as there is little mixed farming done there, it is unlikely that we will see much lower prices on butter than those that prevailed during the past year. This year pasture has been particularly good, but in spite of this, prices have been more than maintained. While it may not be that butter prices will reach the same level as last winter, yet prices will undoubtedly be higher.

SCALES OUT OF ORDER.

The report of the commission appointed by the Minister of Agriculture to investigate the alleged shortage of cheese weights at the port of Montreal will show that the scales of all of these factories in Western Quebec and Eastern Ontario without a single exception were out of order and indicating inaccurate weights. This will explain the discrepancies alleged by the former in the weights at Montreal, and cuts in weights so frequently complained of by cheese makers and salesmen.

THINK IT OVER

You will realize that

LAWRASON'S SNOWFLAKE
Bath Powder and Watersoftner
(PERFUMED, ANTISEPTIC)

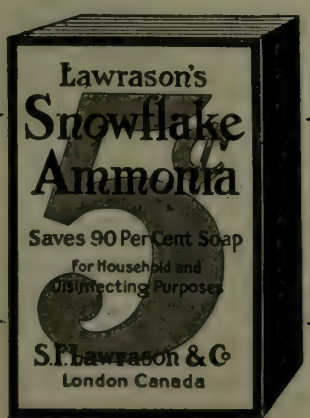
is a line that will add prestige to your store and a line that the public has long been looking for. It pays the dealer a good profit and is moderate priced to the consumer. Neatly packed in green and red lithographed tins, with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

equals in power any similar powder on the market selling for twice its price (5c). This statement is supported by a $500 guarantee.
This ammonia will save 90 per cent. soap, and is the best for all household and disinfecting purposes.
Fall Housecleaning will soon be in the air—this is the dealer's opportunity.

Write at Once.

S. F. Lawrason & Co.
LONDON, ONTARIO



Women Wouldn't Make Mincemeat

It is doubtful if women would go to the trouble of making their own mincemeat if they realized that

Shirriff's Mincemeat

tastes just like the finest home-made. It is prepared in spic-and-span kitchens from the finest ingredients. The fruit is carefully selected and the spices are of the highest grade. The price at which you are enabled to sell Shirriff's Mincemeat and clear a good margin of profit is low enough to make it a very attractive proposition to housewives.

Shirriff's Mincemeat is put up in 6, 12, 28 and 65 lb. wooden pails. How many pails shall we send you?

Imperial Extract Co.
Toronto

Makers of Shirriff's Extracts

No. 104

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case... 1 25
¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
In 10-box lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemis & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books .....each 0 04
100 books and over.each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz	0 90
Perfection, 5-lb. ins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2 doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy, chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛ and ¼-lb cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pgks., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb, tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case	
East of Fort William, Ont.	
Eagle Brand, each 4 doz.	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 90
Peerless Brand, "Small," each 4 doz.	2 80
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case).	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.	
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

PON-HONOR
GUNNS
FOOD PRODUCTS
GOVERNMENT INSPECTED

Gunns Quality
FRESH PORK SAUSAGE

The season suggests Gunn's tasty appetizing pork sausage and the placing of your standing order for Gunns quality.

"Not how cheap but how good"

GUNNS LIMITED
Pork and Beef Packers, Cotton Oil Refiners
WEST TORONTO, - - - ONTARIO
MONTREAL, QUEBEC, ST. JOHN, N.B.

Sausages

October marks the opening of the Season for Fresh Pork Sausages.

Nothing nicer, nothing quite so cheap.

Let us book your order for daily or weekly shipment.

MADE UNDER GOVERNMENT INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of
WETHEY'S
Condensed
Mince Meat
has been daily making friends for the past twenty-nine years.
WHAT ABOUT YOURSELF?
Are you one of its friends?
If not, now is the time to get acquainted
All Jobbers. 3 doz. to a case.
WRITE US
J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

T: F. COWARD.

a Avenue, Toronto.

...$1.50 per doz., net

ze .....$3.00 per doz., net

in 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

	Ontario Prices Per doz
MacLaren's Imperial—	
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

	Ontario prices per doz.
Individual (each 2 doz.) ..	1 60
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.) ...	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ...	3 00
5 oz. (all flavors) doz. ...	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	00
32 oz. (all flavors) doz. ...	00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case.....	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	10 50
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens, No. 3	9 25
Frs. Petit, ½ kilo, 100	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25

Tins—	Gall.
5 gals. 2s.	2 00
2 gals. 6s.	2 05
1 gal. 10s.	2 15
½ gal. 20s.	2 25
¼ gal. 20s.	2 40
⅛ gal. 48s 3d.	2 60

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12s. 2½ lb. bars, lb.	0 09
Case 25s, 11-lb. bars, lb	0 08
Case 50s, ¾ lb. bars, cs.	3 75
Case 200s. 7 oz., case....	7 50
Case 200s, 10 oz., case ..	12 00

"La Lune," 65 p.c. olive oil.

Case 12s. 2½ lb. bars, lb	0 08½
Case 50s. ¾ lb. bars, cs.	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 qts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts...	4 00
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK COMPANY.

Tierces, lb.	0 10½
Tubs, 60 lbs.	0 10¾
Pails, 20 lbs.	0 11
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to cs....	0 11½
Cases, 5 lbs., 12 to cs....	0 11⅜
Cases, 10 lbs., 6 to cs....	0 11¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)...	5.50	5.35
7 lb. tin (½ dz case)..	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)...	4.80	4.65
7 lb. tin (½ dz case)..	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz..	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special" per box	0 22
8-lb. box "Special," box..	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls. per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06

Globe Brand.

5-lb. box "Standard" box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose) per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight

Lemon contains 2 doz.....	1 80
Orange contains 2 doz....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen	2 50

Straight

Chocolate contains 2 doz..	2 50
Vanilla contains 2 dozen..	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 dozen...	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross. Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.

Criole soap, per gross $10 20	
Floriola soap, per gross..	12 00
Straw hat polish, per gr..	18 20

SNAP HAND CLEANER.

3 dozen to box .....$	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

HEINZ

Amongst the many good things that H. J. Heinz Company make, there is one that appeals especially to the appetite, and it's Tomato Soup. There's no mistake about this, for it has the true tomato flavor. The fresh packed stock is now ready for delivery at the following prices:

Heinz Tomato Soup,		**small**	**-**	**.95 doz.**
"	**"**	**medium**	**-**	**$1.35 "**
"	**"**	**large**	**-**	**$2.35 "**

MUSHROOMS

French Maiden Brand
Hotel quality and extra good - - - - - - 12¾

SARDINES

Domestic Pack of the best grade of fish, ¼s., 5 case lots - $2.85

BARBADOES SUGAR

Fine grainy quality particularly suited for baking and cooking purposes, put up in hundred pound cotton lined bags - 4¼c.

SALMON

Victor Brand Salmon is a winner all along the line, quality and price both very suitable for large consumption - - $2.40 doz.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1, white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss, 6-lb. draw lid boxes.....	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ..	07½
40 lbs., Benson's Enamel (cold water) per case ..	3 00
20 lbs. Benson's Enamel (cold water) per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons,boxes of 40 lbs	.06½
First Quality White Laundry—	
3 lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1 lb. fancy cartons, cases 30 lbs.	.07¾
6 lb. toy trunks, lock and key, 8 in case ..	.08¼
6 lb. toy drums, with drumsticks, 2 in case.	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts, boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts, boxes of 40 lbs	.07¾
"Crystal Maize" Corn Starch.	
1 lb. pkts., boxes 40 lbs..	.07¾
(20 lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1 lb., per case, $4; Ocean Baking Powder 3-oz. tins, 4 doz. per case, $1.60, 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs. at 15c per lb. Ocean blanc mange 48 3-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.	
Case of ½-lb., containing 120 packages, per box, $3.00.	
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.	

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP

2 lb. tins, 2 doz. in case..	2 55
5 lb. tins, 1 doz. in case ..	2 90
10 lb. tins, ½ doz. in case	2 80
20 lb. tins, ¼ doz. in case	2 75
Barrels, 700 lbs.	3½
Half Barrels, 350	3¾
Quarter Barrels, 175	4
Pails, 38½	$1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case..	2 90
5 lb. tins, 1 doz. in case..	3 25
10 lb. tins, ½ doz. in case	3 15
20 lb. tins, ¼ doz. in case	3 10
(5, 10 and 20 lb. tins have wire handles.)	

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case...	$3.50
5-lb. tins, 1 doz. in case ..	4.00
10-lb. tins, ½ doz. in case...	3.95
20-lb. tins, ¼ doz. in case...	3.90
(5, 10 and 20 lb. tins have wire handles.)	

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's—2 doz. to case, per doz.	93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails,5's, each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz...	$1 85
3's, 2 doz case, per doz .	1 95
5's, 1 doz. case, per doz. ..	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz..	1 60
3's, 2 doz. case, per doz...	2 35
5's, 1 doz. case, per doz...	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ..	$3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts. packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Dozen.
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch 6s ..	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s ...	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	60
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.36	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s ...	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s & 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s & 1s..	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½..	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only ..	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	23	.30
Black Label, 1-lb., retail at 25c		.20
Black Label, ½-lb. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c..		.30
Red Label, retail at 50c ...		.35
Brown Label, retail at 60c.		.42
Gold Label, retail at 80c...		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?———

We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays, 175
Shipping Office, - 79
Evaporator, - - 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

It affects your "pocket"

The Pocketbook is the Barometer of all successful business men—so the superior quality of

"St. Nicholas"

Lemons is the

"Something Different" that appeals to you, because it affects your Barometer.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Caramels

Dainty, creamy confections, popular with everybody, made from the finest sugar, pure butter, and milk.

"Health" Caramels, wrapped in 2 gross boxes. "Emerald" Almond Caramels, unwrapped, in 2 lb. boxes, at prices to tempt you. Send a trial order **now** to

HENRY THORNE & CO., Ltd.

The Cocoa Works

LEEDS, ENGLAND

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey

MONTREAL

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Long Island Native
OYSTERS

When you start oysters start with this well known brand, and you will be a permanent customer. Packed at the beds in 1, 3, and 5 gallon cans. Absolutely clean; large and delicious flavor.

Oyster Signs Supplied.

A full line of Fresh and Smoked Fish, Haddies, Fillets, Kippers, Bloaters, Codfish, etc.

WHITE & CO., LTD.

Wholesale suppliers to the trade in
FRUIT, FISH AND PRODUCE
TORONTO and HAMILTON

OYSTERS

We are again handling those celebrated Oysters put up by H. C. Rowe & Co., of New Haven. These oysters are always the same—large, fat, solid meats, with a most delicious flavor.

Handle Rowe's and watch your oyster trade increase.

We can also supply you with very attractive display cases.

Finnan Haddie and Ciscoes

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861
GUELPH and NORTH BAY

OUR ADVERTISING HELPS YOU TO SELL HEINZ FOODS

We are regularly telling your customers about our products through the most widely circulated magazines in the country. Just now we are running an extensive advertising campaign on

HEINZ BAKED BEANS

(The Oven-Baked Kind)

Get your share of this increased demand by keeping a stock of Heinz Beans constantly on hand.

H. J. HEINZ COMPANY

Eureka Canada's Sanitary Refrigerator

THE GREATEST
Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

"Live" Grocers

Who anticipate the wants of their customers

Are stocking the new food—

Post Tavern Special

The food itself is delicious, wholesome and richly nourishing.

It should appeal to grocers because it is backed by a heavy advertising campaign.

The profit to grocers is good.

The sale guaranteed.

Will you supply the demand for

Post Tavern Special

Postum Cereal Co., Ltd., Battle Creek, Mich.

A MODERN METHOD

NO WASTE SPACE—every inch of shelf room available where our system of PATENT ADJUSTABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of goods, from the most delicate to heavy merchandise. It is the modern method of store Shelving. Each shelf may be of a width and distance to accommodate the goods it carries.

NO OBSTRUCTIONS—EASILY ADJUSTED

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, - - OHIO.

How Are Your Biscuit Sales ?

Are you making all the money you should? Are you getting all the sales you should? If you are not, then let us help you—we will put your biscuit sales on a good footing.

Meadow Cream Sodas

are the line that will do the trick. They are so smooth, so light and crisp, and average about 50 to the pound. The people come back for more, and then for more again. Get in line with the aggressive ones. The profits are good.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

Our Premium Store No. 396 ST. PAUL ST., MONTREAL, CANADA

Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

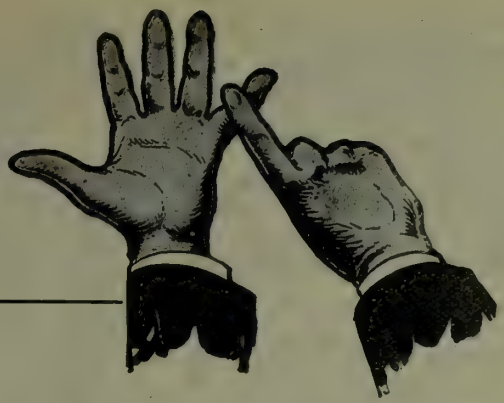
is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON

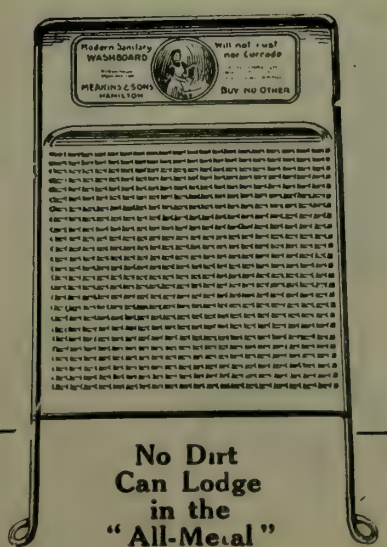


IMPORTANT FACTS

Every one a strong point why up-to-date dealers should handle MEAKINS' SANITARY WASHBOARDS:

1. They are made in one piece, all metal.
2. Do not rust or corrode.
3. Has no parts to get loose to scratch the hands.
4. It will many times outwear the old-fashioned wooden kinds.
5. Dirt has no place to lodge on the all-metal, therefore it is perfectly sanitary.

Meakins & Sons
Hamilton, - Ontario



No Dirt Can Lodge in the "All-Metal"

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

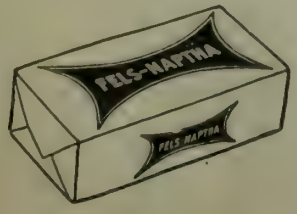
IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Premiums Won't Wash Clothes

and a poor soap, plus a premium, "won't wash" with women who are used to Fels-Naptha soap. Don't work in the wrong direction by booming a poor soap for any reason as long as there's Fels-Naptha for you to sell.



LEITCH ANCHOR BRAND OAK LAKE

This Checker is Crowned

In playing the game of Baking, your first move is good flour. **Anchor Brand Flour** has already been crowned, holds first position and works all ways. It will clear the board for you.

Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba. 19

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Shredded Wheat

and the process of manufacturing it are protected by many patents in this country and Europe. It is a "patented specialty." It is in a class by itself. It has no competitor among cereal "breakfast foods." Millions of dollars spent in advertising enables you to sell it for 13 cents a package, and when you sell it for 15 cents you are making a better profit than you can make on the ten-cent cereal foods. We stand behind you with a one-price-to-all policy —a fair deal for a fair dealer.

Shredded Wheat is packed in neat, substantial, wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c. each, thereby adding to his profits.

The Canadian Shredded Wheat Company, Ltd.

NIAGARA FALLS - ONTARIO

J 88

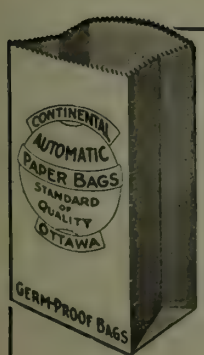
CENTURY SALT

Why Not Sell GOOD Salt? It Costs No More.

The crystals of CENTURY SALT are as pure as can be distilled. Every little detail in the processing of CENTURY SALT is superintended with great care, leaving no chance for impurities to get in the finished product. When CENTURY SALT reaches your customer, it is pure. We ship promptly.

THE DOMINION SALT Co LIMITED

SARNIA, ONT.



The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service. We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture. Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.

MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.

BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.

MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook !

Order from your jobber

CHURCH and DWIGHT

Limited

Manufacturers

MONTREAL

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George **Ontario**

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

CASTILE SOAP

FÉLIX EYDOUX
LA VIERGE

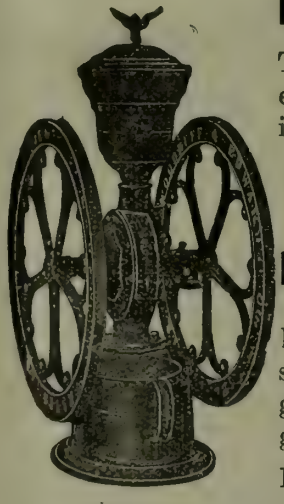
"LA VIERGE"
The Virgin Brand
EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA



BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
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REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

By Special royal permission

Sardines

Are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

Canadian Agents

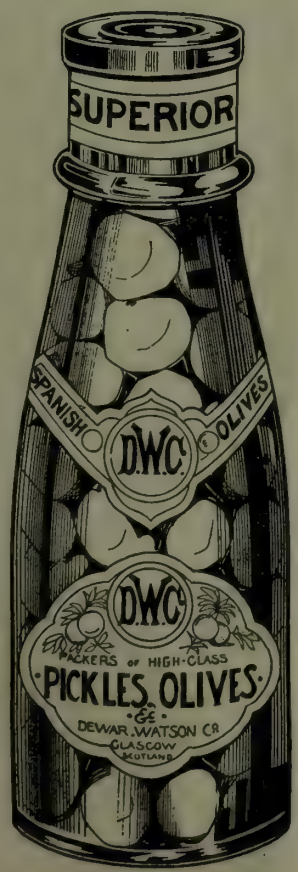
John W. Bickle & Greening
(J. A. HENDERSON)
HAMILTON, - - ONTARIO

A Genuine Trade Builder

Quality goods are the kind you have to handle if you wish to build up the best class trade.

D.W.C. OLIVES

are "quality" in every essential and will be found genuine trade - builders. They are made to sell at a price that will surprise you. Only the finest smooth skinned olives obtained from the best localities are used, while the packing of the olives is marked by exceptional care, skill and cleanliness.
They yield a good margin of profit.



ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

WE ARE BUSY

putting up an enormous pack of the popular Brunswick Brand of Sea Foods. The high quality and unvarying excellence have made for them a reputation among the buying public that serves to the best interest of the retailer who puts his selling powers behind the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., Limited
Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Laurentia Milk is a Necessity

for

BOTTLE-FED INFANTS	No Contagion.
YOUNG CHILDREN	No change in milk with
INVALIDS	each bottle.
EVERYONE WHERE A MILK DIET IS NECESSARY	Digestibility and hence the food value is far superior to any other milk.

EVERY ANXIOUS MOTHER
EVERY CAREFUL NURSE
EVERY PARTICULAR PHYSICIAN

Will find Laurentia Milk invaluable and far superior even to Certified Milk and all patent milk foods for particular cases.

DEALERS:—Get a stock at once; it's a family necessity.

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

Trade Mark of Quality

Everybody's Buying It—What?

Sweetheart Brand Pickling Spice

Our pickling spice has made a reputation for itself as being the finest on the market of Canada to-day.

A few specials for the pickling season are Turmeric, Curry Powder, Chillies, Peppers, Allspice, etc.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

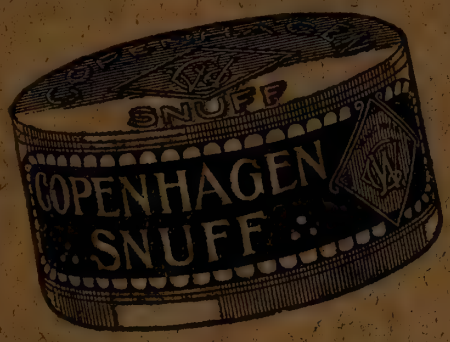
the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

Renew your stock of

COPENHAGEN

Chewing Snuff



We guarantee that COPENHAGEN SNUFF is now and always has been absolutely pure—it is tobacco in its purest form. That's why it has been so often imitated—but it was never equalled. It is made of the best, old, rich leaf tobacco.

COPENHAGEN CHEWING SNUFF is the world's best tobacco for chewing and snuffing.

If a dealer has any difficulty obtaining his supply of COPENHAGEN CHEWING SNUFF, we will help him if he will write us.

The National Snuff Co., Limited

Montreal, Canada

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

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Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec Winnipeg

WRITE ABOUT

Maple Sugar - - Chewing Tobacco
Master Mason - - Smoking Tobacco

Rose Quesnel Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIED ADVERTISING

FOR SALE

FOR SALE — GROCERY AND BUTCHER business combined. Person retiring, must be sold. Apply Box 448, Canadian Grocer

SIDE LINE WANTED

A REPRESENTATIVE OF ONE OF THE largest concerns in Canada is open to handle a good side line. I am in close touch with the Toronto grocery jobbers, and also have a salesman calling on the Ontario and city retail trade. Address Live Agent, care Canadian Grocer, Toronto.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

725,000 LIVE MERCHANTS USE NATIONAL Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Company, 285 Yonge St., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

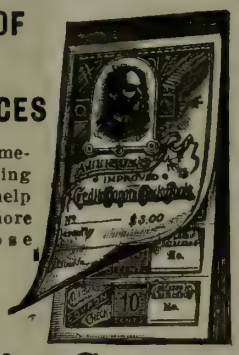
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada

MAKE USE OF MODERN CONVENIENCES

Let simplified methods of handling credit accounts help you to make more money and lose less.



Allison's Coupon Books

They make credit business practically same as cash.

Here's How They Work:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

Not a Substitute

MAPLEINE

Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.

Order of your jobber, or

Frederick E. Robson Co., 25 Front St. E., Toronto. Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WASH.

YOU ARE THE MAN

We Want To Talk To About

Ermaline Paper Cooking Bags

You think you can't sell them? Funny thing that others are selling them by the hundreds! Perhaps it's a case of "nothing attempted nothing done."

Now Listen:

Write us and we'll send you full set of bags with instructions. Let your wife use them and then—ORDER.

Edward Lloyd

LIMITED
MONTREAL

One FLAG
One NAVY
One SAUCE

HOLBROOKS

¶ If you have any call for a high grade Worcestershire Sauce, all you need is Holbrooks.

¶ It is made in the largest Worcestershire Sauce factory in the world and matured like old wine.

¶ Low priced, rank and tasteless Sauces may attract the cheap bargain-hunting trade, but is it worth while?

¶ It pays us to advertise it and it will pay you to push it. The margin s good.

HOLBROOKS LIMITED

of Birmingham, England

General Offices for Canada and U.S.A., - - TORONTO, ONT.

Manager, H. Gilbert Nobbs

Coming Out Oct. 11th

The Big Fall Campaign Number of

The Canadian Grocer

¶ It will be brim full of good practical ideas that you and your clerks can use to sell more goods between now and Christmas. Be on the lookout for it.

¶ The advertising section promises to be of more than usual interest. If you don't find it advertised in the Fall Campaign Number of The Grocer, the chances are that it isn't made. The fall offerings of the manufacturers and jobbers in this issue mean dollars in your pocket. Don't miss them.

Canada's Greatest Pickle Factory makes

STERLING
BRAND
PICKLES

The grocer with a determination to control the best trade of his town will choose pickles and relishes bearing the brand "Sterling."

These are the favorite pickles of the epicure and people who seek a relish that is knowingly appetizing.

Sold by all jobbers or order direct.

The T. A. Lytle Co. Ltd.
Sterling Road Toronto, Can.

NO PISTOL-LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO.
LIMITED
Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

EXIT Mr. ROACH

WHEN "Auto Roach" is used in a factory or in fact anywhere, every living insect becomes a dead issue.

No cockroach, bug or insect of any kind can thrive on "Auto Roach" treatment. We have rid many Montreal factories and can remove the insect nuisance from yours.

Let us try.

AUTO-ROACH KILLER CO.
MONTREAL
AGENTS WANTED

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.
Glasgow

WHY NOT

sell your customers Jams and Jellies that are richest in fruit, most delicious in flavor and fullest in quantity?

L. & B. BANNER BRAND JAMS AND JELLIES

contain all these good qualities—

THEY ARE SUPERB.

LINDNER & BENNER

291 ARTHUR ST., - Phone Park 2985 - TORONTO

REPRESENTATI ES:

Laing Brothers, Wholesale Grocers, Winnipeg, Manitoba

The Ames B. Gordon Co., Toronto, Ont.

We Want Your Orders

BUT

whether you give them to us or our neighbors, send them in some days ahead of your requirements, or

YOU WILL BE SORRY

For the

Freight Blockade Is In Sight

MATHEWSON'S SONS

MONTREAL

Dried Fruits

Here are some of the most attractive offerings ever made grocers in Canada, so do not delay ordering for one moment.

CLEANED CURRANTS.
36 1 lb. pkgs. to case.
Loose in 25 and 50 lb. boxes.

RAISINS.
Cleaned Sultanas.
In 1 lb. pkgs. Loose 25 and 50 lb. boxes.

MALAGA TABLE RAISINS.
Conqueror, Empress, Princess, Duchess, Countess.
In 1 lb. bundles, 5½ and 22 lb. boxes.

CALIFORNIA MUSCATEL RAISINS
3 and 4 crown in 50 lb. boxes.
Choice and fancy seeded in 12 and 16 oz. pkgs. Seedless in 12 oz. pkgs.

CALIFORNIA PRUNES.
25 lb. boxes. Size, 30-40 and 90-100.

GOLDEN DATES.
30 1 lb. pkgs. to case.
50 lb. boxes.

PEELS.
Lemon, Orange and Citron, in 7 lb. boxes.

EVAPORATED FRUITS.
Apples, Apricots, Pears, Peaches, etc., etc., in 25 lb. boxes.

FIGS.
Layer, in 12 oz., 16 oz., and 10 lbs.
"Gloves," "Umbrella" and Square Boxes.
Natural in bags.

WRITE, PHONE OR WIRE

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 568 St. Paul Street

Montreal

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This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

Some Talk About California Fruits, These Days!

WE OFFER FOR PROMPT DELIVERY

500 Boxes ARMSBY Santa Clara PRUNES, 100-over, 25 lbs.	$1.25	box
700 Boxes Griffin Fancy, 16 oz., Seeded, 36s	.07½	pack.
300 Boxes Eagle Malaga, 16 oz., Seeded, 36s	.07½	pack.
500 Boxes Oregon PRUNES, 40-50, 25 lbs.	2.15	box
100 Boxes Seedless Muscatels, RED CORD, 16 oz., 36s	.06	pack.

NEW GOODS IN STORE

NEW SPANISH ONIONS, IN CRATES.

NEW VALENCIA RAISINS, FINEST SELECTED AND 4 CROWN LAYERS.

NEW CANDIED PEELS, LEMON, ORANGE, CITRON, 7-LB. BOXES.

SULTANA RAISINS (Cleaned) 30 lb. boxes. 8c to 10c per lb.

What About Canned Goods?

We have the stock,
We have the assortment,
We deliver in full, ALWAYS.

HOW IS YOUR STOCK OF **GREENBANK'S GOODS?**
LYE, solid and powdered.
CHLORIDE OF LIME, bulk and tins.
Marvelite and Pearl Dust, for Linens, Woollens.

NEW NUTS WILL BE HIGH—SHORT CROP, BAD WEATHER.

Brazils, Sicily Filberts,
Tarragona Almonds, Grenoble Walnuts, Marbots.
We have them coming,
Get our prices,
At your disposal.

L. CHAPUT, FILS & CIE., Limitee

WHOLESALE GROCERS and IMPORTERS

TEAS, COFFEES, WINES AND LIQUORS

Established in 1842

MONTREAL

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE BISCUITS

So great is the demand for this new introduction that during the first three months the quantity sold amounted to over 83 million Biscuits.

See that "P.F." is on every Biscuit.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

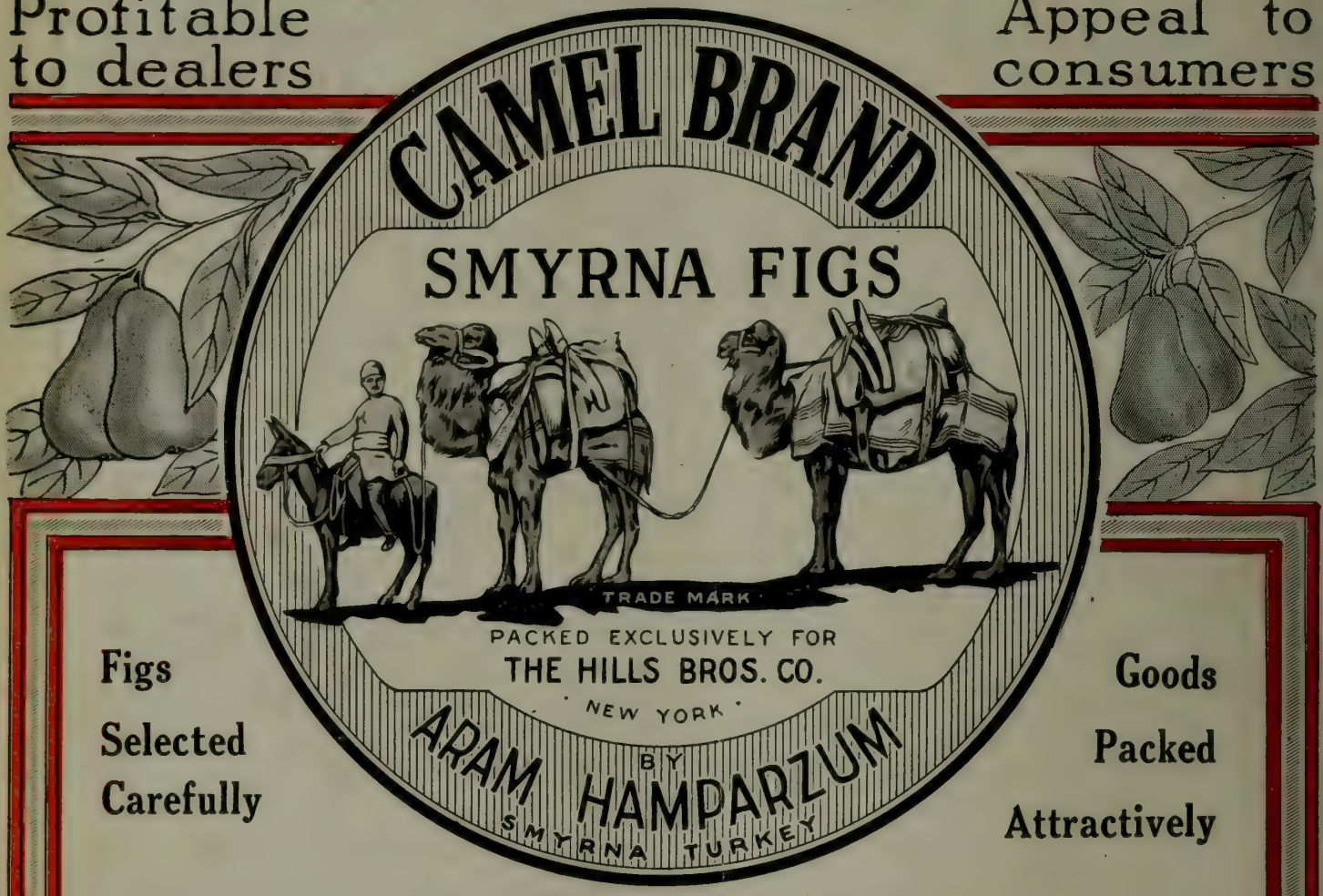
PEEK, FREAN & CO., Ltd., Biscuit Manufacturers

LONDON, ENGLAND

None Question Superiority

Profitable to dealers

Appeal to consumers



Figs Selected Carefully

Goods Packed Attractively

Camel Brand Figs are now recognized as standard for the finest quality in Smyrna figs. This superiority is admitted by the expert buyers of Europe and America after careful investigation and convincing tests.

The figs packed under Camel Brand are the pick of the crop. They are thin-skinned, rich in honey and come so packed that their delicious flavor is long retained.

Camel Brand is the *only one* packed by Aram Hamparzum, whose modern factories and carefully supervised workers guarantee the absolute cleanliness of the figs.

You are sure to find Camel Figs a good buy. If your jobber cannot supply you get in touch with the nearest of the following firms who are our Canadian representatives:—

MONTREAL, QUE.—W. C. Christmas.
TORONTO, ONT.—Eugene Moore.
WINNIPEG, MAN.—Escott & Harmer.
CALGARY, ALTA.—Gilbert F. Cardell.
ST. JOHN, N.B.—E. T. Sturdee.
LONDON, ONT.—Geo. H. Gillespie.
HAMILTON, ONT.—J. W. Bickle & Greening.

Sole Distributors for Canada and the United States:

THE HILLS BROTHERS CO.

NEW YORK CITY, U.S.A.

Packers of the popular "ROYAL EXCELSIOR" and "DROMEDARY" Package Dates

CANADIAN GROCER

FALL CAMPAIGN NUMBER
OCTOBER 11TH 1912
VOL 26 PUBLICATION OFFICE TORONTO N° 41

THE LAST TRIP OF THE SEASON

THE MACLEAN PUBLISHING COMPANY LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK CHICAGO LONDON ENG.

St. Lawrence Sugars

are to-day preferred by the majority of Merchants. This is the best recommendation as to quality.

Absolutely pure cane sugar---The safest sugar to sell for preserving.

—just COX'S

"BRITISH MADE"

The Standard Gelatine for nearly a Century

Instant Dessert

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert for the autumn luncheons.

Suggest this to your customers, for they will appreciate the absolute purity of Cox's and will be delighted with the delicious flavor.

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

COLMAN'S or KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it —and prove a steady source of profit to you.

The Demand is There—You Simply Have To Supply It.

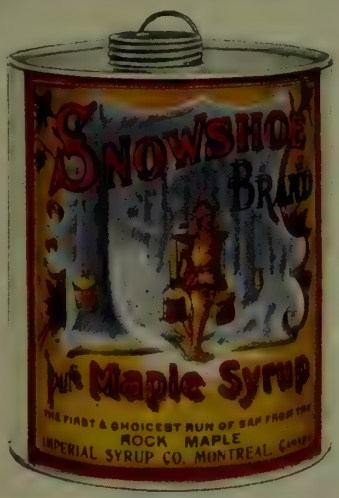
THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

SYRUPS THAT PAY

Ramsay's Choice Products of the Maple Tree and Sugar Cane

SNOWSHOE BRAND



Pure Maple Syrup

The first and choicest run of sap from Canada's famous Rock Maple Trees, put up in hermetically sealed cans, guaranteed pure, and will retain its fine quality and flavor.

IMPERIAL BRAND

Maple Syrup Compound

a product of pure maple and cane sugar, the standard from ocean to ocean. The quality is acknowledged, the superiority admitted and the purity is guaranteed.

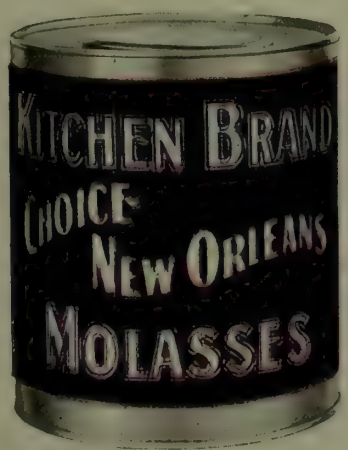
CABINET BRAND

Maple Compound Syrup

warranted to keep in any climate. Money refunded if not satisfactory. Absolutely contains no glucose, preservative or acid of any kind. Put up in hermetically sealed tins.

RAMSAY'S Superior Biscuits

have won a high place for themselves in the hearts of the best trade everywhere. Both the fancies and cream sodas are strictly high grade and are profit producers for the grocer. They satisfy all.



RAMSAY'S High-Grade Chocolates

As the holiday time draws near the retailer should see that his orders for chocolates are in good hands. Don't leave it until the last minute. Ramsay's chocolates are good sellers.

Kitchen Brand Molasses—Choice New Orleans

guaranteed pure Louisiana cane sugar product, and is absolutely the best on the market.

NOTE.—On the can containing our Kitchen Brand the label is being so closely imitated on account of our superior quality, that we notify the trade to be careful that they are not deceived, or become liable to us for deceiving our customers by handling the imitation.

Ramsay's Limited
Montreal

A high quality line that has won the favor of most dealers and consumers in Canada is the **UPTON** range of **Marmalades, Jams, Catsups,** etc. This season's pack is now ready for delivery and the dealer can do no greater justice to himself or his customers than to stock and recommend

UPTON'S

For a delightfully delicious table delicacy, produced from only finest selected fruits and pure sugar, Upton's products are unsurpassable. Extensive consumer advertising together with the "quality" of the goods are two big points that make sales---**UPTON** products are prominent on these points.

Order from your wholesaler or write direct.

The
T. UPTON COMPANY
LIMITED
Hamilton
Ontario

WHEAT

Is the Sign of Prosperity In the Canadian West

Mr. Manufacturer, if you are not already in this progressive field of activity and opportunity, now is the time to enter. Let us help you.

We are prepared to sell goods for direct shipment to the wholesale trade, or to carry stocks on consignment. Five large track warehouses right in the great distributing centres, and our efficient representation keeps your lines in constant touch with the trade. We have the knowledge of conditions, the experience, the facilities, the connection and the financial standing to handle successfully your particular line.

We have the confidence of a very large number of United States, European and Eastern Canadian manufacturers who have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Do not overlook this market—WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE: WINNIPEG, MAN.

Winnipeg Regina Saskatoon Edmonton Calgary

Mason & Hickey

MANUFACTURERS' AGENTS

WE ARE OPEN TO REPRESENT LINES THAT DO NOT COMPETE WITH THE FOLLOWING:

Dominion Sugar Company
Wallaceburg - - - - - Ont.
Granulated, Powdered, Icing and Paris Lumps

Borden Milk Co., Ltd.
Montreal - - - - - - Can.

Gorman, Eckert & Co.
London - - - - - - Ont.
The largest packers of Olives in the British Empire, Spices, Extracts, Etc.

E. D. Smith
Winona - - - - - - Ont.
Jams, Jellies, Catsup, Grape Juice, Raspberry Vinegar, Canned Goods.

Ingersoll Packing Co.
Ingersoll - - - - - - Ont.
Bacon, Backs, Hams, Cream Cheese and large Royal Oxfords.

MacFarlane, Lang & Co.
Glasgow - - - - - Scotland
Famous Scotch Biscuits and Cakes.

Wm. Rogers
Denia - - - - - - Spain
Packers of the famous Caraval brand of Valencia Raisins.

Foster, Holtermann & Co.
Brantford - - - - - - Ont.
Ontario Honey.

J. H. Wethey & Co.
St. Catharines - - - - - Ont.
Manufacturers of bulk and package Mince Meat.

Brantford Starch Co.
Brantford - - - - - - Ont.

Crescent Manufacturing Co.
Seattle - - - - - Washington
Mapleine Extracts.

Nicholson & Brock
Toronto - - - - - - Ont.
Bird Seed and Bird Gravel.

W. H. Dunn & Co.
Montreal - - - - - Quebec
Pyramid Fly Catchers.

Suchard's Cocoa
Neufchatel.

Geo. T. Mickle
Ridgetown - - - - - - Ont.
White Beans.

National Licorice Co.
Brooklyn, N.Y. - - Montreal, Que.

P. J. Shannon & Co.
Green Coffees.

Edwardsburg Starch Co.
Cardinal - - - - - - Ont.

Griffin & Skelley
Gold Bar Fruits.

Maples Limited
Toronto - - - - - - Ont.
Maple Sugar and Syrup.

Leas Limited
Simcoe - - - - - - Ont.
Pickles.

Mason & Hickey

Winnipeg Regina Saskatoon Calgary Edmonton

CONTINENTAL GERM-PROOF PAPER BAGS

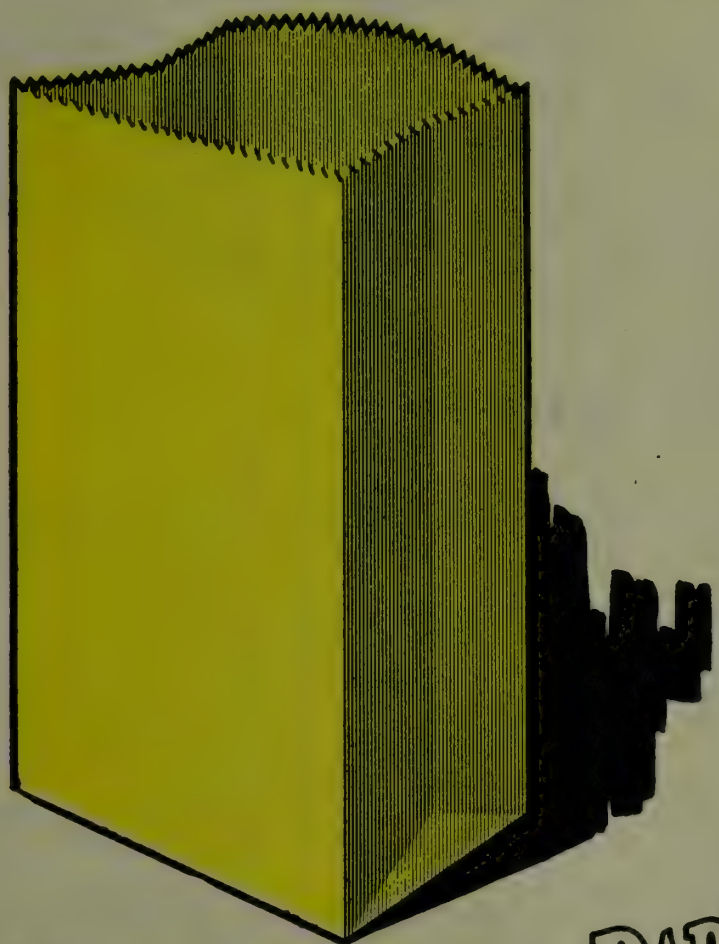
WITH AUTOMATIC OPENING REINFORCED SQUARE BOTTOMS WITHOUT EQUAL.

ONCE TRIED

You will use no others.

ONCE USED

You will try no others.



INSURES

Sanitary

Wrapping

of

Parcels.

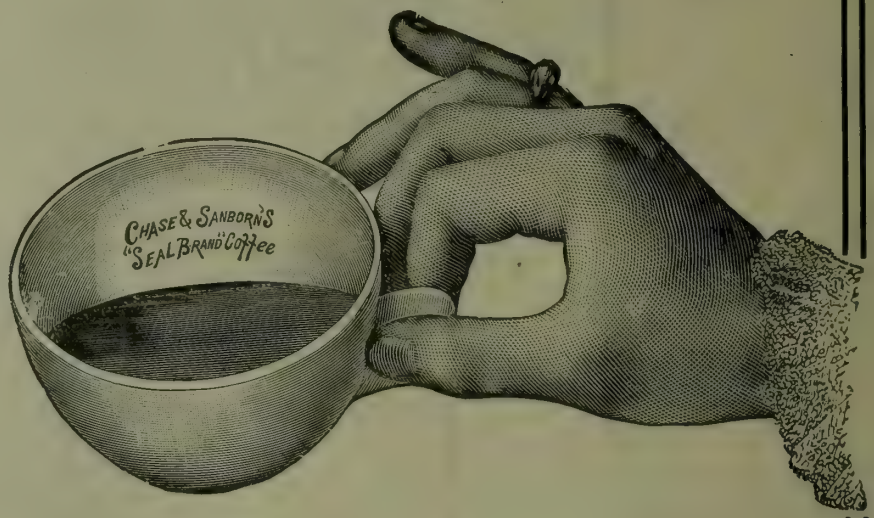
THE CONTINENTAL BAG & PAPER CO. LIMITED

OTTAWA SOLE MANUFACTURERS CANADA

Distributors:

ONTARIO—Victoria Paper & Twine Company, Limited, Toronto; The Davidson & Hay, Ltd., Toronto; Walter Woods & Co., Hamilton; The Young Co., Ltd., North Bay and Sudbury.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
BRITISH COLUMBIA—Smith, Davidson & Wright, Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., 427 St. James St., Montreal.

Coffee quality is measured in the cup



That's why—

SEAL BRAND always moves. That's why SEAL BRAND stock is always fresh. Once let a family try—it is ever after demanded.

The few people who do not know—are attracted by our strong advertising campaigns.

There's more than mere coffee profit in SEAL BRAND. It's a customer maker. Have you ever considered what is the value of a regular customer to your store?
No business is built on single sales. The goods that repeat, that have established a position by constant recommendation, are the customer-making goods.

When a customer buys coffee she hopes it will be as good as SEAL BRAND. So why not sell SEAL BRAND to her yourself?

CHASE & SANBORN

The High Grade Coffee House

MONTREAL

on Jams means purity

Highest in Government Test

E.D.S. BRAND JAMS & JELLIES

From the tree or bush to your customer's table the fruits that take the E.D.S. line, are delivered in absolute purity. This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible for their money.

E. D. S. Jams and Jellies have that delicious fresh-picked fruit flavor that even the expert housewife can't get in her preserves unless she picks the fruit herself and preserves it the same day.

We are introducing the E. D. S. Pork and Beans—the kind that is as pure and good as is its name (E. D. S.) in preservedom—Try a sample order.

Place your full and holiday orders early to be sure of prompt delivery.

Preserved Purity

E. D. SMITH, WINONA ONTARIO

All our products are grown on our own fruit farms at Winona

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

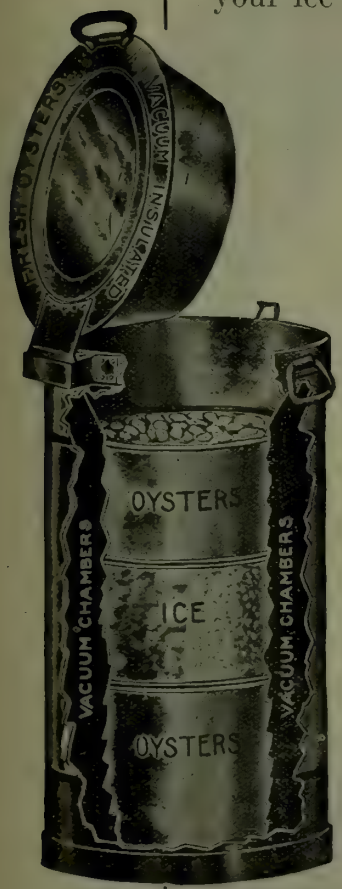
Show them quality plus modern package, and note the repeat orders.

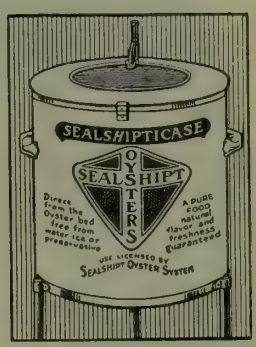
THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

The Proper Care of Oysters

There are many false ideas with reference to this subject. There is one thing the dealer should firmly establish in his mind that he does not require expert knowledge, and that he should not fuss with his oysters. All they want is to be left alone with lots of ice on them. There is absolutely nothing else you can do for them; never wash or put fresh water in them, neither should you put your ice among the oysters; keep them in a compartment package, preferably a Display Case, where ice and water will be separated from your oysters. Sell them as you receive them and get a price that will afford your doing so. When you add water to cheapen your oysters, you are short-changing both the customer and yourself. If it was a case where the water simply took up the space on so many oysters, it would not be so bad, but as soon as you put fresh water among your oysters you immediately depreciate materially every oyster the fresh water comes in contact with, so that what you give your customer is not as good; you have really not treated him as fairly as though you simply took a few oysters out of his pint or quart package. The dealers who are making money out of the oyster business to-day are those who are getting the price, and put the stock out the best they know how.





The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

We are the only exclusive oyster house in Canada. We devote our time and energy to the one thing we know best. If you desire information pertaining to the proper handling of oysters, forward us your enquiries. We will reply to the customers of our competitors with the same courtesy that we extend to our own patrons. We are anxious to have oysters properly handled and in this way increase their consumption.

CONNECTICUT OYSTER CO.

50 JARVIS STREET **TORONTO**

ESTABLISHED 1890

WILLIAM H. DUNN CO.

BROKERS AND COMMISSION MERCHANTS

396 ST. PAUL ST., MONTREAL

Branch:
27 Front St. East,
Toronto

Agencies at
Winnipeg, Calgary,
Vancouver

Our Facilities Are the Best

Our Salesmen Cover All Large Markets in Canada

REFERENCES:

A dozen manufacturers whom we have represented for ten to twenty-two years,
Also

The Merchants Bank of Canada,
Dun's and Bradstreet's Agencies.

We solicit only accounts of large and progressive manufacturers wanting live representation.

22 YEARS AT SAME ADDRESS

William H. Dunn Co.

Selling Representatives for

Borden Milk Co., Limited

At Montreal, Toronto, Vancouver

YOU NEED NOT HUNT FAR

for a real good coffee. **Reindeer Brand Coffee** can be had right from your jobber. You like a real good coffee, and so do your customers. Next time try a cup of

REINDEER BRAND COFFEE

the dainty, delicious and refreshing drink that is so easy to make. The coffee, milk and sugar are all combined ready for use—just add hot water. Can be used from the tin as required, after opened; it will keep. REINDEER COFFEE is just the thing for a hasty breakfast, a quick luncheon, or an outdoor meal—the camper and sportsman.

The coffee-drinking season is just opening — stock well and display REINDEER BRAND COFFEE.

Borden Milk Co.

LIMITED

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building
VANCOUVER

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

"Put It Where They'll See It"

and HOLLAND RUSK will sell itself. Women know that HOLLAND RUSK is delicious with jelly marmalade, poached egg, hot milk, cheese, berries, fresh or canned fruits, roast oysters—they know a hundred ways to eat it. They'll be glad to find it on your counter. Our advertising has made it so well known that it sells on sight. Once you start your customers using it you are sure of a steady, lively sale, because of the many ways it can be eaten. It's an all-year-round seller that's always turning into profit for the grocer.

HOLLAND RUSK CO.,

HOLLAND, MICHIGAN

H. P. PENNOCK & CO., Limited

WHOLESALE GROCERY BROKERS AND COMMISSION MERCHANTS

WINNIPEG

Windsor Salt,
Teas and Coffees,
Dried Fruits
Spices.

We Handle Only The Best

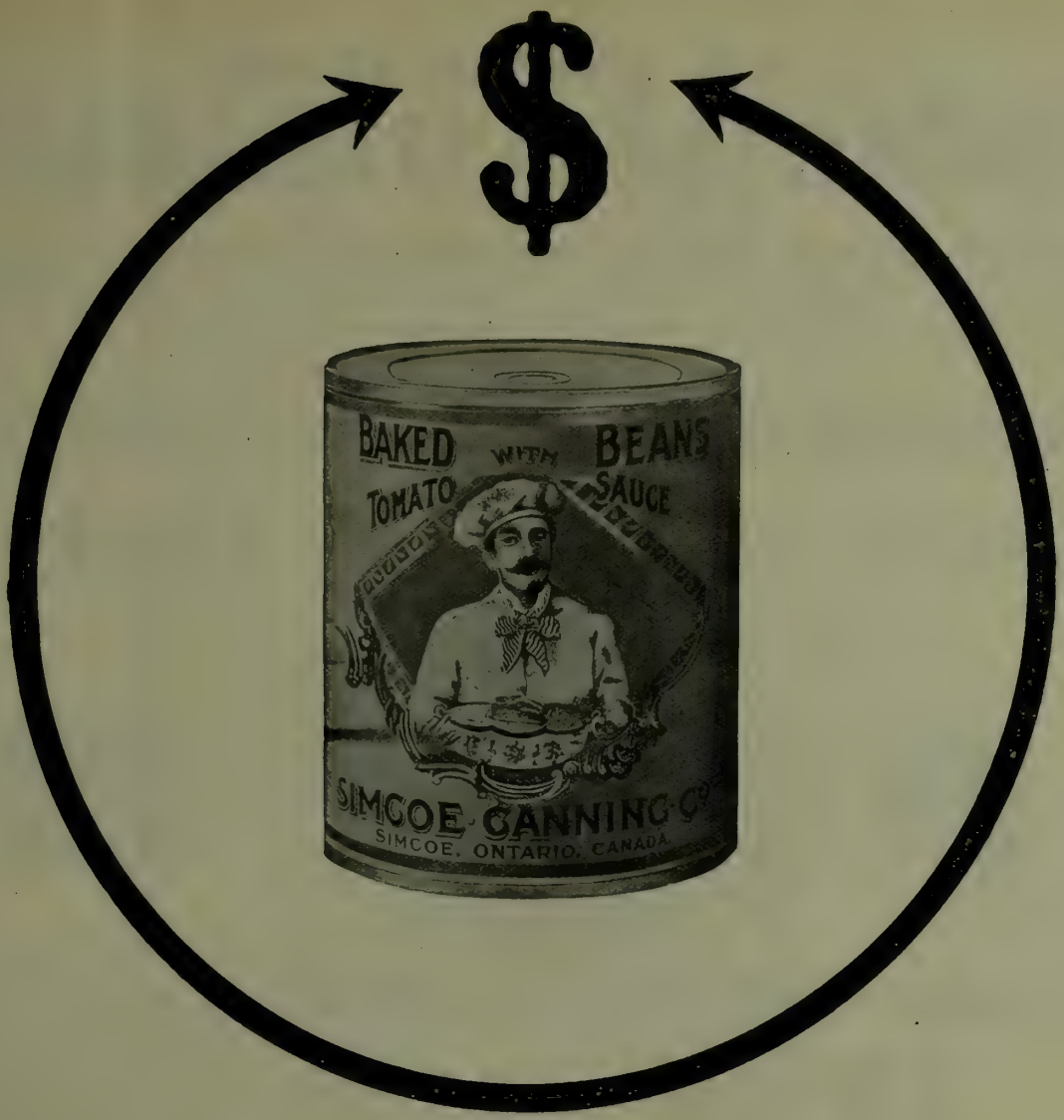
Molasses,
Salmon,
Herring,
Etc, Etc.

WHOLESALE TRADE VISITED TWICE DAILY

We Solicit Accounts of Large and Progressive Manufacturers Wanting Live Representation

Correspondence Solicited

OFFICES:
ALLAN KILLAM & McKAY BLDG.



"SIMCOE" BAKED BEANS

mean money in the bank for the grocer who sells and the customer who buys the big family cans of this healthful, nutritious and economical food. They weigh more than a 3s. flat can, and the quality is second to none.

Buy while the price is low. In plain, chili, or tomato sauce. All the up-to-date wholesalers stock them.

Order the next time the traveling man calls.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

L. & B. BANNER BRAND

JAMS AND JELLIES

will double your sales in a short time. They satisfy the customer because they have the rich flavor of the ripe luscious fruit fresh from the orchards. They satisfy the dealer because they increase sales and pay a good profit. Packed in 2, 5 and 7-lb. gold lacquered pails and 30-lb. wooden pails.

LINDNER & BENNER, 291 Arthur Street, **TORONTO**

REPRESENTATIVES:

Laing Brothers, Winnipeg
Escott & Harmer, Alberta

The Amos B. Gordon Co.,
Toronto

"I'SE IN TOWN HONEY"

Your jobber now has ready for immediate delivery a fresh new stock of

AUNT JEMIMA'S PANCAKE FLOUR

Your customers will be asking for Aunt Jemima's early this year. We have made preparations to move this famous flour off of your shelves livelier than ever before. Our advertising campaign, much larger than ever, will make a special feature of the

Popular Aunt Jemima Dolls Every child wants a set of Aunty, Uncle and the Pickaninnies—and every family likes the delicious griddle cakes, muffins and gems made from Aunt Jemima's Pancake Flour. Order early and your sales will jump.

Send for our Aunt Jemima Window Trim. Very effective and easy to put up.

A set of the funny Aunt Jemima Dolls will be mailed to any grocer who sends request on his business letter head.

THE DAVIS MILLING COMPANY, St. Joseph, Mo.

Lighten Freight Bills

REDUCE SHIPPING-ROOM LABOR AND EXPENSES

by using

Double-faced T&N Corrugated CELLULAR BOARD BOXES

The old-time wooden box to withstand heavy jolts, must of necessity be made of fairly thick material, which, of course, is quite heavy.

The new double-faced Corrugated Cellularboard box is just as strong or stronger, will withstand more abuse in shipping, even when filled with heavy materials. It takes up very little store room, and when needed can be ready at a moment's notice without expert labor. No nailing or wiring—just cement and a brush.

Thousands of manufacturers and shippers are using these boxes to-day, made to their own special requirements, at a great saving in cost, shipping room labor and expense in freight bills.

We make all kinds—double-faced corrugated cellularboard boxes, and can give you information which will knock a big slice off your shipping expense account and place it on the profit side.

Use the cheapest, safest and easiest way to ship your goods.

Write to us for railway regulations regarding shipping in double-faced corrugated boxes

We are thoroughly posted on the railway regulations regarding the use of double-faced corrugated cellularboard boxes for shipping, and will be pleased to send such information to you upon request.
Let us know the lines you ship, and the usual weight, and whether by express or freight.

WRITE TO-DAY.

The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS - - - - - CANADA

Factories: Brooklyn, N.Y. Boston, Mass. Brookville, Ind. London, Eng. Julich, Germany

CLIFF BRAND TABLE SALT

Is made from natural brine taken from the purest spring in the world, and manufactured by experts by a new process under perfect sanitary conditions, producing a refined table salt of a superior quality and soft, even cyrstals without grinding. It is guaranteed free from all injurious substance.

IN THE SANITARY CONTAINER

SAVES TROUBLE ALWAYS DRY and FLOWS FREELY from SHAKER

DOES NOT CAKE OR GET HARD, YOU CAN RELY ON IT

SHOWS A GOOD MARGIN OF PROFIT

ANY WAY YOU FIGURE IT

CLIFF BRAND SALT retails at **TEN CENTS,** while it costs you but one dollar fifty for a case of two dozen. No matter how you figure your profits it will show you an excellent margin. And then you will also gain in prestige by handling a salt of this quality. Ask your wholesaler or write direct to us.

TORONTO SALT WORKS

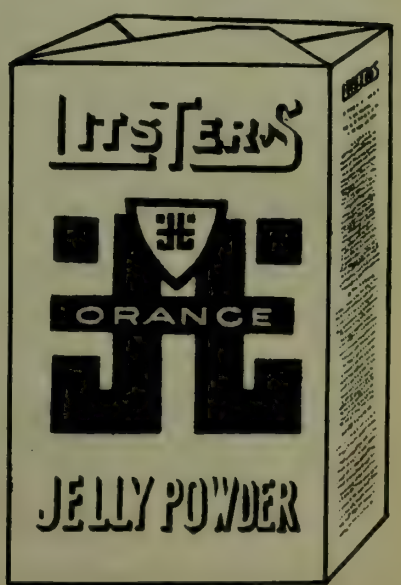
TORONTO, CANADA

LITSTER GOODS ARE PROFITABLE

They are not only quick-sellers but they give such satisfaction as brings your customers back for more. That makes the kind of permanent business every dealer is looking for. We have positively the most popular lines in

Litster's Jelly Powders
Litster's Salad Dressing
Litster's Half-minute Puddings
Litster's Flavoring Extracts

With nothing in sight to equal the Litster quality and value. We know the trade through and through in regard to its needs and are doing better than you expect with all our lines. The more you recommend Litster goods the more they will recommend you.



"Anything Litsters" is good

The Litster Pure Food Co., Limited
Toronto

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

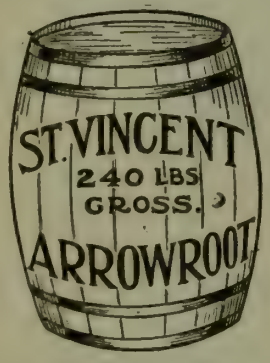
Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N

KINGSTOWN, ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington Street, Toronto. L. H. Millen, Hamilton, Canada

HUNTLEY & PALMERS, Ltd.

Biscuit and Cake Manufacturers

READING AND LONDON,
ENGLAND.

Are manufacturers of more than
Four hundred kinds of high-class Biscuits and Cakes.
Their products are guaranteed to be made of
the choicest materials only;
and if properly stored they retain their
high standard of excellence
for a considerable length of time.
The result is that all the World over
they are always increasing in favour and in demand.
They have received the highest awards
at all the principal International Exhibitions
of the last fifty years,
and they can be obtained
from all high-class Grocers and Storekeepers.

Amongst their most popular kinds are the following:

Breakfast---Unsweetened---Finest type of rusk ever made.
Shortcake.---Sweet, rich, and short eating
Sugar Wafers.---Light and delicate; for ices and dessert.

HUNTLEY & PALMERS, Ltd.

READING AND LONDON,
ENGLAND.

"PURITY"

MORE THAN A NAME

The Name of a Salt

What's in a name? You may say that there is absolutely nothing, and yet the original names of our ancestors had a direct bearing on some trait, some quality, or was in some way directly associated with the history of the person who bore it. In the case of salt, when we call our product "Purity," you and your customers at once associate it with a quality. We dare not mislead—"Purity" stands for

The Quality of a Salt

our salt — and time has proven this fact beyond a shadow of a doubt. There is more in this name than you may think, and if you are wise you will trade on the name "Purity" and

Advertise "Purity"

Advertise it because every time you sell "Purity Salt" you are sending out one of the best ads. for your store that is possible. Salt may be salt, but "Purity" is pure salt.

THE

WESTERN SALT CO.

LIMITED

Mooretown **Ontario**

This is The Only Genuine Bottle

We make no Private Brands.
Everything we put up is packed under Goodwillie's name ONLY.

PACKED BY

H. GOODWILLIE & SON

Welland, Ont.

Rose & Laflamme Limited

Agents

MONTREAL TORONTO

TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

Lovell's Bag and Packet Machinery Limited, London, Eng.

OVER FIFTY YEARS EXPERIENCE.
Deal With An Old Established Reliable Firm

CLUB HEALTH SALTS
CLUB JELLY POWDERS

Baking Powder
Cream Tartar
White Pepper
Black Pepper

Allspice
Nutmegs
Cloves
Gingers

FLAVORING EXTRACTS
ICING POWDER

We supply spices whole or ground.

We are manufacturers of CORKS and CAPSULES

A LASTING FOUNDATION

The man who started to build up trade on a foundation of quality is in business to-day, while the man who built on "any goods at all" has long since turned the key in the door. You can guess why.

S. H. EWING & SONS

MONTREAL TORONTO

Apple Products from 140,000 Trees

If all the apple trees on our exclusively owned and leased properties were placed in single line they would extend over 950 miles.
At Mimico, our model cider mill, vinegar factory and evaporating factory convert the apples by the most advanced processes under the personal direction of an expert.
Our exceptional facilities enable us to supply the trade with products of superior quality at prices independent of any trust or other financial combine.

APPLES: by the car load. Northern Spies, Ontario Greenings, Tolman Sweets, Baldwins, Russets, etc.

SUN GOLD CIDER: in casks. Sun Gold Cider is unfermented and free of alcohol. The best being made from Georgian Bay Northern Spies.

SUN GOLD VINEGAR: in kegs of convenient size. A pure cider vinegar that has no rival the world over.

EVAPORATED APPLES: Superior to the ordinary kind by reason of the flavor being preserved with the fruit.

We invite correspondence from Grocers regarding prices for the above named apple products

The National Land Fruit & Packing Company, Limited

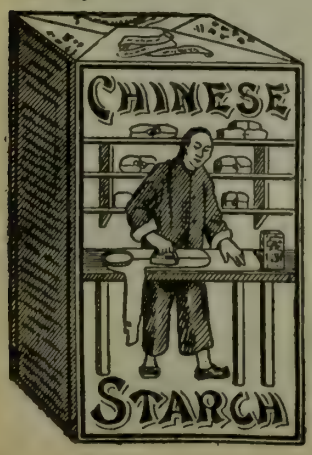
Offices: 37 Yonge St. TORONTO Sales Dept.: 1-3 Scott St.

Factory and Cider Mill: Mimico, Ontario

CHINESE STARCH

This is a line that has a well established place

in most homes. Some homes, however, have not as yet had it introduced to them, and it is to the dealer's advantage to enlighten the housewife. Chinese Starch is the best, the "quality" is unsurpassable, and the quantity is the fullest—full 16 oz. to the package. This is the line of starch you should feature.



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine **for you.**

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE ABOVE PHOTOGRAPH WAS TAKEN AT THE ROYAL AGRICULTURAL HALL, LONDON DURING THE GROCERS' & CONFECTIONERS' EXHIBITION, SEPT., 1912

WE ARE SPECIALISTS IN THE MANUFACTURE OF

"JELLYCONSERVE" — JAMS — MARMALADE

TABLE JELLIES, POTTED MEATS, XMAS PUDDINGS
AND MINCEMEAT, CONFECTIONERY, SOUPS,
LEMON CHEESE, PICKLES.

ALL OF WHICH ARE OF THE

HIGHEST POSSIBLE QUALITY

WRITE FOR FULL PARTICULARS **NOW** TO OUR SPECIAL REPRESENTATIVES

Mr. BERNARD PINK
c/o THE "CANADIAN GROCER"
E.T. BANK BUILDING, MONTREAL

EMERSON BAMFORD CO.
VANCOUVER, B. C.

OR DIRECT TO

E. & T. PINK, LIMITED, LONDON, ENGLAND

HUDON, HEBERT & CO., Ltd.

MONTREAL

(Established A.D. 1839)

Wholesale Grocers

and

Wine Merchants

AGENTS IN CANADA FOR

CHARTREUX MONKS	Tarragona	**GENUINE CHARTREUSE, GREEN and YELLOW.**
J. DE MULLER	Tarragona	**MASS WINES and other Tarragona Wines.**
ARCHAMBEAUD FRERES	Bordeaux	**Jockey Club Brandies. Diamant and White Ball Rums**
BOUTELLEAU & CO.	Barbezieux	**Cognac Brandies.**
NUYENS & CO.	Bordeaux	**French Liqueurs and Cordials.**
La Cie Des GRANDES SOURCES MINERALES FRANCAISES	Vichy	**VICHY-GENEREUSE.**
VIOLET FRERES	Thuir	**Byrrh Wine and other Fancy Wines.**
WYNAND FOCKINK	Amsterdam	**Holland Gin.**
WRIGHT & GREIG, LTD.	Glasgow	**Roderick Dhu, Premier & Grand Liqueur Scotch Whiskies.**
TALBOT FRERES	Bordeaux	**Alimentary Pastes, Olives, Olive Oils, Peas, Mushrooms, etc., etc.**
MIRAND & COURTINE	Maisons-Alfort	**Alimentary Pastes.**

The Foremost

Brand of Canned Goods

GAZELLE

Has never failed to satisfy even the most fastidious.

HUDON, HEBERT & CO. Ltd.

Wholesale Grocers and Wine Merchants

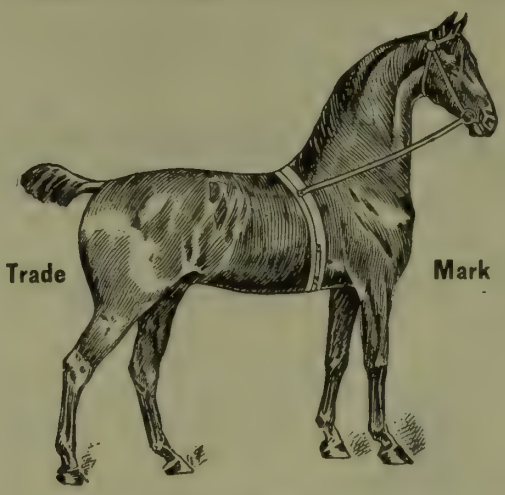
(Established A.D. 1839)

The Most Liberally Managed Firm In Canada

Satisfaction or your money back

ATTRACT THE COUNTRY TRADE

QUINQUINOL
Canada's A 1
Stock Food



QUINQUINOL
Canada's A 1
Stock Food

A Genuine Proposition

ONLY ONE DEALER IN EACH TOWN will be sold QUINQUINOL, and we will help you sell it thus.

You will be given one dozen gallon tins free to distribute amongst customers for trial.

Every tin carries a money-back guarantee. If after being used according to directions there is cause for complaint, refund purchaser and write for credit slip.

For orders placed now for one gross or more we will allow six months' credit, and give a free dozen, as stated above, with each gross.

IF BEFORE 30 DAYS YOU CAN POINT OUT ANY DEFECT IN THE GOODS, ADVISE US, AND WE WILL TAKE THEM BACK AT OUR OWN EXPENSE.

Why You Should Stock Quinquinol

1. It has the recommendation of the Minister of Agriculture.
2. Has been awarded three of the highest diplomas obtainable.
3. Is packed in tins, not cartons, and is free from loss by vermin or moisture.
4. Tins attractively lithographed in two colors are an ornament in the store.
5. Strangers will come for QUINQUINOL who have never called for anything else.

$4 per doz, gal. tins **Retails at $6 per doz.**

DO YOU WANT TO HAVE EXCLUSIVE CONTROL OF QUINQUINOL IN YOUR TOWN? YOU CANNOT LOSE ON THIS PROPOSITION. SO STRIKE WHILE THE IRON IS HOT.

Quinquinol Stock Food Company

69 St. Timothy St.
MONTREAL

50% Profit

50% Profit

SOMETHING for NOTHING

The above may sound strange, nevertheless, it's true. We intend giving every householder a large sample tin of ANTI-DUST, just what every householder likes, something for nothing. But, Mr. Grocer, just imagine what a demand this will create for you, without much effort on your part. All you require to do is to see you have it on hand to supply the demand, and remember, ANTI-DUST will do all it claims to do.

Absorbs the Dust.
Exterminates Moths and Insects.
Kills Germs.
And leaves a clean, healthy, pleasant and refreshing odor.

Light in weight.
Easy to brush.
Does not cling to the carpets or floors, and above all, shows a good profit.

Packed in Crates, 3 doz. 15 cent size.
2 doz. 35 cent size.
In Bulk, 100 lb. Drums.

Send for samples. Order from your jobber, or write for particulars to the agents

---

MACLAREN IMPERIAL CHEESE CO., Limited

Offices: TORONTO MONTREAL CALGARY DETROIT, Mich.

Factories: WOODSTOCK WELLESLEY BANCROFT, MICH.

Supply your customers with red-ripe cranberries the year 'round by handling

MAKEPEACE EVAPORATED CRANBERRIES

FLAVOR superior to fresh fruit, because only perfect vine ripened red fruit is used by us. By our process all the delicious flavor of fresh, red-ripe berries is retained.

ECONOMICAL. No waste for the dealer or consumer. One package has cooking value of one quart fresh cranberries.

CONVENIENT. Unaffected by freezing. May be handled safely in all seasons. Soak in water 1½ hours and use as fresh fruit.

GOOD PROFIT. Three dozen cartons per case, $3.50. Retails at 15 cents per carton or two for 25 cents.

Order from your jobber, or write nearest broker who will tell you where they may be secured.

Calgary
PLUNKETT & SAVAGE
ALBERTA BROKERAGE CO.

Halifax
JOHN TOBIN & CO.

Montreal
ROSE & LaFLAMME

St. John, N. B.
H. W. COLE, LTD.

Sidney, N. S.
WOOD & McCONNELL LTD.

Toronto
EBY, BLAIN CO., LTD.
WHITE & CO.
W. B. STRINGER, Broker

Vancouver
RAINSFORD & CO.
F. R. STEWART & CO.
HAMILL BROS., Brokers

Winnipeg
ROGERS FRUIT CO.
BRIGHT, EMERY CO.

The Nip That Tickles The Palate

THE "MEADOW-SWEET" NIP

Makes the Muscle
Makes the Man

The Package That Catches The Eye And Corrals The Nimble Coin

You are to-day, no doubt, handling different kinds of cheese, put up in as many different forms and of as many different qualities, some good and some no good. But have you ever tried **"Meadow-sweet"**—the cheese that has a flavor all its own—a peculiarly nippy and appetizing flavor that the cheese cranks like? "Meadow-sweet" is put up in a dainty package that adds attractiveness to your store and sells the cheese, adding dollars to your weekly sales.

"This is highly nutritive and palatable cheese."
MILTON HERSEY CO., Limited.
(Signed) Milton L. Hersey.

Analysis of Report.

We have very carefully analysed and examined the samples of Meadow-sweet Cheese and we find them to be pure and to contain large proportions of muscle and heat forming constituents, easy of digestion. The cheese is very nutritious and valuable as a food.

(Signed) A. NORMAN TATE & CO.,
Analytic and Consulting Chemists.

LIVE AGENTS WANTED

MEADOW-SWEET CHEESE

29 and 31 William Street, Montreal

Make Your Candy Department Pay Well

DIAMOND

DIAMOND

DIAMOND BRAND CONFECTIONERY

NO CHARGE FOR PAILS
8 ½-Gross Boxes—1 Case

Christmas time, with its tremendous candy demand, will soon be peeping over the horizon. It is the candy man's harvest, and if you have a candy department in your store, no matter how small, make it pay by stocking Diamond Brand.

The "Mikado Mix"

is a winner—put up in pails with dainty packing which attracts the attention of old and young. A superb mixture, free from sugaring, well mixed—jellies, creams, mints, fancy rocks, gum drops, etc., in thirty-two pound pails, cost 8½c. a pound.

You can make from 70 to 80 per cent. clear profit on Diamond Confectionery and yet give your customers goods absolutely pure and delicious. Prepare now for the Fall and Christmas candy trade. Send to your jobber or write direct to us.

Crystalized Maple Gems

have proven their popularity with the trade. This is a dainty, toothsome confection, flavored with real sap. Packed in eighteen pound pails, price per pail, $2.70. Cut out trial order below and mail to us.

For real profit, clip this out and mail to-day.

.....1912

Messrs. Sugars and Canners, Limited
Montreal, Que.

Please Ship at once :—

1 pail Nutty Creams, 17 lbs.	$2.40
1 pail Maple Cream Hearts	2.40
1 pail Crystalized Maple Gems	2.70
1 pail Mint Buttons, 17 lbs.	2.20
8 1/2-gross boxes, Gross Goods, new lines	4.00
1 pail Victoria Chocolate Drops, 32 lbs.	4.16
1 pail Minto Mix, 32 lbs., Jellies and Creams	2.72
1 pail Mikado Mix, 32 lbs.	2.72

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NUTTY CREAMS

Rich, pure and delicious, perfectly fresh. Put up in seventeen pound pails, cost you $2.40 a pail, and sells at 25c. a pound, which means a net profit of over 70%. Worth while, isn't it?

MAPLE HEARTS

Something everybody likes, most people rave over them. Try a pail of these to-day. Cost $2.40 for eighteen pounds, and sell at 25c. a pound, which means a profit of over 80%. Can't go wrong with these.

THE OLD-FASHIONED

After all, what is nicer than the good, old-fashioned chocolates, cheap, pure and wholesome.

CHOCOLATES, They're Good

Your wholesaler can send our price list; if not, write direct. There's a good profit in these.

MAPLE SYRUP

We make all kinds of maple specialties. Silver Sheaf Brand, Diamond Brand, Shanty Brand Syrups give perfect satisfaction.

MAPLE SUGAR

Our own original **Twin Block Maple Sugar** is of proven value. Try our Maple Sugars. Your wholesaler will book your order.

Sugars and Canners, Limited

MONTREAL

You Should Never Be Without It

Reproduction of 8 Page Poster

The best 5c. line with an extra good margin of profit.

HANDLED BY EVERY WHOLESALER

The Richards Pure Soap Company, Ltd.

WOODSTOCK - - ONTARIO

Put Lots of Snap Into Your Business

The Hand-cleaner That Made Clean Hands Possible

What a field there is for such a cleansing preparation as SNAP. Everybody from the two year old who upsets the shoe polish on her hands to the father who earns a livelihood for his family by hard manual labor, from the romping boy to the thrifty housewife---they all require SNAP HAND CLEANER every-day. The more you stock it, the more you will sell. Show it on your counter, show it in your windows, get your patrons all using it, and you will find it an endless chain for sales and profit. We will mail a useful souvenir to any dealer sending us his name and address plainly written on a postal card.

SNAP COMPANY, LIMITED

MONTREAL, -:- CANADA

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham,
St. Lawrence,
Canada,
Ivory Gloss and
Akron Starch
also
Bee Hive Corn Syrup

Their warehouses at

FORT WILLIAM
WINNIPEG
REGINA
MOOSE JAW
SASKATOON
CALGARY
EDMONTON

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

"From the Great Lakes to the Rockies,"

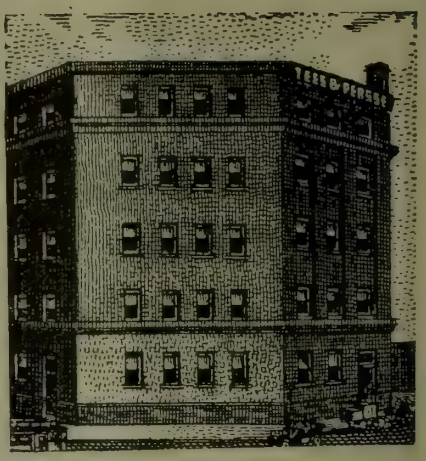
and all jobbers are canvassed daily.

St. Lawrence Starch Co.,
Limited
PORT CREDIT, ONTARIO

AGENCIES SOLICITED
Address

TEES & PERSSE, LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

BIG BUSINESS AWAITS YOU!

"Last year, from April to August 1, the figures for immigrants were 182,799; this year for the same time the figures are 209,640, an increase of 15 per cent. Of this number, 143,742 entered Canada through the ocean ports this year, against 127,925 last year. From the United States during the same months last year, 54,814 came in and the record for this year shows an increase of 14 per cent., 65,907. The proportion of United States settlers is less this year than last on account of the increased British immigration."—Winnipeg Telegram.

98 per cent. of these immigrants came to Western Canada.

To supply these people 400 Grocery stores, besides general stores, have been opened in Western Canada this year.

Does it not sound reasonable that there is, therefore, a big field for your goods, if they have merit?

If so, communicate with us and we shall be pleased to place our experience and staff of salesmen at your disposal.

Watson & Truesdale

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG -:- CANADA

DON'T TURN YOUR BACK

on the trade and possibilities in Newfoundland for your particular line of goods, Mr. Manufacturer. Do you not realize the opportunity there is for establishing a paying trade here?

Get reliable representation, a wide-awake, aggressive firm that will produce results, and put your product in the limelight. Years of experience in this province of opportunity and our exceptional facilities for introducing your goods, make us your logical representatives.

Mr. Manufacturer: "The Field is Yours," will you let us do the ploughing, seeding and harvesting for the line you would like to introduce?

Only firms of the highest standing represented.

T. A. MACNAB & COMPANY

Manufacturers' Agents, Commission Merchants, Importers and Exporters

ST. JOHN'S, - NEWFOUNDLAND

OFFICE AND SAMPLE ROOMS: CABOT BUILDINGS
CABLE ADDRESS: "MACNAB," ST. JOHN'S.
CODES USED: A. B. C. 4th and 5th EDITIONS AND PRIVATE. WAREHOUSE: TESSIER'S WHARF.

FOR OVER THIRTY YEARS OUR

Feed
Cornmeal
Pure Barley
Oats and Corn

has been the standard.

We control

ROYAL GOLD FLOUR

for the Town of Truro, and specialize on

GOLD DUST CORNMEAL

Write for Prices

Most liberally handled flour and feed house in the province.

C. B. McMullen, Proprietor of the **Victoria Mills**
TRURO : : NOVA SCOTIA

COOK'S FRIEND BAKING POWDER

OVER FIFTY YEARS A LEADER

Cannot Be Made Purer.

In fact, purer than the law demands. Was on the market before the pure food laws existed.

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

No Alum. Never Was.

Better than any imported powder at double the price.

THE POWDER WITH A PEDIGREE

Ask Your Jobber To-day

W. D. McLAREN, LIMITED, MONTREAL

Established Almost Eighty Years

SWIFTEST SHIPPERS

The fact that we have been identified with the grocery business since 1834 offers sufficient proof of our ability to serve you and serve you well. By entrusting us with some of your business, in fact all of it, because we can supply you with anything (except liquors and tobacco), you may count on a square deal.

Quaker Canned Goods

If you want to learn what really first class canned goods and vegetables are like, secure a stock of these QUAKER goods, original pack.

Quaker Brand Salmon

We are proprietors of this new and extra fancy salmon, put up in tall and flat tins. We claim QUAKER BRAND salmon to be superior to any fish ever offered to grocers in Canada. Sample it and you will appreciate it.

Quaker Baking Powder

We are makers of this line. None better obtainable. Positively No Alum.

Quaker Soap

A hundred bars in each box of pure soap, no prizes, no fakes. Just soap, as pure as pure soap can be.

Peacock Pickles

We are also proprietors of this high class line of pickles, the sales of which have been enormous during the present season. For high class trade, this is the line.

A CARD WILL BRING A TRAVELLER. P.O. Box 1570

MATHEWSON'S SONS - Montreal

Three Long Distance Telephones

Quality in Can and Content

Sanitary Can Company, Limited

Niagara Falls, Ontario

MILLIONS SOLD

IN EIGHT SHORT MONTHS PROVE THAT

WHITE SWAN YEAST CAKES

GIVE BEST RESULTS

AND THAT HOUSEWIVES EVERYWHERE HAVE BEEN EAGER TO PROCURE SOMETHING BETTER THAN WAS OBTAINABLE BEFORE THIS BRAND WAS PLACED ON THE MARKET.

ASK YOUR WHOLESALER FOR THEM

IN ANY PART OF CANADA OR NEWFOUNDLAND

Investigate The Merits Of

DUERR'S

VACUUM-BOTTLED JAMS

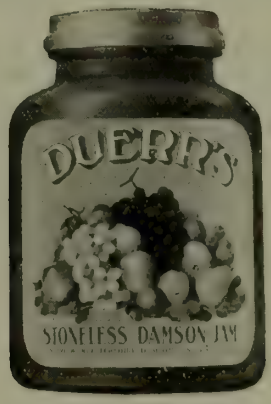
"The Pure Jam With The Fresh Fruit Flavor"

The New Process Jam which has proved an instantaneous success wherever introduced.

Packed in the neatest and most attractively labelled bottle on the market.

Made by the famous jam Specialists.

F. DUERR & SONS, First British Vacuum Jam Factory, Old Trafford, Manchester, England.



Stocks carried by:

Messrs. Leeson, Dickie & Gross, Vancouver.
A. & W. Smith & Co., Halifax and Sydney, Nova Scotia.
H. W. Cole, Ltd., St. John, New Brunswick.

Sole Canadian Agents:

MACLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO - CALGARY - MONTREAL

A Quality Trio

Quality is the keynote of the Shirriff Products illustrated above. They are pure. The ingredients are the finest procurable. They are skillfully made. They are fully deserving of the high reputation they enjoy.

Shirriff's

True Vanilla

Shirriff's is named True Vanilla, because it is the REAL extract of Mexican Vanilla beans. Your customers will be glad to use it if you tell them about it. It is far superior in delicacy and bouquet to chemical imitations. And it goes farther, too.

Scotch Marmalade

A pure food product of the highest class. Made from selected Seville oranges and high-grade granulated sugar. It has the real, delicious tang so delightful to the palate. A quick seller, and a big seller.

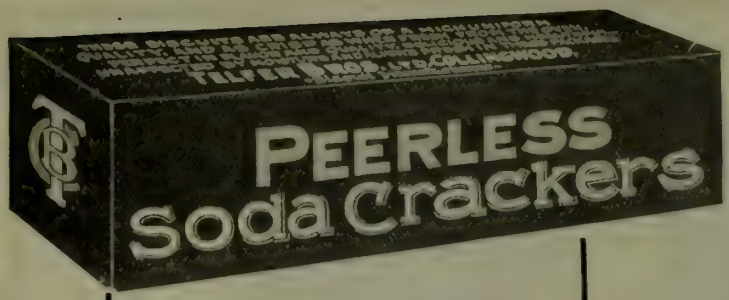
Jelly Powder

Shirriff's Jelly Powders are greatly favored by particular housewives, because of the deliciousness of the true fruit flavors of Lemon, Orange, Pineapple, Raspberry, Strawberry, Wild Cherry and others. Certainly a good line for the grocer to handle.

Imperial Extract Co., Toronto

8, 10, 12 MATILDA STREET

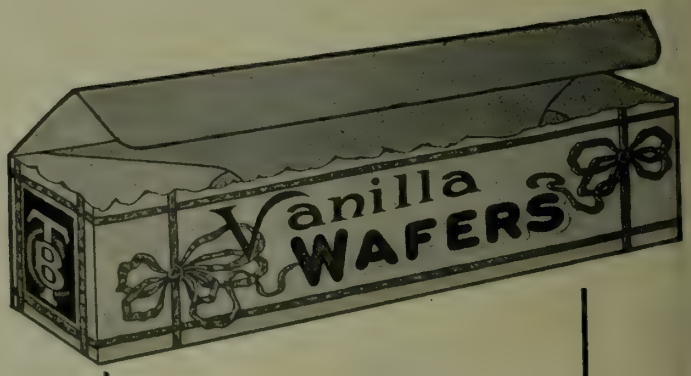
A Few Of Telfer's Lines



If your customers are cracker cranks you can please them with Telfer's Peerless Soda Crackers or Cream Sodas. They are always fresh, crisp and creamy.

What can be more in demand than these healthful crackers—Telfer's Oatmeal crackers are prime favorites around the home both with the children and grown-ups.

A particularly pleasing wafer when used with boullion cups or soups. It fills the demand for a light lunch wafer—cheese and wafers.



The Telfer Vanilla Wafers are satisfying and delightfully pleasing to the most delicate palate. They are dainty, yet quite inexpensive.

An exceedingly wholesome and nutritious food is embodied in the Telfer Graham Wafers. They are thin, crisp and very palatable.

Push Telfer's Fancy Biscuits For Your Own Profit

Write For Prices

Telfer Bros., Limited, Collingwood, Ont.

Branches: TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM

CABLE ADDRESS: FISCHANDO, LONDON
CODES USED: LIEBERS, A.B.C. IV. V., A. 1

Edwin Fischel & Co.

11, Rood Lane, London, England.

RAW COCOA BEANS

COCOA BUTTER

SPECIALISTS IN HIGH GRADE COCOAS

ARRIBA, CEYLON, CARACAS, PARA AND BRADNA

L. H. Dear,
(COCOA DEPARTMENT)

Edwin Fischel & Co.,
11 Rood Lane,
London, E.C.

ASSORTED CARLOADS

AGENTS:

W. G. PATRICK & CO.

77 YORK STREET,

TORONTO, ONT.

HIGH ABOVE ALL OTHERS

BRAND'S A.1. SAUCE

has long held and continues to hold its high position, attained by its unvarying quality and deliciousness. It has been the table delight of thousands for over a century, and continues to give its delightfully appetizing zest to the plainest fare to both old and new admirers.

Brand's A. 1. Sauce and invalid specialties were granted the highest possible award — THE GRAND PRIX — at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

It pays a good profit to the dealer.

Big consumer advertising campaigns help the sales.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Every package a "quality" holder

Every fish a guaranteed income

Let us insure you against inferior quality and unsatisfied customers.

Order our "WEEBALL" and "SKIPPER" brands of Nova Scotia or Newfoundland pickled Herring. Packed in barrels, half-barrels, quarter-barrels and pails.

We also handle Labrador and Newfoundland Canned Salmon, one pound flats, Corned Salmon in barrels, half-barrels and quarter-barrels. Tongues & Sounds, Grocery Codfish, Caplin.

Our pickled Herring awarded first prize at the Nova Scotia Provincial Exhibition, 1912.

J. A. Farquhar & Co.

Halifax, N.S.

Place the "Sterling" Mark

ON YOUR STORE DISPLAYS

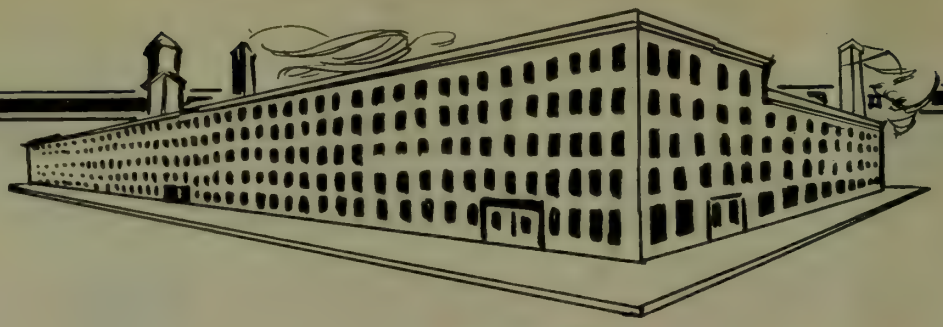
Your Displays Are Valuable

Not only are your window displays important, but your counter or interior displays prove invaluable in introducing. Use "Sterling" goods to improve your counter and window exhibits, and you will find the result very satisfactory, even to a surprising degree. Place value on your displays and increase their value by using the "Sterling" lines, for they are attractive and appeal to the eye. They moreover appeal to the taste when once used. Every bottle of "Sterling" pickles, chow chow, catsup, is a long-remembered advertisement for you.

Sterling BRAND

THE T. A. LYTLE CO., LTD.

Sterling Road, TORONTO, ONT.



THE COMING INDUSTRIAL METROPOLIS OF QUEBEC

MAISON

The Ideal Cit

MR. MANUFACTURER OF FOODSTUFFS, you are seeking the most advantageous location for your factory. Then you will have regard for these facts about Maisonneuve, the most rapidly-growing industrial city in Canada. There are reasons.

ACCESSIBILITY. Maisonneuve is easily reached from all points, lying directly alongside Montreal, with its stores and supplies, affording convenient market for the purchase of raw material and marketing of finished products.

SHIPPING FACILITIES. The C.P.R., C.N.R. and the G.T., with a terminal electric railway linking them all together, furnish sidings for practically all sites, besides which there is the St. Lawrence River with its great docks for ocean liners and up-the-lake boats.

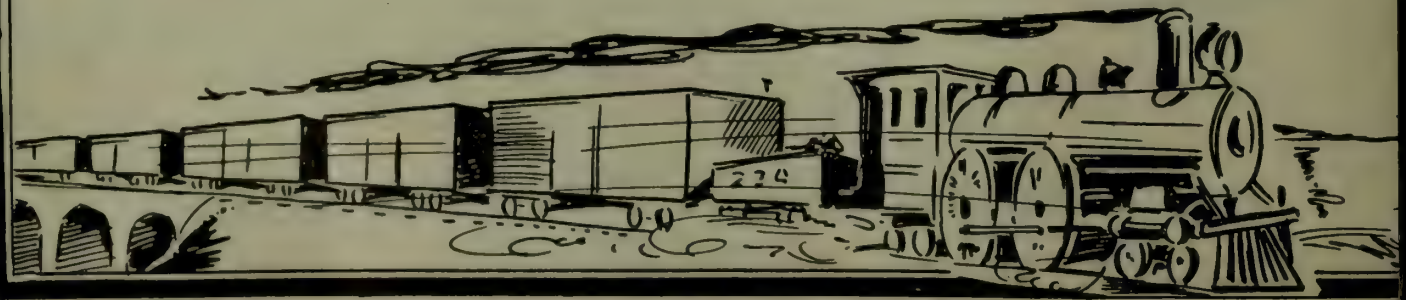
IMPORTANT CONCESSIONS. Ten years' exemption from taxes are freely offered the bona fide manufacturer.

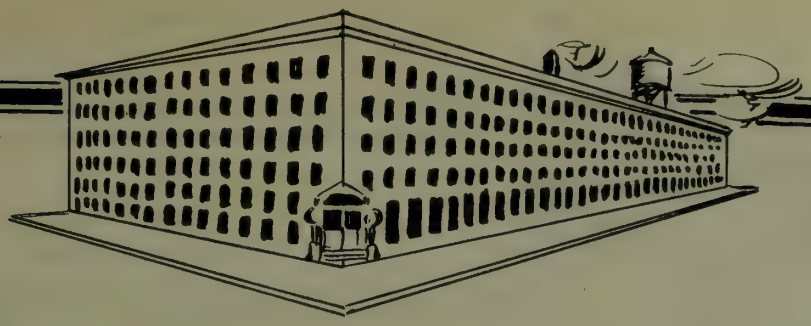
SPLENDID SITES along the terminal railway and elsewhere are available at low prices.

ALL THE IMPROVEMENTS, gas, electricity, water, sewers, power, are readily obtainable.

LOW POWER RATES, the result of competing electric companies, give the manufacturer in Maisonneuve a very distinct advantage.

FREEDOM FROM LABOR TROUBLES is offered by Maisonneuve, which has the finest labor market in the Dominion of Canada, male and female, skilled and unskilled, for practically all the workmen own their own homes.

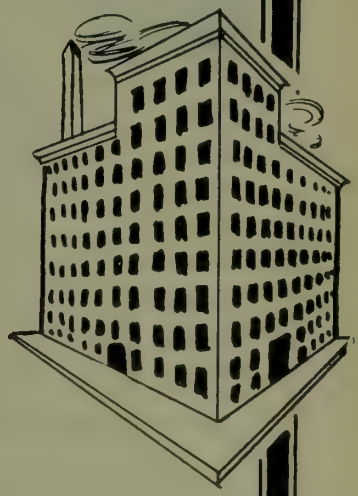




NEUVE

r Your Factory

THE COMING INDUSTRIAL METROPOLIS OF QUEBEC



A CONSUMING MARKET of six hundred thousand at your very door is an advantage every manufacturer will recognize, particularly when joined with the economy and convenience of a moderate-sized city.

MAISONNEUVE has a population of thirty thousand people, churches of all denominations, schools, both Protestant and Catholic, theatres, shops, department stores, parks, beautiful shaded streets, mammoth industries, including the UNITED SHOE CO., THE MONTREAL STEEL WORKS, and the VICKERS-MAXIM CO.

GET IN TOUCH with this enterprising town. We can make it worth your while to locate here in Maisonneuve, the Pittsburg of Canada.

FOR FACTORY SITES, WRITE:

M. G. ECREMENT,
Sec.-Treas. Maisonneuve

or

HARRIS & L'ESPERANCE

Commissioners for the Town of Maisonneuve

13 Bank of Toronto Building, - MONTREAL

SAFE AS THE BANK OF ENGLAND

This is not too strong a statement when women everywhere are using this soap on their very sheerest and daintiest fabrics.

The absolute purity of "Wonderful Soap" accounts for this element. It thoroughly and quickly cleanses all kinds of soiled clothing—in fact it works like magic—no bleaching required.

Attractively labeled and well packed, it presents a good appearance in your stock and produces good round profits for you.

Have you ever featured our Crystal Soap Chips?

The Guelph Soap Co.

GUELPH :-: ONTARIO

Convenient, Modern Warehousing

AT OTTAWA

Two Warehouses

No. 1—G.T.R. Seventy thousand square feet floor space.

No. 2—C.P.R. Thirty thousand square feet floor space.

Modern Warehouses. Fireproof. Largest business in Ottawa Valley. Low Insurance Rates.

Direct connection all railways. Tracks to the door. Convenient to steamers. Centrally located.

EXCISE—BOND—FREE

Write for Low Rates

DOMINION WAREHOUSING CO., LIMITED

46-52 Nicholas Street, Ottawa

J. R. ROUTH, Manager

FINEST FRUIT PRESERVING PLANT IN CANADA

WAGSTAFFE'S

Fine Old English

MINCEMEAT, PLUM PUDDING, JAMS, JELLIES and MARMALADE

Prepared in Copper Kettles, Boiled in Silver Pans

are recognized all over Canada to be the best obtainable. Only the best fruits and purest ingredients are used, ensuring "quality" and wholesomeness.

The dealer who handles Wagstaffe's products does more than satisfy his customers, he pleases them.

Get your orders in now for MINCEMEAT, and PLUM PUDDING, see prices quoted in last week's issue of "The Canadian Grocer."

Packed in Gold Lined Pails

WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS

Hamilton, Ontario

The Queen of Blends

Roasted by our special process, our Coffee has a delicious flavor and aroma, which ensures it an appetizing beverage.

The Coffee Bean is selected from the choicest growths of the world's finest coffee fields and our own famous blend.

Trade Mark of Quality

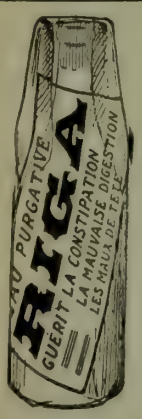
Sweetheart Brand Coffee

A few of our lines :—

SWEETHEART BAKING POWDER
SWEETHEART EXTRACT
SWEETHEART JELLY
SWEETHEART MUSTARD

IXL Spice and Coffee Mills

London, Ontario Limited



50% PROFIT

←RIGA WATER

Strongly Recommended By The Medical Board

This highly pleasant purgative water should be in every home and it is up to you to get it there. You'll make 50% or more on every sale.

WHY IT EXCELS

1—Positively relieves indigestion.
2—Does not cause colic or irritation.
3—Effective in cases of liver and bladder troubles.
4—Unexcelled for relieving constipation.

Live Agents will find this a Money-Maker

WRITE FOR SPECIAL PROPOSITION

La Societe des Eaux Riga

MONTREAL

50% PROFIT 50% PROFIT

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..$3.50
Princess Condensed Milk, 4 doz. in case...$4.20
Banner Condensed Milk, 4 doz. in case....$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

YOU WILL BE INTERESTED

to know that our INCREASE on the Leading lines, which you should be selling is 100% over 1911.

Are You Getting Your Share?

H. P. Sauce H. P. Pickle

Packed by Midland Vinegar Co., Birmingham

Acme Brand Registered

HERRING IN BOULLION

Acme Brand Registered

KIPPERED HERRING

Acme Brand Registered

HERRING IN TOMATO

CROSSED FISH BRAND SARDINES
PERLE DE PROVENCE PURE OLIVE OIL
LION BRAND ITALIAN MACARONI
CLARNICO BRAND

High Class Confectionery for Fancy Grocery Trade.

Let us help you get YOUR share of Xmas Business.

WRITE NOW FOR PRICES

W. G. Patrick & Company, Limited

Importers

Toronto Montreal Winnipeg Vancouver

Kops Ale & Kops Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.

THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

DRIED FRUIT OF QUALITY

This Mark

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

on every Box Insures the Best

Place Order Now for Fall Delivery

All First-class Jobbers Handle

Laurentia Milk and Cream

Pure Rich Sweet — COW'S MILK — Bottled and Sealed

Non-Perishable

WILL KEEP PERFECTLY UNTIL OPENED

Nothing added to it Nothing taken from it

Nothing but Milk

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

Tartan

SIGN OF PURITY

BRAND

Your Decision Means Money

If you tie your money up in goods that do not mean satisfaction to your customers, you are only sure of making one profit. If you stock Tartan Brand goods you are absolutely certain of repeat orders as well as giving your store a first class standing, which in the end means greater patronage.

Tartan Brand has made a name for itself. It will help uphold your name.

Stock the Tartan Brand specialties: Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

EVERY PACKAGE OR TIN FULLY GUARANTEED BY

BALFOUR, SMYE & CO.

Importers, Packers, Wholesale Grocers
HAMILTON, ONTARIO

OUR MAIL ORDER SERVICE IS JUST WHAT YOU NEED

GRAY'S JAMS

Contains neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from;

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

Freight Saved for E. T. Grocers

Buying from us you **can save freight**, as our prices are the same as those of wholesalers in larger cities. **Make** us prove this. **Send** us a trial order for such lines as:

Dried Fruits
Canned Goods
Onions Vinegars
Pickles

Our range of groceries contains all standard brands. Everything guaranteed. Now is the time to order Goods which must be shipped before frost sets in. We also handle a full line of Flour and Feed.

WRITE FOR SAMPLES AND PRICES.

C. O. Genest & Fils

Sherbrooke, Que.

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN, U.L., U.S.A.

THE BEST SHELVING FOR YOUR BUSINESS

Note the splendid stretch of shelf space—not a stick or prop in the way—all reserved for the best display of merchandise.

This is one of the many good points of our

PATENT ADJUSTABLE
BRACKETS

They are strong, durable, beautiful in appearance and leave all the space for display of goods.

Write, stating whether your building is brick or frame; and full information will be gladly sent.

The Piqua Bracket Company

SOLE MANUFACTURERS

PIQUA :: **OHIO**

Breakfast Foods Are Not All Alike

Some breakfast foods are made from wheat and some are not.

To make "FORCE" wheat was selected, because wheat is the best balanced food, and the blend of barley malt helps the appetite and aids digestion.

"FORCE"

The all-wheat food, ready to eat.
Cooked with Malt.
Rolled into flakes.
Baked and toasted.

Are you filling the requirements of your customers who are asking for "FORCE," or are you pushing some other cereal that they don't know and that you are not sure they will like? Our consumer advertising is far reaching and if you let your townspeople know you have "FORCE" by putting in a good window display you are sure to get their cereal trade. Stock "FORCE" and satisfy your patrons.

THE H-O COMPANY

HAMILTON, CANADA

How a Got

WHEN we first came in contact with this grocer, whom we shall call Mr. Pennywise, he was not at all inclined to our point of view. He had been doing business for about twenty years along the old lines, and had been successful. He had been able to struggle along so far with the ordinary day-book and ledger and regularly every month he sent out his statements to his customers. He was pretty close-fisted, and when it came to spending money for fancy office equipment he "had to be shown."

"But, Mr. Pennywise," we said, "isn't it true that when you bill your customers only once a month you are actually hindering them from paying their bills for thirty days?"

After some mental effort to dodge the issue, he admitted this was true.

"And, Mr. Pennywise, isn't it also true that under this system many people run larger bills than they can really afford to pay, and isn't this, perhaps, the greatest cause of bad accounts?"

After making a few exceptions to defend his position, he also admitted that this was true. Then we followed along, pointing out one by one the different arguments in favor of the Barr Register System that everyday common sense must admit to be sound. We showed him how this would save an immense amount of time in bookkeeping; how it would prevent losses through mistakes in bookkeeping; how it would enable him to throw his daybook and ledger out of the window, because with the making out of his counter check his bookkeeping was done without a further penstroke.

We showed him how the customer was given a bill of his current purchase and at the same time a statement of his account to date, thus abolishing the old monthly statement bugaboo. We showed him how, at the same operation, all of his accounts were posted right up to the minute, and we told him of the famous 16 things that the Barr Register did immediately.

And at last his common sense came to the rescue and overpowered his prejudice against "new-fangled" machines, and he bought a Barr Register.

A little while ago one of our representatives happened to call around his way.

"How do you do, Mr. Pennywise," our salesman greeted. "How is the Barr Register working?"

200-300 Account Register for Counter

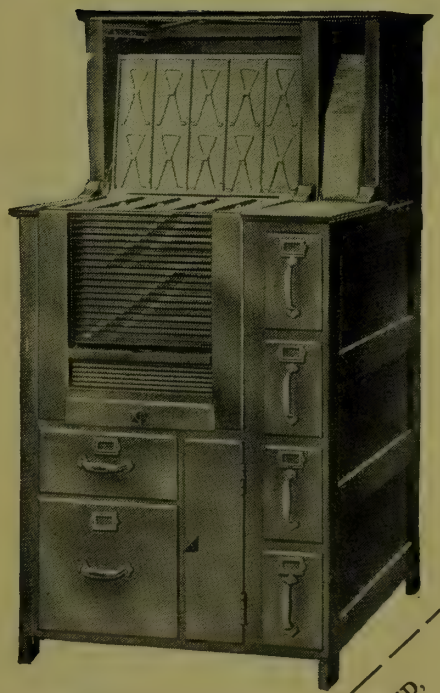
300-400 Account Register with Sanitary Base

Grocer $2,500

Mr. Pennywise was brought up in the old school and had developed his muscles in no inconsiderable degree, and the hand-shake of welcome that our representative received from him made him feel as though a trip-hammer had fallen on his hand.

"I want to tell you," said Mr. Pennywise—who was no longer pound foolish—"that your making me buy that Barr Register was the best thing that ever happened to me since I was converted at Camp Meeting. It has actually, in cold dollars and cents, reduced my outstanding accounts from $3,000 to $500."

Have you, gentle reader, any outstanding accounts?



500-1,000 Account Register

Then Use the Coupon

BARR REGISTERS LIMITED,
Trenton, Ont.

We would like to know more about the money-saving powers of the Barr Register System. Please send full information, prices, terms, etc. (Grocer)

Name .....
Street & Number .....
City .....
Province .....

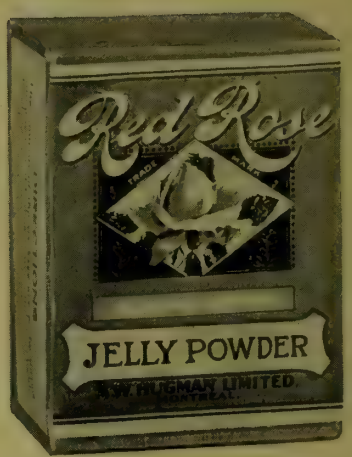
"Red Rose" Specialties

"RED ROSE" SPICES AND EXTRACTS

The winter and holiday season approaching adds life to your trade in spices and extracts to a degree worthy your best efforts to prepare for.

"Red Rose" spices are of the finest flavor and are pure and of full strength, properly packed to preserve their strength indefinitely.

"Red Rose" extracts are the last word in the flavoring trade. They are of a very fine quality, and are favored by discriminating housewives.



"RED ROSE" BAKING POWDER

The immense quantities of "Red Rose" specialties that are shipped to all parts of Canada is proof that they are not only of local fame but are fast becoming popular throughout the trade. Three carloads have already been sent to Western Canada.

"Red Rose" Baking Powder has no equal on the market for all round baking. It gives 100 per cent. satisfaction at all times, both to the consumer and the retailer.

There's good profit in "Red Rose."

"RED ROSE" JELLY POWDER

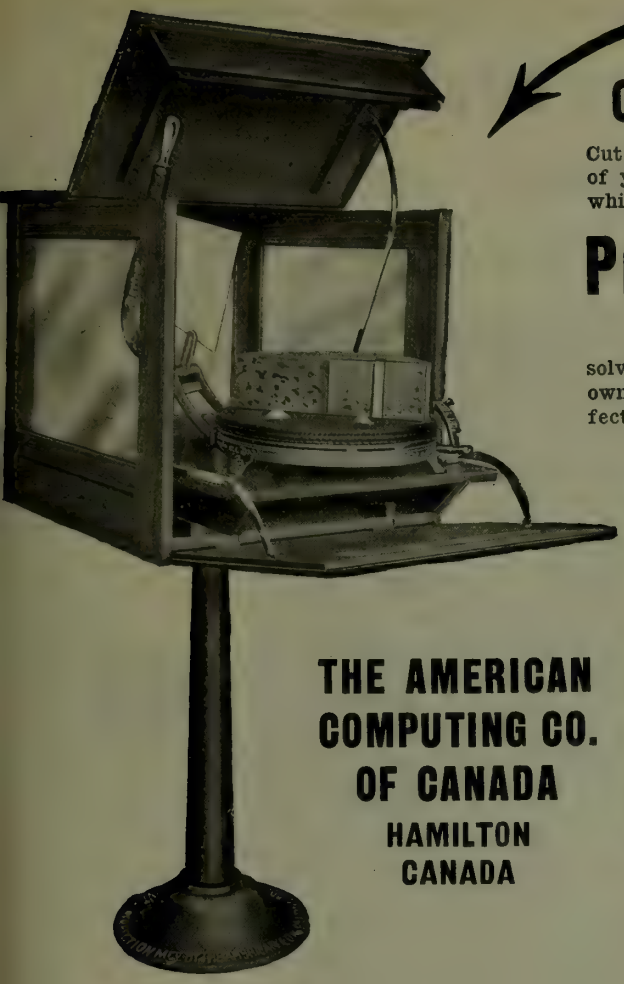
For your own satisfaction, if you do not know the virtues of **"Red Rose" Jelly Powder,** let us send you a sample package. Have it tried out and proved.

You will find it the equal of the best and far superior to many jelly preparations now being sold. The "Red Rose" packages are attractively labeled and help to sell the goods—the quality then does the rest.

Write to-day.

A. W. HUGMAN, LIMITED

RED ROSE SPECIALTIES **MONTREAL**



Cheese Cutters of Every Description

Cut your cheese, quickly, neatly and ACCURATELY. Make the full profit of your cheese—don't cut by guess, there is sure to be a little too much, which will either be thrown in or put back to dry up and waste.

PERFECTION CHEESE CUTTERS

(MADE IN CANADA)

solve the problem of cheese-cutting; they make every piece cut show its own profit, and insure you against careless and wasteful clerks. A "Perfection" Cheese Cutter gives "class" to the store, and in the saving it makes it soon pays for itself.

Handsome glass and wood cabinets, highly polished, very practically keep the cheese in the most sanitary manner.

Send for particulars, the price will surprise you. We manufacture cheese cutters for all countries.

THE AMERICAN COMPUTING CO. OF CANADA
HAMILTON
CANADA

Modern Merchandizing Demands Efficient Service

The mechanic near his work can do it efficiently—Same applies to a salesman behind the counter.

The "WALKER BIN" SYSTEM

will save 25% of your floor space and also of your expense for skilled salesmen—

Is This Worth Your Consideration?

When the aisle from the door to the counter looks like a cow path in a swamp, there should be some boxes and barrels of fruit, vegetables and cakes shifted and the stock placed in bins as shown—leaving a clean, inviting store for the fastidious housewife.

Which Would You Prefer?

Write NOW for Illustrated Catalogue and let us give you an estimate.

NOTICE—These bins are protected by patent and must not be installed by any one else under penalty of fine and removal of the bins. The company gives notice that it will not permit any infringement of their patents and will enforce their rights under the law.

The Walker Bin & Store Fixture Co. Ltd.

Designers and Manufacturers of Modern Store Fixtures

BERLIN, ONTARIO

REPRESENTATIVES:—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

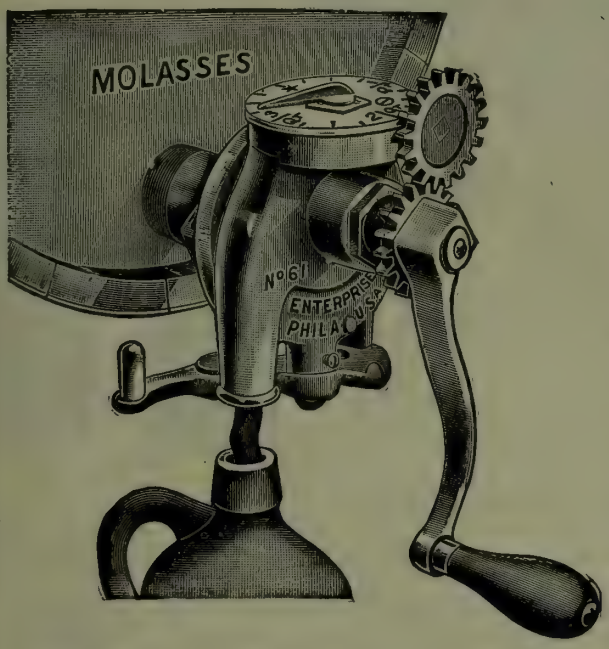
There isn't a grocer in the land who can afford to be without one of these two trouble savers

Many dealers, who know that their trade demands that they sell molasses by the quart or gallon, would **like** to dispense with it altogether because it is **troublesome.**

Here are the devices that take away the difficulties—that make the drawing and sale of molasses both profitable and convenient.

ENTERPRISE

IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCET

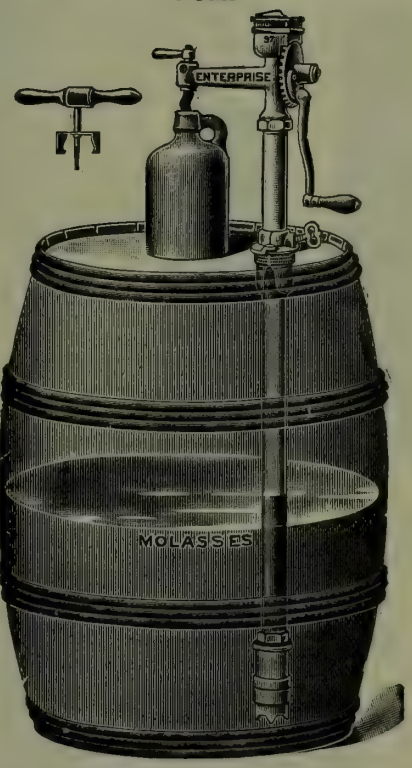


THE ENTERPRISE IMPROVED PATENT SUCTION and FORCE MEASURING FAUCET draws molasses both summer and winter directly into the jug or bottle and without the use of a funnel. It is cleaner and dispenses with the use of measures; does away with the fly and dirt nuisance.

It will draw a gallon of molasses in winter in one minute. It is the only measuring faucet that has shown that it can stand the wear and tear of service.

You simply open the nozzle gate, turn the crank until the register hand indicates the quantity you desire to draw. Eight revolutions draw a quart—absolutely without fail. We warrant this faucet to measure according to United States Standard.

SELF PRIMING AND MEASURING PUMP



THE ENTERPRISE SELF-PRIMING AND MEASURING PUMP draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device. Just put the pump into the barrel and it is ready to use. The new total register device shows you precisely how much you have left in the barrel, so that you can order before your supply is exhausted.

Bear this in mind. Our pump will not agree with any inaccurate measure. It measures. It measures a gallon, which weighs just the amount that a gallon should weigh, and every time you test it you find it right. Use one of the Enterprise devices and do a satisfactory molasses trade. Like all Enterprise articles—Meat and Food Choppers, Cherry Stoners, Fruit Presses, Sad Irons—these are made to give you absolutely satisfactory service. There isn't a part that is not made to the highest standard. Send for the Enterprise catalogue.

THE ENTERPRISE MANUFACTURING CO. OF PA., Patented Hardware Specialties

PHILADELPHIA, PA.

21 Murray St., New York. 530 Golden Gate Ave., San Francisco, Cal. 176 North Dearborn, St., Chicago

"Rideau Hall" Coffee

If you won't take it from us, take the word of the old coffee drinker that "Rideau" blend is the triumph of the coffee world. It's a perfect blend of perfectly roasted coffee.
It is the result of long and practical experience in coffee blending. Comes in one pound and 25c tins.

"Club House" Brand

Spanish Olives

Brine made from the pure, healthful water from our own Artesian well and the finest Seville Olives are features which make "Club House" Olives distinctive. They are crisp and fine flavored. Satisfaction guaranteed. Put up in different sizes of bottles. Get our prices.

Make up a Trial Order of these Lines

"Forest City" Baking Powder is too well known by you to require introduction.
This is just to remind you that you cannot afford to let your stock run low. Every can you sell means a satisfied customer.

GORMAN, ECKERT & CO.,

LIMITED

LONDON - - ONTARIO

Western Selling Agents

MASON & HICKEY WINNIPEG

"Forest City" Baking Powder

The Standard of 25 Years.

Feature Quality in Canned Goods

"OLD MILL" TOMATOES AND FRUITS

TO THE TRADE:—

In appealing to the grocery trade for orders for Canned goods, we do so with perfect confidence, as we know we have the goods in which we can place full reliance—pure spring water, sanitary tins, and ripe fruit freshly processed, much of which is grown on the farm on which our factory is situated, tends to give the

"OLD MILL" BRAND

a leading place with the Canadian Grocers.

We can offer to the trade special inducements on Yellow Peaches, Bartlett Pears, Red Pitted Cherries, Red Raspberries, Strawberries and Golden Wax Beans, in 2 lb. sanitary tins, assorted cars for immediate delivery.

Have some very enticing prices on a few cars of Choice Yellow Peaches, 2's, in Heavy Syrup.

Get information from our travellers—write or 'phone us, for special prices.

The W. H. Merriman Co., St. Catharines, Ont.

WHOLESALE GROCERS AND CANNERS

Factory at St. David's

A Series of Advertisements for CASH STORES

A GOOD many people think I have written the best advertising for cash stores that has been produced. I think so myself, but I don't ask any merchant to accept my opinion in the matter. Any dealer who wishes to form his own opinion can see a sample. I have just prepared

Now Ready—A New Series of Ten Ads for Cash Stores for $10.00

This series of ads is fully protected by copyright. No one may use them without arrangement with the Fisk Publishing Company. Also no one may copy them after being used by a dealer. I will send one sample ad on request. The first dealer in any town who sends an order, with check for ten dollars, will receive the set of ten ads for exclusive use in his town. The basic principles of cash selling are the same for all lines of trade, therefore these advertisements will answer for any line of trade, if the store is a cash store. The ads are designed for display in a double-column, six-inch space, and are ready to send to the printer, who simply "follows copy." They can be displayed in larger or smaller space if desired, and can be used either with or without prices. Personally, I think they are the best advertisements yet written to convince consumers that a cash store is the only place to trade. Write for sample, using request form below.

REQUEST FOR SAMPLE OF FISK CASH AD SERVICE

FISK PUBLISHING COMPANY, Schiller Building, Chicago.

Gentlemen:—Please send us a sample of Fisk $10 Cash Ad Service. We agree not to use this sample without arrangement with you, and that we will inform you within three days whether we want the service.

Yours truly,

.....
FIRM NAME (WRITE PLAINLY)

.....
ADDRESS (WRITE PLAINLY)

KING (BRAND) JAM

The most Delicious Compound

PRICE suits everyone. QUALITY does likewise. PROFIT is handsome.

A TRIAL WILL SATISFY YOU

Hundreds of dealers give King Brand Jams the preference because they have tried them, and know that they are another word for quality. Why shouldn't you do the same? You and your customers want the best goods at the most reasonable price, therefore you want King goods.

Quality Counts

Ask us about Catsup (King) and Lye. Write for price list.

In glass, wooden and tin pails, and cartons.

LABRECQUE & PELLERIN MONTREAL

AGENTS:

Western Provincee: John J. Gilmor & Co., Winnipeg. Maritime Provinces: J. Hunter White, St. John, N.B.

CABLE ADDRESS
BRITCANNER, HAMILTON
CODE WESTERN UNION

TELEPHONE
BELL 3740

FACTORIES

BOWMANVILLE
COBOURG
HIGHGATE
MERLIN
PORT ROBINSON

BRITISH CANADIAN CANNERS LIMITED

GROWERS AND PACKERS OF
HIGH CLASS
FRUITS AND VEGETABLES

GENERAL OFFICES
LISTER CHAMBERS, JAMES ST. NORTH.
HAMILTON, ONT.

BRANDS

BRITISH CANADIAN
FLEUR DE LIS
PIONEER
BRITANNIA
MAISONNEUVE
PARLIAMENT

October 7,1912.

GOLD MEDAL AWARD AT QUEBEC EXHIBITION.

TO THE TRADE,

Gentlemen:-

We feel sure that you will be very much interested in learning that we have achieved a further success, in this our first season of operations, by being awarded the GOLD MEDAL at the "QUEBEC PROVINCIAL EXHIBITION" held during the week of August 26th-31st, 1912, for the QUALITY of our CANNED FRUITS AND VEGETABLES.

We have received letters from nearly all of our customers expressing their satisfaction in regard to the quality of the goods we have shipped them, and these letters, together with the GOLD MEDAL awarded at Quebec for QUALITY certainly demonstrate the fact that we have done everything possible to live up to our guarantee of furnishing our customers with Canned Fruits and Vegetables equal or superior to those of any other Canadian packer. We have not yet received a single complaint in regard to the quality of our Canned Fruits and Vegetables, and considering the difficulties that beset every manufacturer in the first year of operations, we think we are safe in predicting that our products of 1913 will be the finest in quality that have ever been offered to the Canadian Public.

You are no doubt aware, that the 1912 Canning Season, which is now rapidly drawing to a close, has been about the most unfavorable in the past ten years. The crops of practically all canning fruits and vegetables have been a failure and most Canners have only been able to make a small pro rata delivery on orders booked by them. The Crops of Corn and Tomatoes are suffering from the unfavorable weather conditions more seriously than any of the earlier crops of fruits and vegetables, and consequently, the Canadian pack of Corn and Tomatoes is likely to be much smaller than in any of the past ten years.

TO THE TRADE—Continued.

We mention this fact because the information may be of much benefit to some Members of the Trade, but we would point out that if we are favored with warm weather during the remainder of the month of October all Canners will be enabled to pack a large quantity of both Corn and Tomatoes and therefore, the ultimate pro rata delivery that will be made by Canners on orders for Corn and Tomatoes, depends entirely on weather conditions of the next two weeks.

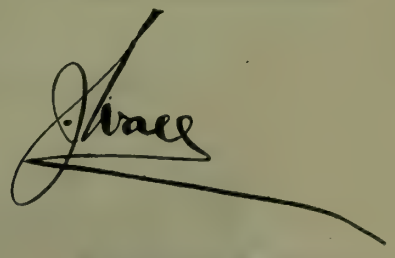
We would also point out that Canners have not only been hampered by small crops this season, but the quality of the fruits and vegetables delivered to the factories has been greatly inferior to the produce of the average season, and therefore, as we have been so successful in satisfying our customers with the quality of our goods this year, we are confident that next season we will more than gratify the desire of all Members of the Trade for quality Canned Fruits and Vegetables.

We intend to greatly increase our output next season and therefore are anxious to show our qualifications for the business to more Members of the Trade, and we repeat our former offers to send you samples of any of the varieties of goods we have packed this year. We want your business because we know we can give you satisfaction with the finest quality of goods and still make a reasonable profit for our Shareholders.

We will be in a position to take care of your entire requirements of Canned Fruits and Vegetables, Jams, Catsups and other Specialties during the season of 1913, and the superior quality of our products will more than compensate you for placing your contract with us.

Yours very truly,

BRITISH CANADIAN CANNERS LIMITED,



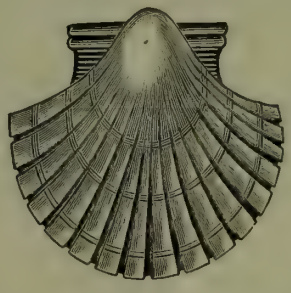
JW/VT.

General Manager.

The One Genuine

IMPORTED

French Castile Soap

SHELL  BRAND

The Standard of Purity the World Over

MADE FROM PURE OLIVE OIL

BARS packed in 1 lb. up to 6 lb. Size

Also

TABLETS Square and Oval

100's, 150's and 200 Tablets to the Box

Yearly Shipments to Canada over 50,000 Boxes

(Beware of the Cheap Imitations, and just as good kind)

Escott and Harmer

WINNIPEG

Sole Agents for the West

The Western Market

IT'S A MARKET worthy of the attention of every manufacturer and producer. Write regarding your consignments as early as possible. We are

WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS, AND MANUFACTURERS' AGENTS

covering the three Prairie provinces — MANITOBA, SASKATCHEWAN and ALBERTA, with offices at WINNIPEG, REGINA, CALGARY and EDMONTON.

We hold the key to the best wholesalers in these three provinces.

Escott and Harmer

181 BANNATYNE AVENUE E., WINNIPEG

Does Your Western Traveller's Report Meet Your Approval?

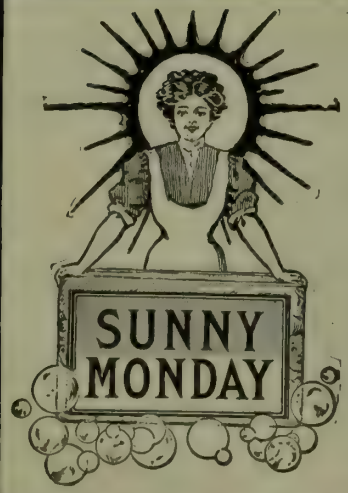
A traveller who does not cover the ground often cannot bring in the business he should. We are the oldest commission firm in Alberta and know and cover the ground thoroughly and often. Let us handle your particular line for this section and you will be assured of good results.

Alberta is one of the best sections in the West and trade is growing rapidly. We handle a number of firms' lines. Let us handle yours.

McKELVIE & STIRRETT
CALGARY

Branch Offices: Lethbridge and Edmonton

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

Tell your customers that SUNNY MONDAY (the White Laundry Soap) contains a wonderful dirt-starter that saves rubbing, time and clothes.

SUNNY MONDAY works equally well in hard, soft, hot or cold water.

You'll find SUNNY MONDAY will completely satisfy more women than any other laundry soap you can sell; this fact, together with our heavy advertising means you can SELL MORE of it than any other.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

A House old enough to have a reputation, young enough to be abreast of the times

Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

Mr. J. P. Wright has arrived in Canada from Australia and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,** England

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Canadian Macaroni

Support Home Industry

Swallow Brand
(Hirondelle)

is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

There's Worth in Quality

The "Swallow" Brand proves the worth of its quality. Manufactured with the best quality of Canadian Flour, with the most modern machinery, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

SOLD ANYWHERE
LIKED EVERYWHERE

C. H. CATELLI CO., LIMITED
MONTREAL

Globe Brand

A scientifically manufactured food that has developed a demand for itself among the housewives in every locality.

We guarantee the quality to contain no maize or rice flour, and our methods of manufacture will bear any examination of cleanliness that can be put up.

GOOD PROFITS
SURE REPEATS

D. SPINELLI, REGD.
MONTREAL

AGENTS—Quebec: Boivin, Grenier & Cie. Ottawa: A. M. Sutherland. St. John: J. Hunter White. Toronto: C. C. Mann. Western Provinces: Tees & Persse Ltd., Winnipeg.

You Will Want

Some of the following surely for Fall and Xmas trade. Get your order in now when prices are right and in your favor:

Almeria Grapes — In barrels. We are direct receivers for distribution.

Sicily Filberts — Primary Market has been advancing. Get in on our prices:

Italian :

Canned Peas
Beans
Peeled Tomatoes — The highest possible quality. Canned Peas have been scarce. We have have supplies though.

Red Onions — Prices on application for car load lots.

Garlic and Spanish Onions — Can't you handle some?

Apples
FAMEUSE and WINTERS — Car lots, or less, at lowest possible prices.

SPANISH OLIVES
BLACK OLIVES — Real Sellers from now on.

TOMATO EXTRACTS
IMPORTED PICKLES
CHEESE—All varieties — Ask us about These

WRITE

H. E. VIPOND
197 St. Paul St., - Montreal

The Golden Rod Range of Brooms

Natural color of broom corn, made honestly, no green dye covering up common cheap corn.

The Lady Grey Broom, weighs 30 lbs., length 16½ inches. Best quality hand-sorted bleached and toughened corn, red-polished handles, six strings. Best Broom Made. $6.00 per doz.

The Parker Broom—weighs 28 lbs., length 16 inches. Best quality bleached corn, yellow polished handles, five strings. Best medium length broom made. $5.40 per doz.

The Daisy Broom — weighs 24 lbs., length, 14¼ inches. Best quality short bleached corn, yellow polished handles. The best light carpet broom made. $4.50 per doz.

No. 2 Broom—weighs 27 lbs., length 16 inches, 5 strings, plain polished No. 1 maple handles. Good, sound, durable corn. $4.00 per doz.

No. 3 Broom—weighs 24 lbs., length 14½ inches, polished maple handles, good strong plump broom. $3.50 per doz.

No. 4 Broom—weighs 20 lbs., length 14½ inches, plain maple handles, made from hand-picked factory pickings. A good serviceable broom. $2.75 per doz.

Delivered Anywhere in Canada in Lots of 6 Dozen and Over

ASK YOUR WHOLESALER

The Parker Broom Co.
692 Wellington Street, OTTAWA, ONTARIO

GROCERS and TEA DEALERS

Are you getting your **legitimate share** of the **increase** in the **Tea business** claimed by the Packet Tea Packers? Or is it going to the butcher, the baker, the confectioner, fruit dealer, etc., etc.

Sell Blended Teas and **control** your own **trade.**

Your Tea business should be your most valuable **asset** and **Good Will** in your business.

Wake up and handle teas that you can control.

Push your **Bulk Tea Trade.** Be perfectly certain that you get the right goods.

Are you **content being just one** of the **many** instead of **The Man?**

Selling Standard Blends means extra **Profit** and more **satisfaction** to your **customer.**

Our usual **Guarantee** goes with **every package.** If not perfectly **satisfactory** return at our **expense.**

We especially recommend our 40 cent

STAR

English Breakfast Tea

cost you

27 cents

Freight paid on 100 lbs. and over.

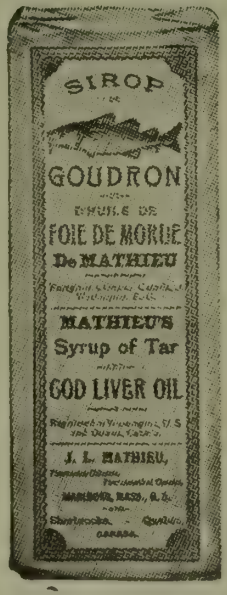
Give us a trial order to prove what we say. **You take no risk.**

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

Toronto - - - - - Canada

This labratory, one of the largest and best equipped in Canada is owned by us and used exclusively for the preparation of our celebrated specialties.



MATHIEU'S SYRUP
of Tar and Cod Liver Oil

You can unhesitatingly recommend this preparation which commands by far the largest sale, in Canada, of any cough remedy. It is particularly effective in preventing, alleviating and curing all chest and throat troubles. It not only cures the cold—but so tonifies the system as to make its return almost impossible.

Mathieu's Nervine Powders

This is a magic cure for all headaches, nerve pains, neuralgia, etc. Contain no opium, morphine, chloral or any other dangerous narcotic or poison. Hence their safety for family use. They relieve insomnia, soothe the nerves and give restful sleep. When taken in conjunction with Mathieu's Syrup they are the quickest cure for any feverish cold.

Sold by all wholesale dealers.
Don't let your stock run low.

J. L. Mathieu & Co. (Proprietors) Sherbrooke, Que.

FOLEY BROS, LARSON & CO., Inc., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, and Vancouver, Distributors for Western Canada.

L. CHAPUT, FILS & CIE., Wholesale Depot, Montreal.

THE IMPORTANCE OF FRESH TEA

The flavor of tea is contained in an essential oil. With age the oil decays. This affects the flavor and is quickly detected by the consumer. Tea keeps better when not exposed to the air, but it deteriorates, more or less, under any circumstances. **Fresh tea** is as necessary to a successful tea trade as **fresh butter** to a successful butter trade. No retailer should keep a pound of tea in his stock for more than **four months,** and he should be sure that wholesalers are not supplying him with old goods which they have had on hand **for years.**

In Ceylon, tea is picked every week in the year, and you always get it **fresh and fragrant** in "SALADA."

If any retailer—anywhere—at any time—has any "SALADA" in stock that is over six months old, let him ship it back to us—freight collect—and we will refund the full purchase price. We back up our belief in the paramount importance of **fresh tea** by this sweeping guarantee.

"SALADA"

TORONTO - - - MONTREAL

New York, 198 West Broadway. **London, Eng., 41 Eastcheap.**

Cairns' Scotch Jams

have the fresh natural taste which can only be obtained from most carefully selected and prepared fruits.

Cairns' Scotch Jams and Preserves have made a reputation, not only among Royalty, but among the best trade of the Empire in general. They are everywhere appreciated.

Handle the best in Jams. Quality goods bring and hold trade and put money into your pocket because quality goods move out rapidly. In Jams, let it be Cairns'.

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

ALEXANDER CAIRNS & SONS

PAISLEY **SCOTLAND**

Canadian Agents: SNOWDON & EBBITT, Montreal.

AYLMER

(CANADA FIRST)

CONDENSED MILK

PURE MILK

is not just ordinary cow's Milk. It is pure, full cream Milk, over **three times** richer in butter fat than ordinary Milk.

It is sweetened with granulated sugar or unsweetened.

A can of Aylmer Condensed Milk should be in every housekeeper's pantry, and then there is no anxiety over Cream for the tea or coffee when visitors arrive unexpectedly.

Ask for AYLMER. Quality of every tin guaranteed. :: ::

THE

AYLMER CONDENSED MILK COMPANY, LTD.

Factory :—
AYLMER, ONT.

Business Offices :—
HAMILTON, ONT.

Why bother selling unknown brands of canned fruits, vegetables, etc., when your customers **always** ask for **Aylmer? "Aylmer"** has been the standard of quality **for over a quarter of a century.** All high class grocers specialize with **Aylmer** Brands.

When they offer you canned goods they may say they're just as good as **"Aylmer,"** but the "just as good" kind **are not** as good.

Every can of **Alymer** Brand is of **guaranteed quality.**

Aylmer Brand is Canada('s) First.

Dominion Canners, Ltd.

HAMILTON **CANADA**

Knorr

Knorr's Soup Squares — to sell at 5c retail. Each square yields 3 plates of excellent nourishing soup by mixing with water and boiling for about a quarter of an hour.

Knorr's Consomme Cubes — for making in a few seconds a cup of excellent Beef Tea, by simply dissolving in hot water. Retail price, 5c for 2 cubes.

Knorr's Pea Soup Sausages (ERBSWURST) — Very useful and practical for preparing at a few minutes' notice a splendid Pea Soup equal to home-made, requiring no stock.

Knorr's Julienne IN PACKETS — an expert mixture of dainty garden vegetables and herbs. Indispensable for making the famous French vegetable soups.

Knorr's Macaroni — manufactured from prime **hard wheat semolina** after a a new method by which the Macaroni are dried by a continual current of fresh air.

Knorr's Egg Vermicelli — made from the finest raw material and fresh eggs. Thread and Fancy Vermicelli for soups, Ribbon Vermicelli for entrees.

Knorr's Soup Flours — as: Oat Flour, Rice, Barley, Greencorn, Pea, Bean, Lentil Flour, in packets, for soups. Very digestive.

Knorr's Panirflour — is used in the place of raspings when frying sausages, fish, cutlets, etc.

LARGE PROFITS TO THE TRADE

Agents: MacLaren Imperial Cheese Co., Ltd., Toronto

CANADIAN GROCER

FALL CAMPAIGN NUMBER

OCTOBER 11TH 1912.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—
France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, OCT. 11, 1912

FOR THE FALL CAMPAIGN.

THE Fall Campaign Number of the Canadian Grocer herewith makes its bow. We believe that what it has to say to you is something worth while. It has come out at a time when dealers are preparing for their Fall campaigns, and in view of this, both its editorial and advertising pages will be found particularly advantageous.

The Fall Number has long since come to be expected. It is an essential part of our annual volume, and is to the year what the ordinary issue is to the week. It celebrates the season of natural replenishment, as do the fall fairs in our Canadian towns and cities.

In the articles following there are depicted the methods and opinions of many men in the trade from the Atlantic to the Pacific. All these methods or opinions are, of course, not applicable to the business of every reader. But we can confidently say there is something in every article that will appeal to all.

We have been particularly fortunate in securing a number of fine illustrations of Canadian stores and windows. There are ideas in them for the smallest as well as the largest stores. Sift them out and you have information that will mean money to you. They are making money for your fellow-members every day.

THE POWER OF SUGGESTION.

A WELL-KNOWN Canadian retail grocer made the statement the other day that people nowadays must be sold goods; the grocer could not afford to wait for the demand.

As an instance of this he cited one of his own experiences bearing on the selling of brooms. He has been keeping his stock of brooms towards the rear of the store and occasionally sold one. Occasionally only, because brooms are not considered a rapid selling line since the lives of most brooms are fairly lengthy. Even when a broom has long since seen its best days, many a housewife will overlook replacing it.

But he decided to make a slight change in the position of his brooms. He placed a rack containing a dozen in the doorway one Monday morning, and on Tuesday noon there were only five remaining—and none, remember, were stolen.

Now this was a very simple act, but has it not its important feature? Seven brooms at 40 cents each amounts to $2.80. Here was a turnover of almost three dollars extra in a day and a half, due to a simple little idea—the change in location of the broom rack.

It emphasizes the fact that goods can be sold other than those thought of before the customer or passerby left home. If such is the case—and the proof has been given—is there not a great future for every dealer who takes the fullest advantage of this "power of suggestion?"

Brooms are not a luxury, but a necessity in every home. Extra staple goods can therefore be sold by suggestion.

THE GROCER'S LEGITIMATE TRADE.

IN a city of some 20,000 population there will probably be eighty or more grocers to ten or a dozen druggists. Yet in many of these cases there will be found as many drugstores carrying announcements in the daily papers as grocers.

At the same time, if one notices the stock carried in the drug store, he will find many lines that rightly belong to the grocer. Among these will be spices, confectionery, soda, cream of tartar and baking powder. These are not drugs, but are used in the home for cooking purposes, and naturally should come from the grocery store.

An advertisement in a small city paper the other day was headed:—

> PICKLING SEASON:
> PURE SPICES are essential in making the Best Pickles, etc. You are always sure of the purest and choicest, if obtained from us. Special attention to all the Pickling Necessities.

Following this talk was a list of spices, and other pickling requisites, such as rubber rings, sealing wax, corks, and pickle bottles, sold by that store. It was a druggist's advertisement, not a grocer's. With ten grocers to one druggist in many cities, there is no good reason why the former cannot get practically all such business, which is legitimately theirs.

If drug stores can secure business from announcements in the press, why cannot the grocers? It all depends on

the announcement, and if the goods are first class, satisfaction and repeat orders will be forthcoming.

WORK WINDOWS TO FULL LIMIT.

THE majority of grocers in Canada do not give the attention to window display they should; nor do they give the same amount of attention to this department as do dealers in many other lines of business.

This is not because they do not realize or believe in the value of window display. Examples of direct business are too frequent for that. On the contrary, every grocer who has given any appreciable attention whatever to window display, is high in his praise of the good results. But even many of these men do not give the attention that they should.

It is not infrequent to hear a retailer say, "my windows are my best salesmen," or "take my windows away and you take my business away," and still these same dealers do not get the best possible results from them. There is no denying that they get considerable business, but that is absolutely no argument why they should not reap the full advantages possible by giving them more attention, changing them oftener and continually aiming to make them turn every cent possible into the cash drawer every day.

The grocery store is by nature a busy place, and there are many minor details to be attended to, but this is no reason why the window should be neglected. It would be a great deal more profitable for the grocer or whoever looks after the windows to devote more time to them and arrange in some way to have the minor details attended to by someone else, even if extra help is found necessary. The extra business which good windows will bring as a result will more than make up for the cost of the extra help.

TIME TO GO AFTER BUSINESS.

"THERE is a tide which taken at the flood leads on to fortune." These are words well worth the consideration of the merchant. They are of special import at the present time.

Canada is at a record point of prosperity this year, probably more so than ever before. Crops have in general been good, and in some lines in some districts have attained a record mark.

The harvests have been garnered and farmers are now reaping the fruits of their year's labors. In the West big yields of grain are being sent forward and turned into cash. In dairying sections by reason of the high prices of butter and cheese returns have been exceptionally favorable. Large yields in the fruit districts have made things equally profitable there. Altogether the finances of the farmer are in a particularly rosy condition. This means prosperity in the cities and towns where employment has been plentiful, and money is free. It is probably no exaggeration to say that there is more money in the country than ever before.

As a result people are in an excellent buying mood. The time to go after business is when business is the most easily secured. Now is undoubtedly that time. This is the psychological moment, and every dealer should put forth his best efforts to benefit while the opportunity exists.

REMEDY ERRORS IN DELIVERY.

IF a delivery system sends goods to the wrong house, it is not a system at all. There are cases every day where groceries are mis-directed, thus breeding complaints that frequently lead to loss of business. When the dealer has it brought to his attention that goods have not reached their destination or gone to the wrong address, he should immediately institute an enquiry to find the cause of the trouble and effect a remedy.

Mistakes are commonly made in the store by the salespeople who address parcels wrongly. These errors are, of course, mostly all blamed on the delivery man. Often names without addresses are placed on the counter-check, the onus being placed on the delivery man to distribute them properly. On a busy day something is bound to go astray.

The delivery question is one that should be given every attention. If the "system" permits the sending of parcels to the wrong address or neglecting to send them out at all, there should be an immediate overhauling of the "system." The losses of three or four customers in a year from such causes are not explainable.

CANADA'S GROWING TRADE.

CANADA has every reason to feel proud of the great increase in revenue during the past six months. The financial statement made public recently shows a total revenue of $81,378,650, an increase of $17,309,126, as compared with the corresponding period of last year. The increase averages nearly three millions per month and is the largest on record for any half-year in the history of the Dominion. The growth of imports, with consequent increase in Customs revenue, accounts for the greater part of the total gain. For the six months the Customs receipts totaled $56,455,146, a gain of $14,170,-611 over last year. Excise revenue totaled $10,152,014, a gain of about one-and-one-third millions. Post office revenue increased by $600,000.

With the growing revenue, there have also been, of course, growing expenditures. The expenditures on consolidated fund accounts for the six months totaled $43.-931,539, an increase of about eight millions, or about twenty-three per cent. over the first half of the last fiscal year. Capital expenditure, the figures of which are necessarily incomplete, shows a total of $11,761,983, which is practically the same as for the corresponding period of last year.

The net debt of the Dominion at the end of September was $313,508,376, a decrease of $3,016,796, during the month and a decrease of over ten millions as compared to the debt on September 30 last year.

DEVELOP SAVING HABIT.

HABITS formed in one's youth are likely to cling for all time. The clerk who is reckless with his money in his younger days is going to find it mighty difficult to settle down as he grows older.

So the habit of saving is one that should be cultivated early. No matter what the first weekly salary amounts to, there should be a determined resolution to place a definite portion of it on deposit in the bank.

Elsewhere in this issue is told the story of advancement of a young clerk, who formed such a resolution and followed it. First as delivery boy, and afterwards as clerk, he spent a number of years as an employe, each year putting in the bank a definite sum. In a few years he had $650 with which to begin a business for himself, and to-day he is a highly successful dealer.

The saving habit is one that should be cultivated by clerks, and employers should assist in its development. Our clerks of to-day are our merchants of to-morrow, and the more successful they are, the better will it be for the trade in general.

Get the habit of saving without being miserly, and one is on the fair road to fortune.

SELLING COOL WEATHER GOODS.

WITH the approach of the cooler autumn weather, there are certain lines of goods which the dealer should immediately swing into prominence. Among the most important of these are such lines as cocoa, meat extracts, concentrated and canned soups, syrups, molasses and cereals.

These are lines for which there is a certain set demand during autumn and winter, but unless the grocer gets behind them himself, only a meagre quantity will be sold compared to what can be sold through prominent displays and other aggressive methods.

From now on let every dealer make regular, good live displays in the window and on the counter of each of these lines, and watch results. Late suppers call especially for hot cocoa or meat extract. The breakfast demands cereal, as well as syrups or molasses, while the dinner requires soups. Emphasize these points in display cards, newspaper advertising and personal talks and there are bound to be many extra sales made.

If these goods are left under the counter or in the warehouse there will be little call for many of them. Let customers and other buyers see them. It will mean good sales and profits.

THE CHRISTMAS COMPETITIONS.

ON another page of this issue appears the formal announcement of The Grocer's annual Christmas window and ad.-writing competition. This competition has become one of the bright annual features of the paper, and with the increased interest from year to year in window dressing work especially, the displays are more and more scientifically produced with a view to creating sales.

Every clerk and dealer should see at once the terms of this year's contest and decide now to enter. The more contestants there are, the better for our readers, as the winning windows will be reproduced in the paper next year.

The contest closes at the end of the year and every photograph, as well as newspaper advertisement, should be mailed not later than December 31. This gives the far West and East plenty of time to have photographs taken after the Christmas rush is over.

When you have a real good Christmas window installed, why not have it photographed and forwarded? Whether it takes a prize or not, if it is a good one, it will be reproduced.

EDITORIAL NOTES.

The "mental attitude" of the store can usually be determined from the store front.

* * *

Quality and service, if well advertised, will easily win out against the mail order houses.

* * *

Display is as important to the grocer in selling goods as the tricks of the street corner "fakir."

* * *

When the dealer reduces delivery complaints to a minimum, a great load has been lifted off his shoulders.

* * *

Thanksgiving falls on October 28. The fall thereof will be great if you can use it to bring in extra business.

Educating the people to want what you have to sell is one of the big efforts of every successful retail grocer.

* * *

Don't overlook Thanksgiving in planning for the fall campaign. An appropriate window will sell a lot of goods.

* * *

The sale of plum puddings is becoming larger every year. The resultant profits are "plums" every dealer should go after.

* * *

The fall house-cleaning season is by no means past. The resounding notes of the beaten rugs can still be heard in the land.

* * *

Sanitary stores are more and more in evidence in Canada. As a result sanitary inspectors are earning their money more easily.

* * *

Here is a sign for the grocery store when the new dried fruits and nuts arrive: "Good day, have you bought your Christmas baking material?"

* * *

If grocers generally adopt the gallery system for displaying and stocking goods, we may frequently hear the remark, "You'll find those peanuts up in the gods."

* * *

The Christmas buyer has usually a well bulged pocketbook. By showing how he can lighten his load and get full current value for the money, you do him a good turn. He might spend some of it foolishly.

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A. Glover's store, Kingston, Ont., where goods are only sold from sample. In an endeavor to have it as sanitary as possible, the ceiling is of metal and floor of variety of marble. It is probably the only one of its kind in Canada.

Determined to Have a Sanitary Store

Kingston Grocer Sells From Sample—Goods For Delivery Parceled and Sent From Rear—Marble and Cement Floor Always Clean—Many Labor Saving Devices in Use—How Samples are Shown to Customers—Prices Attached to Each.

By A. Glover.

Among the reasons why we decided to sell goods from sample only in the front of this store and parcel them up for delivery in the rear, the chief are Cleanliness, Room and Labor-Saving.

In my old store I used to pile the goods round in the usual way to make a display. In about a week's time the labels would be destroyed by dust and the different displays would be disturbed; a can taken from here and a bottle or two from there and the design would soon lose its effectiveness. This was to the dissatisfaction of the decorator who had spent some time in planning out same. These might be replaced when business rush was over or might be allowed to remain for several days until time could be secured for redecorating.

I was not at all satisfied with the old wooden floors. These I found hard to keep clean, and had them replaced with new hardwood. These looked very nice for a time, but like the old ones looked allright only for the day or so after being cleaned, and were soon dirty again.

The floor in the new store is laid with Tarrazo which is sanitary, warm, water and fire proof. It is very easily kept clean by brushing it over with wet sawdust, and also looks well, being made with crushed Italian Marble and cement.

More or less confusion was found in orders taking up the floor space in the old store which should have been kept clear for the customers. This is all done away with, the orders are taken in front store and sent to shipping room in rear to be put up and sent out by side entrance, thus leaving the floor space clear as seen in photograph.

I make no outside display, but utilize

A. Glover, Kingston, Ont., the writer of this article, has been in business for twenty years, and it is with this experience in view that he decided some time ago to operate as sanitary a store as possible by selling from sample. He is undoubtedly quite right in stating that the public are more and more demanding clean, wholesome and quality foods, and a sanitary store in which to deal. The best dealers all over Canada will uphold his opinion in this respect. The article is an exceedingly interesting one, and should be read by everyone.

the large plate glass windows to good effect. All goods are brought in by side entrance, and empties never allowed to stand around. I will admit an outside display may catch some of the don't-care-class of trade. These are what I consider as cheap buyers and are in the same class with the bargain hunters, who are not particular as to how the goods are handled. These outside displays also attract flies and catch the dust, etc.

Labor Saving Equipment.

I have an electric coffee mill, rotary meat slicer, and green vegetable spray which are all labor saving contrivances.

The vegetable spray is in one of the windows, the vegetables being placed on trays, and spray going through the contents continually keeps them fresh and nice. I have customers tell me every day they never buy vegetables and fruit when displayed outside. In my opinion the grocery store should be the most sanitary of all stores, and people are paying more attention now as to the way the wares are handled in the stores and market places.

How Samples are Shown.

My present store is fitted out with the tilting bins. They display and accommodate all teas, coffee, peels, starch, etc., and also save a great deal of time as they are easily opened and closed. Above the bins is a glass sample case containing a sample tin or bottle of all lines carried in stock on which the price is marked in plain figures. This enables the customer to see the goods in stock and price of same. This does away with looking for the goods asked for if not in sight, also looking up the prices.

All samples are removed from the case from time to time, being replaced with fresh ones. In opening the cases I leave all wrappers on goods until they are being placed in the orders.

Above the sample case is a wall case upon which I make a display of the different kinds of breakfast foods and cereals carried. These are put up in pyramids, which contain 6, 8, or 10 packages as the case may be. These are changed often, not allowing them to become stale. Orders are filled from stock which is kept in the stock room off the shipping room.

Showing Meats and Provisions.

At the rear of store is a large refrigerator with glass front which enables me to make good display of butter, lard, meats, fruits, etc., in the different compartments.

On the opposite wall is a large biscuit display case containing sixty tins, showing different varieties to good advantage, thus increasing the sales, and making a splendid display. This enables the customer to see all the lines carried in stock, as all are in view. It is also a great time saver for customer and clerk.

The camera did not take in the vegetable stand which is in the window at the end of the biscuit case.

The silent salesman show cases and fixtures are all finished in the same color.

The office is situated at the rear of store to the left, near the entrance of which stands a large cash register, containing a number of tills, one for each clerk. To this register is attached an electric device which lights a sign "Get Your Receipt" when any of the different tills are opened.

Street Advertising Brought Xmas Trade

Brantford Business Men on Street off Main Thoroughfare Instigated a "Buy on Dalhousie Street" Campaign Last Christmas—Claim Expense Turned Out to be an Investment—Additional Lights Added and Windows Attractively Trimmed.

In recent years we have heard much of city and town advertising as a means of bringing industries and business to a town. The West has been particularly aggressive in this regard and in most cases it has proved extremely profitable. Get people interested and talking about anything no matter whether it be a town or a business and good results are bound to follow. Publicity is one of the biggest business getters of the age and is being applied in numerous ways.

It remained for Brantford, Ont., to bring forth last December something new in the line of publicity. In this case it was a street that was advertised and those who took part in the scheme were extremely pleased with results. Not only did it improve business on the street while the direct attempt was under way but it gave it so much prominence that business is reported to have continued on a better scale than previous.

To Make Street Better Known.

Brantford is a town of some 23,000 population in Western Ontario. The business men on Dalhousie street, headed by A. C. Clark, a shoe dealer, last Christmas decided to wage a campaign to bring this street into greater prominence as a business centre. Dalhousie street is in the main portion of the city but runs off Market street, the thoroughfare with the street car line. It seems natural that the street with the car line should be the main business street, but Dalhousie street merchants decided to try to change the order of things somewhat.

Added Many Lights.

The time selected for this campaign was from the week previous to Christmas last year until New Year's. During that time the street was brilliantly lighted by the temporary erection of additional lights. Poles were erected in barrels for the purpose and series of lights strung along on these. At intervals there was a string of lights running into the buildings. It was indeed a good representation of "the great white way." Signs were erected along the street with Christmas greetings and such slogans as "Shop on Dalhousie street." In keeping with the idea of attracting more people and business all the merchants gave special attention to their windows. The local papers caught the spirit of the affair. Mention of it was made in the news column. The citizens of Brantford awoke to the fact that Dalhousie was a prominent business street and that there were some wide-awake business men on it.

What the Cost Amounted to.

Of course all this cost money. Litte publicity is secured without cost but if returns are large enough it really is not an expense but an investment. Altogether the cost in this case amounted to over $300 but divided up among the different merchants it did not amount to an excessive charge and they are pretty well agreed that it was money well spent.

A Grocer's Opinion..

Fred Harp, a grocer on this street, was well pleased with results. "When I was first approached regarding the scheme," he says, "I was rather dubious but agreed to go in on it. I was exceedingly well pleased with results. There were a good many more visited the street. People began to talk about it and ask their neighbors if they had been down. We gave special attention to our windows and as a result had the best Christmas trade we have ever had. I consider it was an excellent investment for me. It has brought the street more before the people and more people frequent it now than formerly. Consequently business is better.

A LARGE "T" SIGN.

A Princess St. grocer in Kingston, Ont., makes a big specialty of tea in his business. In order to keep before customers this fact he has a "T" sign extending out from the front of his store. The sign is about two feet high and on it is some reading matter relative to the tea sold.

The Store Interior That Creates Sales

Illustration of an Alberta Store Demonstrating This—Modern Display Fixtures in Use—Attractive Shelf Arrangement—Plenty of Floor Room for Customers.

As a developer of sales of fall and Christmas goods, no dealer would dare to overlook the interior display. Go into any store whatever and watch the eye of a customer who has come to buy a loaf of bread or a can of vegetables. It will be found to roam over the various appealing displays, and in many cases will alight on something and remain there until the price is asked.

The Goods Must Be Seen.

The brightness of their store is another feature. They realize that no interior, no matter how well arranged, will do justice to itself unless the goods can be seen to advantage. Therefore plenty of light is needed.

If, too, the interior is to be made as strong a selling force as possible, there must be sufficient room for customers to move about. While it is considered good business to show as many goods as possible, yet there must be order in the arrangement if best results are to be secured.

Absence of Boxes on the Floor.

The West & Montgomery store appeals to one in this regard. There are no unsightly boxes and barrels on the floor to be tripped over. There are a great many stores in the country where it would be impossible to accommodate more than three or four customers at a time. There are boxes, soap cases, barrels, etc., piled without care in the centre of the floor. In others may be seen string, waste paper, orange peeling and other refuse from early morning until late at night, with no apparent effort being made to clean it up. Such a store cannot expect to attract good custom—custom that means extra purchases of high class goods bearing fair margins of profit.

At the same time every attention should be given the appearance of the shelves. Dirty, dusty, fly-specked shelving drives high class business away. No person is content to deal at a store where every can or bottle of goods received looks as if they had spent the past two or three years in someone's back yard.

Attracting the Inside Customer.

The grocers who are getting away from this sort of thing are experiencing better business. The bright, clean, well arranged interior is the one that induces the inside customer to buy goods which she had not thought of prior to entering the store. This is what helps the business; for it is a fact that the bare demands of one's customers would not provide enough to allow him a mere living.

The members of this firm are two former Prince Edward Island men.

Interior of a live store in a growing Alberta town. Montgomery & West, the proprietors, are former Eastern Canadian men.

The appealing inside display makes many an extra sale. That is why Montgomery & West of Wetaskiwin, Alta., have installed a system of bin fixtures that must be seen by everybody who enters the store. These give an added effect to the cleanliness of the store interior and arrangement and, therefore, in addition to making extra sales, make a reputation for the proprietors, giving them more prestige.

Montgomery & West run a large departmental store of which the grocery section shown herewith is but a part. The business was established some 17 years ago, having been acquired by the present owners in 1908.

This illustration shows the gallery around the two sides and rear end of E. F. Mason's store, Peterboro, Ont. The inset is that of Mr. Mason himself. Note also the prominence of store equipment and fixtures.

Grocery Store Fitted With a Gallery

Peterboro', Ont., Dealer Who Wanted More Display Space for Surplus Stock Has One Installed—Large Orders of Any Line Filled From Shelves in Gallery—An Advocate of Modern Fixtures—Business Increased by Demonstration—Ideas From Other Cities.

When one thinks of the word "gallery" he usually recalls to mind a church or a theatre or some arena. Not many would think of a grocery store; yet shown herewith is one with a gallery. It is that of E. F. Mason, a Peterborough, Ont., grocer, who recently had his store refitted and re-equipped. As the illustration indicates, the store is an exceedingly inviting one with its show-cases, handsome tables, and attractive shelving.

The gallery is, of course, a new feature so far as grocery stores are concerned, and one may wonder at the idea of Mr. Mason in the installation of this innovation. At the rear of the store on the left may be seen the stairway. The gallery is around the end and sides, being supported by steel rods leading up to the ceiling, while a steel railing gives protection to anyone walking along.

Display Room for Surplus Goods.

"I wanted more room," stated Mr. Mason to The Grocer in referring to the change. "The warehouse was getting crowded and the shelving was filled so the only solution was the gallery.

"When a large shipment of goods arrives, we place what we require for ordinary selling on the lower shelving and the remainder on the shelves above the gallery. Frequently an order for a dozen or two of jams or pickles will come in from a hotel or other large buyer, and these we take from the gallery shelves. This does not make holes in our shelf arrangement below and at the same time we are able to fill the order quickly. It saves opening boxes and cases and having the warehouse continually upset."

With this system, Mr. Mason has practically his entire stock in the store proper, always handy and ready to be brought down at a minute's notice. Customers are free to use the gallery at any time and it is considered a strong advertisement on account of the new and attractive appearance it gives the entire store.

What the Equipment Includes.

Mr. Mason is a great believer in the value of modern equipment as an aid in increasing business. In this illustration may be seen a vegetable display fountain, which he bought this spring; handsome demonstration and display tables; computing scale; meat slicer; refrigerator; dust proof bin fixtures, and silent salesmen. He also, of course, has a cash register, but it does not show here. The small display stands are made of best of wood and display bottled goods to good advantage.

When the picture of Mr. Mason's store was taken, there was a demonstration on of jelly powders and soups. This is a method which in his establishment is a splendid one for introducing new goods to his customers. During fall and Christmas seasons he pushes sales of high class quality lines by this method as well as through window displays and personal conversation.

Going Out After New Ideas.

Mr. Mason is one of those who believe in going out to other cities for information on methods for increasing sales. He makes frequent trips to Toronto and some time ago went down to New York where he studied first hand the things that appeal to the general public. With these and his own ideas to work on, he aims to attract new business as well as develop that which he already has. That is the goal all are striving for.

Great Value Placed On Quality Goods

British Columbia Grocer Maintains That This is the Chief Essential in Buying —Quality Goods Bring Repeats—Concentration as a Business Builder—Places Importance on Frequent Changes of Window Display.

By J. D. Jay, Manager for Dixi H. Ross & Co., Victoria, B.C.

In giving my views to readers of The Grocer on increasing the business of a retail store, I would first place particular emphasis on CONCENTRATION.

The most serious question in business is CONCENTRATION. You must concentrate your whole personality so that it is felt, not only amongst the clerks, but also amongst the customers. Make them all feel that they are actually part of the life of the business also convey to your clerks your own strong sense and feeling; mingle with them, so that they get the strong influence you wish to impart to them. also that they may study the same practical methods you may use yourself towards a customer. Be a guide. Do not use a whip. Make them feel that they are really part of a daily machine and that if they fail to do their duty the machine will become clogged and stop. "It is all concentration."

When your patrons enter the threshold of your store, meet them gladly. Do not allow them to stand and gaze idly about and seem lost to actual surroundings. Make them feel that you know that it is part of your business to convey to them any idea that may enable them to make purchasing easy.

Clerks Should Know the Goods.

Educate your clerks to know the true merits of the article they may be asked for, so that they can describe fully the ingredients therein. Pay your clerks their true value, not only in money but in attention. On new goods arriving, make a display in a prominent position upon the counter, and describe fully the virtues of the goods so that the clerks will not be at a loss to explain the contents.

Look to Quality in Buying.

Second: Buying is only taught by experience, but never lose for one moment the word "quality;" that is the true backbone of any sound business. Dwell upon that word so that you cannot deviate from that course and don't buy any but quality goods. No dictionary can impart to you any word that is more important to your business. It means volumes. When customers buy quality goods, they speak for themselves, therefore they repeat. Buying seconds means that you have to pay for extensive advertising to create a sale; also you cannot meet your customers with the same placid smile as when you are selling goods of true value.

Margin of Profit Desired.

Having had an extensive experience in some of the largest markets in the world and knowing the value of goods, I find it easy to discriminate in buying. I have made it a study. New goods do not impress me without there is a good margin, say at least 30 or 35 per cent. Do not figure on the cost of the article but on the selling price. Do not allow a plausible salesman to sell you goods that will not move rapidly. Make them create the demand and do the actual talking. Otherwise advertising them increases the cost. A salesman may have only one or two lines to look after while you have your whole business to study—and make it a deep study.

Watch Markets Closely.

Look your store over daily and see what improvement you can make in buying or otherwise. Follow diligently the market quotations in your Canadian Grocer. That I find the greatest essential point to success. It does not matter what varied experience you may have had, new goods are developing daily and advice from such a source should be duly appreciated.

Present Age Demands Live Window.

Third: WINDOW DRESSING. Now you may think what I am about to say does not meet the actual requirements of an up-to-date store. Of course you are fully aware that in many competitions our windows have carried the prize, also honorable mention. I believe the present age demands a live window. I mean by that, a window containing goods to sell from, and keep moving all the time. Do not put much stock in your window at any time, it only deteriorates and loses value and you do not sell any more.

Time is too valuable nowadays to spend one or two days to make a window display, the more often you change it the better results you will get. Spend that extra time on giving attention to customers—that is the vital point at the present time. While you may be standing, figuring out some design for your window, and a customer comes up to you to be waited on, you may feel greatly annoyed if your mind should be taken from your work, and probably the look on your countenace may not please the customer and she may go away with a false impression and deal elsewhere.

This I think you will admit is a common occurrence. Window dressing on a large scale is very expensive and I think should only be indulged in once a year, say Christmas time.

Employment of an Accountant.

OFFICE: If your business warrants. it get some good accountant to take charge and have full control over your financial affairs. Then you will be sure of promptness and exactness, which will undoubtedly save you a great deal of responsibility and worry. You need all your mental faculties to run your business successfully without the worry of office work.

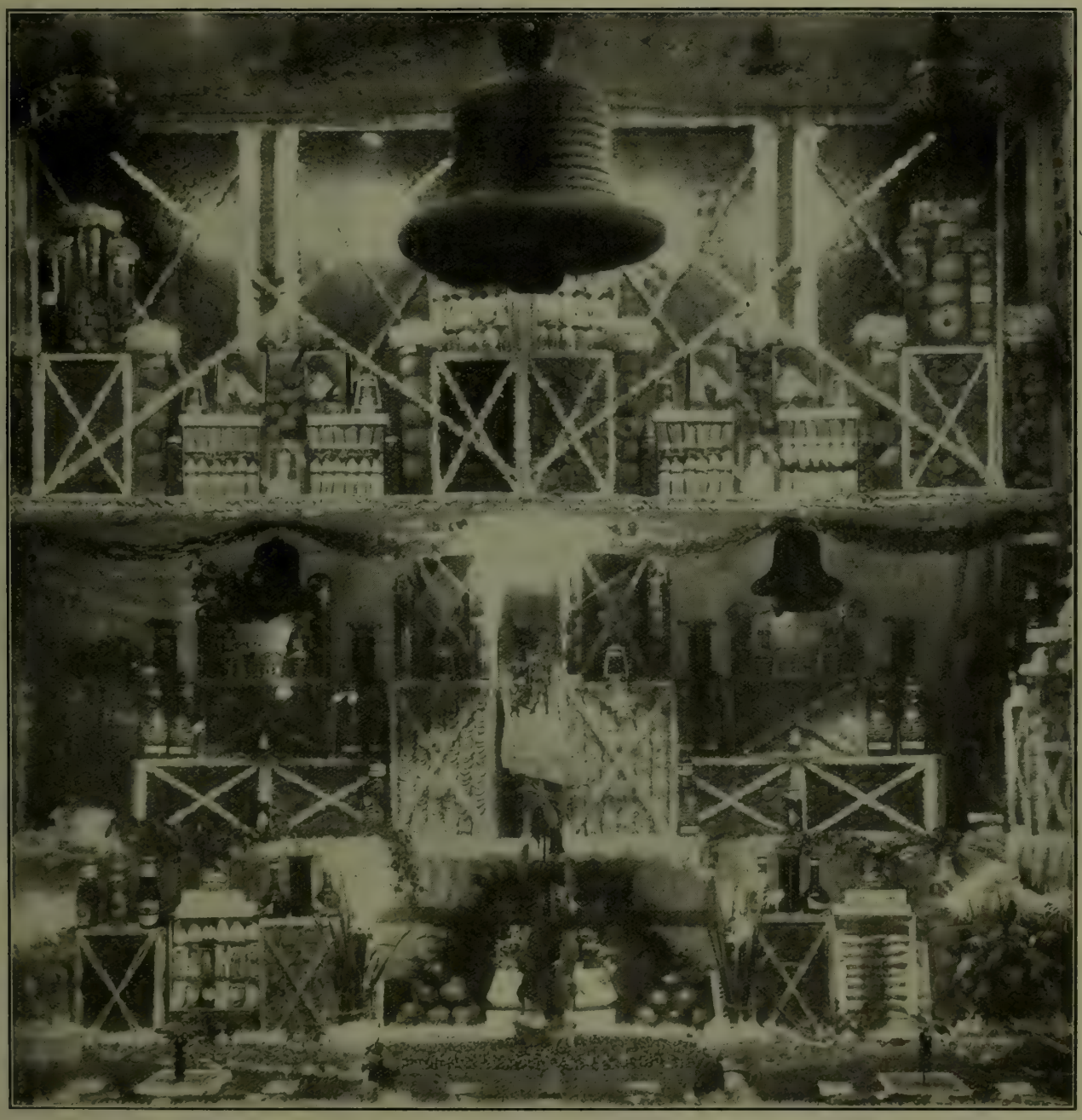
Value of an Honorable Name.

ADVERTISING: You will think I am in another mood now when I start in this strain. In my opinion big daily advertisements for retail business only tend to make the public think your goods will not speak for themselves. Get a good honorable name for fair dealing, then you have obtained the proper mode of advertising. You may spend $100

per month or more for advertising. Save that, give that value to the public. For instance, on a Saturday I may make a genuine special of one or two lines and sell actually at cost after figuring expenses. I have got the public educated to that and they come to the store to see what the Saturday bargain is and probably buy something else; and I assure you that the present generation fully realize when they get a bargain. Saturday night during the fruit season I may alter and put the price of fruit down two or three times during the course of the evening, and I truly assure you that it makes you happy to see the smiling faces at the window waiting to see the prices reduced, and it is only human nature after all. These pointers are my essential modes of advertising. They may not be applicable everywhere, but they have doubled our Saturday's trade.

Prompt and Reliable Delivery.

DELIVERY: This is another mode of advertising. Our horses, the same as our business are blue ribbon winners. For years we have taken the highest honors in both double and single harness at the show at Vancouver as well as here. Promptness of delivery and reliability is another one of the points which has enabled us to build up our business to such proportions.



This illustration shows how attractively Dixi H. Ross & Co., Victoria, B.C., dress their Christmas windows.

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FOR A SATURDAY WINDOW.

A suggestion for a Saturday window is one showing that a complete dinner for six may be prepared at a cost of only 95 cents.

A small table is placed in the window and on this is placed the articles that go to make up the meal. If you keep meats, three pounds of some line is put on. A couple of cans of canned meat will take its place. Then comes the required amount of potatoes, a can of soup, one of vegetables, coffee and some bananas or oranges.

One grocer has figured that the cost would run about 95 cents but whatever it amounts to, put a card up "Sunday dinner for six — cents." The idea is to catch the Saturday shopper but a window may be dressed in this manner to good advantage on any day of the week.

Using Motor Power in the Window Trim

This Can Be Made Powerful Sales Medium if it Tells the Proper Story—Example of a Good Motion Window From Ingersoll—Shows Canned Salmon and Connects it Up With the Source of Supply.

There is no stronger attraction in the window than a motion display. But all motion displays are not good sellers, and that should be the principal purpose of the window. Better have a good silent selling window than a motion display that disposes of little goods. In fact some windows operated by motive power never lead one to guess the reason. But when a motion window is connected up properly with the goods exhibited, the two form a strong selling combination.

In the window shown by the illustration we have the combination at its best. It was trimmed by Bruce McDougall, of Ingersoll, Ont., employed in his father's store there. He is a young man who takes a deep interest in display work, a sample of which recently appeared in The Grocer.

A Unique Salmon Window.

This is a Salmon window. It is not simply a few tins of salmon standing on end in the bottom but a display that fascinates as well as sells. It is one on which considerable thought and planning was necessary. It represented salmon fishing and canning and showed the finished product.

Observation of the illustration will show in the background a water-fall, the water coming down a chute and over the water-wheel. The wheel was kept in motion by a small electric motor placed out of sight. The water emptied into a miniature river below.

To the left of the water wheel was the canning factory and, to make the scene the more realistic, the banks of the river were built with sod and stone, vines and cat-tails.

Display Card Used.

The tins of salmon were arranged about the window in an artistic manner, and a show card which read: "Try our salmon, fresh supply always on hand," as well as a picture of a fish in the background added to the general effect.

Naturally such a window produced much favorable comment from Ingersoll people, and as it sold considerable salmon, performed a double function—sold the goods and advertised the store more widely.

Similar Treatment to Other Lines.

There are many other displays that could with good effect be based on this one. Make the window, for instance, tell the story of flour manufacturing, of soap making, the manufacture of maple syrup in the sugar bush, pickle manufacture, etc., etc. When the decision to display a certain line has been made the correct idea for a story or a story-motion window will present itself. Particular attention is necessary to see that the goods shown are connected up with the motion. A man shaving himself in a salmon window would draw a crow but wouldn't sell many goods.

Mr. McDougall has evidently hit upon the novel schemes that sell as well as attract. There is wide scope and a good future for the clerk who has the opportunity to develop this latent ability.

A salmon motion window trimmed by Bruce McDougall, of Ingersoll. A water chute, water-wheel, salmon cannery and river were among the features.

A PLEA FOR ORGANIZATION.

There are 22,000 peddlers in New York City, and they are well organized. They take a hand in the politics of the city, and they can sway an election if necessary. Hence they come very near getting the laws they want. This is another argument for merchants' organization.

Power of Store Cleanliness in Selling

A Bright Western Canadian Store Which Makes This a Feature—Neatness in Interior Display Invaluable if Good Class of Trade is Desired—Square Dealing With Everyone—The Purchasers of High Class Goods.

Everywhere in Western Canada one meets with bright grocery stores with many modern facilities for increasing sales and efficiency of the staff.

The City Grocery, Wetaskiwin, Alta., of which J. J. Christopher is proprietor, must be included as one of these. It was just two years ago that Mr. Christopher took over the business from C. E. Crompton. He is recognized and enjoys the distinction of being the youngest merchant in that thriving western town.

A glance at the illustration showing the interior of Mr. Christopher's store denotes the importance attached to interior display as a factor in getting business. The shelving is particularly attractive, the goods being placed so that labels do their duty as well as possible. The evergreens hanging along the top of the shelves impart the Christmas idea. While not elaborate, they are simple and effective.

The system of bin receptacles further emphasises the dependence placed upon display towards making sales. Samples of biscuits, confectionery, spices, etc., are shown up to good advantage. These fixtures are all of quarter cut oak, so the value of their appearance can easily be realized.

Confectionery in Silent Salesman.

The City Grocery carries a good sized stock of quality confectionery. This is found to be a splendid paying line in itself, and it also attracts custom for other goods the store might not otherwise receive. The confectionery is neatly displayed in silent salesmen, which attractive arrangement insures a good many sales.

Among the other equipment may be noted computing scales and cash carrier, the latter running into the elevated office at the rear.

The motto of the Christopher store is "a square deal to everyone, man, woman and child," and to this is ascribed a good deal of the proprietor's success.

Must Be Cleanliness.

Mr. Christopher realizes too that the days of dirty, ill-kept stores are a thing of the past if success is to be attained, and he works always with this point in view. His store is invariably neat and the goods in attractive order.

Cleanliness is a point on which every emphasis is laid by him. There is no question that in these advanced times, the general public is after quality goods from sanitary stores. There are, no doubt, a great many people who are not particular about quality or cleanliness. Price is everything to them. They purchase considerable goods, no doubt, but these are the cheaper varieties on which profit is frequently small. They also stick pretty much to the necessities of life not branching out among luxuries and semi-luxuries that actually bring in the good margins.

This is the business every dealer should get after, and now that the fall and Christmas trade is in view, possibilities are great to make substantial sales and profits.

Interior view of J. J. Christopher's "City Grocery," Wetaskiwin, Alta., showing an attractive arrangement of goods. Note the patented pivoted bin fixtures and metal ceiling.

First prize window in The Grocer's 1911 Window Dressing Contest. It is that of Island & Bamford, Toronto. The design is that of a circular stairway.

Displays That Sell Christmas Goods

Prize Winning Windows in The Grocer's 1911 Contest Show Many Features of Importance—Windows are Judged From Standpoints of Attractiveness, Originality and Selling Power—Pointers for This Year's Displays.

When a small boy makes a basswood whistle that gives "tongue," he is naturally highly elated over the event. That same elation is manifest when he flies a kite of his own construction. He is proud of his work and of the admiration of others for it; and this same pride leads him on to further and more difficult achievements as he grows to manhood.

The same feeling of pride, too, is noticeable in the man who creates a window display that compels attention by force of its attractiveness, and rightly so. But when he constructs a window that not only attracts but induces the passerby to purchase, then he has reached a high stage of perfection as a display artist. He soon finds that a greater degree of effectiveness is developed the longer he keeps at it, and the more he studies the results produced by each successive display. His pride in the thing that he has made himself pleases him and he eventually does the work because he likes it.

Winners in the 1911 Xmas Window Contest

Class I—Towns and Cities over 10,000 Population.

1 — *Island & Bamford, Dundas St., Toronto.*

2—*E. A. Reed (Dowling & Reed), Brandon, Man.*

3—*Bruce & Sanderson, Parliament St., Toronto.*

Class II—Centres Under 10,000 Population.

1 — *R. George (Hudson's Bay Co.), Kamloops, B.C.*

2—*C. H. Milton (H. A. Ross) Oshawa, Ont.*

3—*Millar & Wigle, Essex, Ont.*

The Window at Christmas.

Perhaps there is no better scope for the clerk or dealer than dressing a window with Christmas goods. At this time of year an appealing display is more likely to attract and sell more goods than one equally as good at any other season. That is probably the reason every window artist is anxious to make a good showing on the Christmas window. He knows everybody else is doing it, and if his share of the trade, or a little more, is to be secured he has got to show something beyond the ordinary.

Now, then, is the time to plan for a series of displays leading up to the climax of the week prior to the great event.

In this connection let us recall what some of the good Canadian window-dressers accomplished a year ago. It will be remembered The Canadian Groc-

er offered a number of cash prizes to the trimmers of the best 1911 Christmas windows. The results are shown herewith and in this and succeeding pages are the illustrations of the six prize winners.

Essentials of a Good Window.

A good window display has three chief essentials. It is attractive, original and has a high selling value. Let readers judge for themselves the displays from these three points of view and probably they will be benefited when the time comes to dress their Christmas windows. It will be further noted from the illustrations that every dealer has laid particular stress on showing seasonable lines.

Construction of a Stair Display.

A study of the winner in Class I.—that of Island & Bamford, Toronto—shows a particularly attractive and original display as well as one with strong selling power.

A circular stair is made of ten uprights placed in the centre of the window and covered with tinsel paper. The bottom row is covered with currants inlaid with he letters "Season's Greetings," made of loaf sugar.

The second row is covered with raisins, currants, sultanas and mixed peel.

The third row contains raisins and boxes of fancy biscuits.

The fourth shows different kinds of Christmas candies.

The fifth row is covered with package dates and essences.

On the sixth is shown table figs.

The seventh is covered with bottled candies and boxes of chocolates.

The eighth contains shelled nuts, and the ninth and top row is covered with bottled olives and bottles of wine.

The floor about the stairway shows a pyramid on each side, one of currants and one of Sultana raisins. Around these divided by slats covered with tinsel are shown the different varieties of Christmas nuts. The back is arranged with dates, figs, oranges, grapes and grape fruit. The back of the central fixture is draped from the centre to the sides and top with twisted colored paper forming a circle.

An Archway Window.

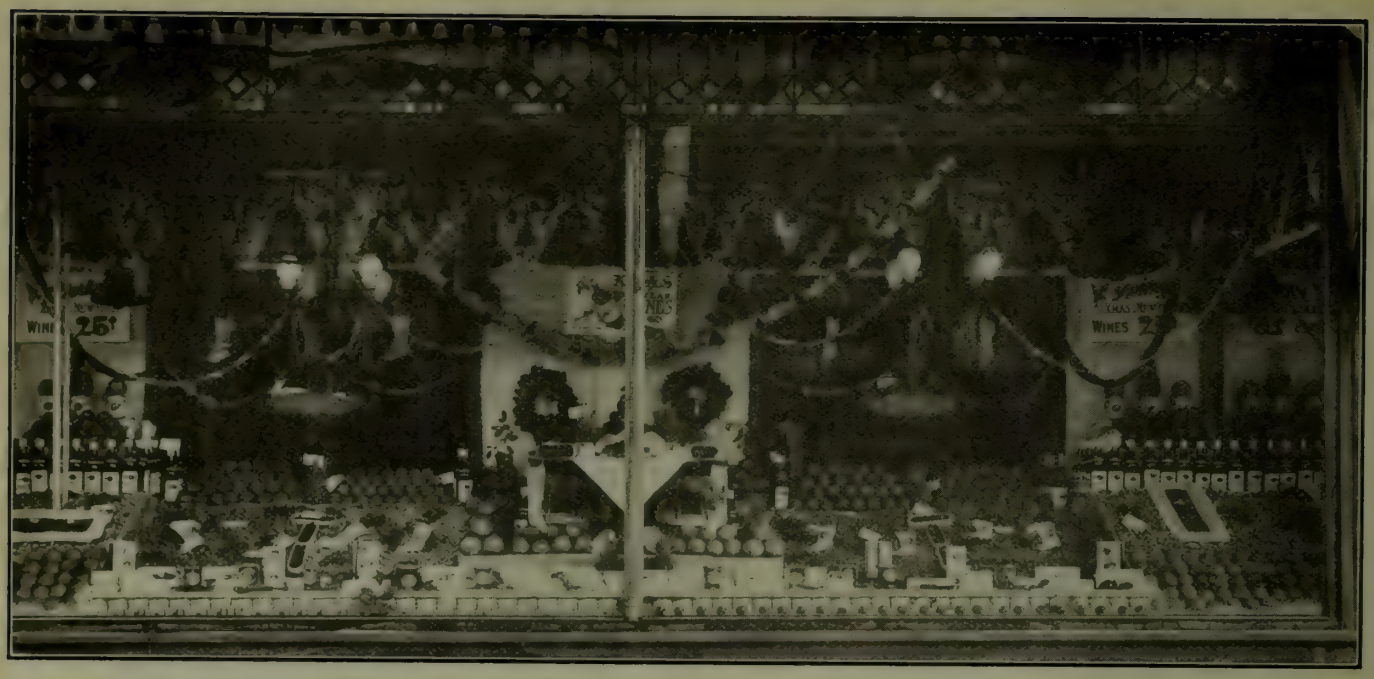
E. A. Reed, of Brandon, Man., won second prize in Class I. with an attractive arch display.

The top roof of the window is of green spruce, and branches of holly, from which are hung Christmas stockings and bunches of grapes. The top represents an arch, the upper part of which is covered with white cotton batting, trimmed with bunches of holly, and red bells. In the centre of the arch is hung a large bell made of evergreen, on which are the words "Christmas Greetings" in white. Under this bell and supported by four pillars of canned fruits, is a shelf extending right across the window, on which are bottles of olives, pickles, unfermented wine, plum puddings, etc. Between the pillars are three pyramids on which are fancy boxes of chocolates, completing the background. At the end of the window is a large mirror, and against this is built a pyramid of bottled fruit on glass shelves.

The Floor Arrangement.

The bottom is built on a slope, the part next the glass being six sections of nuts, each section being divided by figs; on top of the nuts are baskets of figs, fancy cluster raisins, shelled nuts in glass dishes, and a basket of grapes at each end. On the next part of the

An archway display which is exceedingly attractive. This windiw stands high in selling power, and is a credit to the window artist who trimmed it. It is that of Dowling & Reed, Brandon, Man., and it took second prize.



Winner of third prize in Class I. contest. In this display Bruce and Sanderson present an attractive and strong selling window.

Window dressed by R. George for the Hudson's Bay Co., Kamloops, B.C. It won first prize in class VI. Note the symmetry of arrangement.

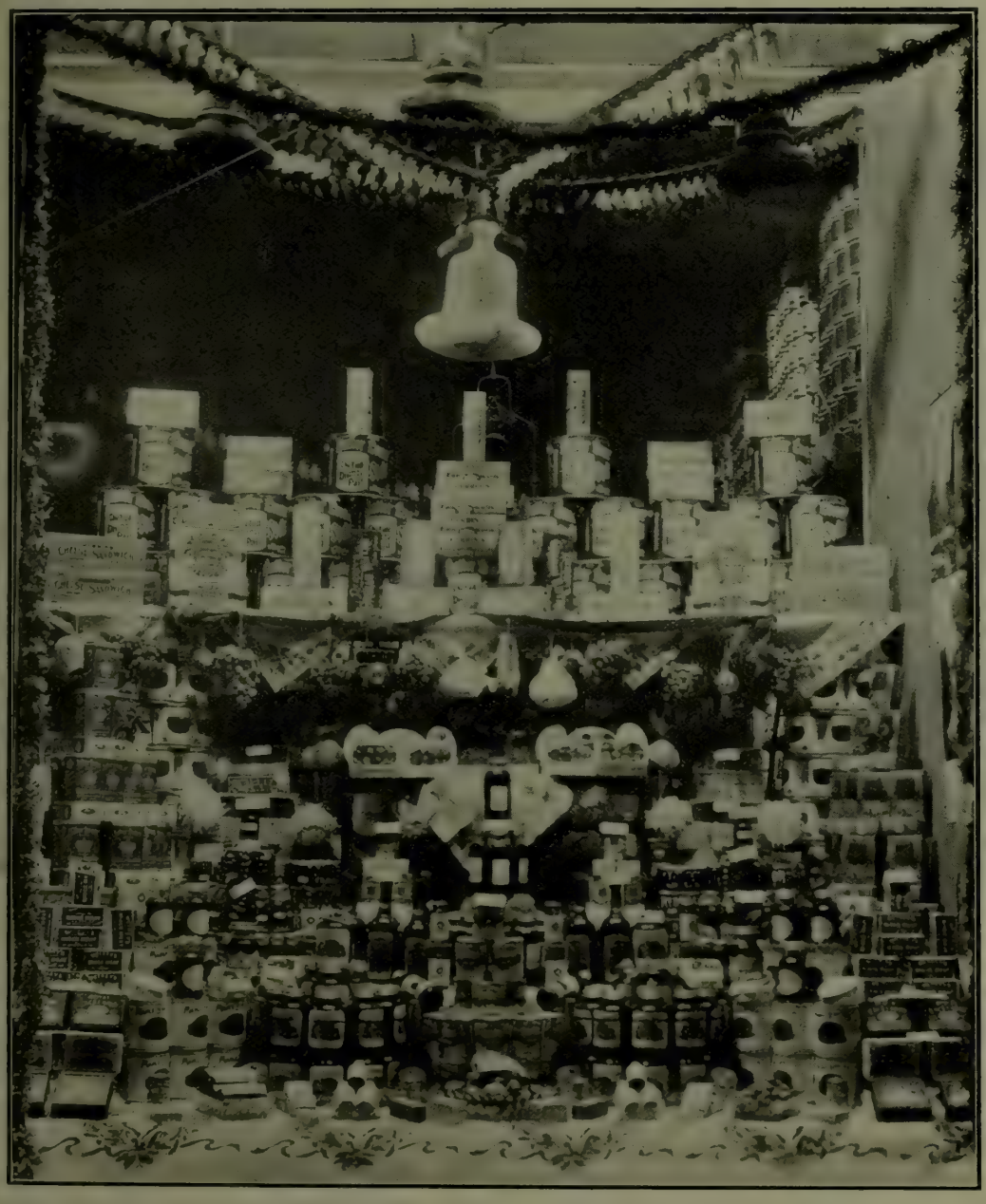
slope are five stars, the point of each star being filled with a different kind of candy; between the stars next the front are boxes and glass dishes of crystalized and glace fruits, bottles of bon bons, etc.; back of these are baskets of oranges, grape fruit and apples. All the shelves and the slope around the stars is covered with cotton batting on which is sprinkled diamond dust and sprigs of holly.

As to its selling power, Dowling & Reed claim they did an exceptionally large Christmas business, and no small part of it they attribute to their Christmas window.

Attractive and a Good Seller.

The window of Bruce and Sanderson is equally as attractive as the other two, but it lacks possibly a little in originality of design. There is no question about it only show their true value at night when the window is lit up. Pyramids of oranges appear in the background separated by pineapple and flanked by bottles of wine. Over them on each side hangs a fancy basket of grapes.

On the floor in front of the oranges are various kinds of nuts, fancy dates, stockings, bon bons and all the dried Christmas fruits. The table in the centre is adorned with grapes, pineapple



Second prize winner in Class II., dressed by C. H. Milton, of Oshawa. Much prominence is given Christmas lines.

The color effect of green and white with the red holly berries and bottles of red fruits, together with two electric lights in quaint shades, and price cards printed in green ink, gave an added attraction which does not appear in the photo.

being a splendid seller and might hold its own in this respect with the two above referred to. But in the judging of the displays, originality was a consideration.

The decorations emblematic of the Christmas season strike one as being particularly attractive, but of course

wines, plum puddings, package dates, etc. Boxes of high-class chocolates are shown towards the front, while a row of canned fruits is placed across the front next the glass.

A feature of this display is the symmetrical arrangement, which could

scarcely be improved upon. It was shown a couple of days prior to Christmas.

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CLASS II PRIZE WINNERS.

Regularity and attractiveness combine to make the window dressed by R. George for the Hudson Bay Co., Kamloops, B.C., a particularly good one.

The top portion of the window includes dried and canned fruits and Christmas crackers. Next come canned and bottled fruits; then is a row of evaporated fruits and below are raisins, currants and marmalade. Below that again are peels and jams and evaporated fruit. The bottom row consists of biscuits, plum puddings, figs and raisins.

Mr. George won first prize in Class II.

How Decorations Help.

C. H. Milton, with H. A. Ross, Oshawa, Ont., was the winner of second prize in this class. Attractiveness is added to the general appearance by evergreen border, the bells, bunches of grapes hanging from the upper shelf, holly in the front and occasional chrysanthemums throughout the display.

Among the Christmas lines shown are preserves, olives, dried and crystallized fruits, table raisins, shelled nuts, fancy biscuits in packets, etc. As it was the last before Christmas it contained a greater variety of the small and fancy articles than former windows.

The shelf at the top and rear is supported by two piles of canned tomatoes, the shelf below it being of glass on three pillars (decorated earthen pipes).

A Santa Slaus Introduced.

The display of Millar & Wigle, Essex, Ont., which captured third prize—Class II contest, certainly has the "Christmassy" appearance. The photograph scarcely does justice to some features of it. For instance, on the left is a Santa Claus in a chimney in which the detail does not show to best advantage. On the right is a Christmas tree laden with pop corn, stockings, and ornaments, while in the centre are a number of cases of oranges.

In the space to the front are nuts, candies, and grapes, all arranged with price tickets. The floor is covered with white batting, and decorated with sprigs of holly, while the back and front of Santa Claus is draped with white cotton and adorned with holly.

Some window artists might make the criticism that instead of devoting so much space to Santa Claus and the tree, more should be given to fairly high-priced lines, such as plum puddings, confectionery, fancy biscuits, etc. Nevertheless, this is an attractive display, and it sold goods.

With these six displays to assist, as well as others in this issue, dealers have something valuable to work on for their fall and Christmas windows.

Editorial Note.—Announcement is made in this number of our 1912 Christmas window contest. Those intending to enter should see the particulars and begin their plans now.

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THE AGGRESSIVE SELLING PLAN.

It is quite evident to one who calls on the retail trade that the idea of putting the selling force behind particular articles has proven its worth. Grocers, great and small, speak favorably of this special selling effort and in many stores it is given much attention. To obtain the best results it is apparent that the clerks must become interested. A list of new articles and those the dealer desires to push should be given each clerk every time there is a change, or it should be placed near the order telephones and finally the list should be changed regularly, every day if need be but at least two or three times a week. Let not the list be too long and often it might include staples in conditions are peculiar. The fact that some of the best retail grocers in the country have adopted the aggressive selling plan and are continuing it, is guarantee sufficient of its practicability.

This window was dressed by A. M. Wigle, Millar & Wigle, Essex, Ont. It was the winner of third prize. Note the Santa Claus on the left and Xmas tree on the right.

The Power of Personal Contact in Selling

Trenton Dealer Demonstrates Importance of His Recommendation in Selling Goods—Can Sell Any Line He Stocks and Gets Behind Regardless of What Customer Asks For, He Claims—Specializes in Tobaccos, Cigars, Etc., Brushes, House Cleaning Articles and Salt.

The Hooey business in Trenton, Ont., has been established for over a quarter of a century. B. S. Hooey, the present proprietor has guided the business for 15 years, but his father had charge before him. A substantial business increasing from year to year has been built up because the value of salesmanship in selling goods over and above actual demand is recognized.

Unfortunately there are still merchants who believe that as long as they have the goods it makes no difference in what manner they are presented to customers or whether any extra effort is put forward to interest customers in them. Live dealers believe conditions are otherwise. Mr. Hooey is one of these.

Cleanliness First Essential.

The first stage in selling more goods than customers would ordinarily ask for that is recognized by Mr. Hooey, is to have goods shown up to the best advantage. An important factor in this behalf is to have a neat, clean store. In order to secure this condition, some lines carried by many grocers that tend to give the place a dirty and untidy appearance are not handled in this store. The floor is not littered with boxes or cases as in many stores, the aim being to have a neat appearance, yet goods displayed to good advantage. The store is a high one and to avoid the bare appearance which the walls might give, pictorial advertising material of goods handled is hung up. Only those of attractive appearance have been selected and these are all framed so as to add to, rather than detract from the appearance of the store.

How Shelves Are Arranged.

While the aim is to have a neat store, this is not carried out to extent of being detrimental to display. There is a counter down one side. On the other is a shelf only. On the top are shown cereals of various kinds. Then come three shelves of canned goods. The bottom shelf, commonly known as the ledge, is fitted with a glass front in a sloping position. There are several reasons for this. In the first place it keeps goods free from dust and flies. In most stores many odd lines are left on the bottom ledge, and it is rather inattractive. This idea prevents that. "Then again," says Mr. Hooey, "this is where we show a lot of smaller goods, and if there was not this glass covering there would be many articles picked up by customers who have such a habit. We want to get these goods out where customers can see them, but we don't want all the profit taken off with stolen goods."

Each section is used to display a certain class of goods. In the first one is tea, then comes extract of beef, toilet soaps, jellies and gelatine, cocoa and chocolate, etc. Thus the customer's attention is concentrated on one line at a time while clerks know exactly where to get any article required.

"You have to get the goods out where people will see and inquire about them," says Mr. Hooey. "That is one of the things that the grocer has to see to."

Customer's Mind in Receptive Mood.

He believes that when a customer enters the store, her mind is not made up as to exactly what she is going to buy. She knows she wants certain goods, but she will frequently buy other articles.

This store always keeps a few lines on the main counter which may be introduced to customers. For instance on one day recently samples of orangeade, concentrated coffee, canned soup, and olives were on the counter and many sales were made. These are, however, frequently changed so as to have something different to show customers each time they come in.

"Even when no effort is put forth to talk these lines to customers," says Mr. Hooey, "this method sells them. People pick them up, enquire about them and very soon are buying."

Increases Jam and Pickle Sales.

A big trade has been built up in a certain brand of jams, and one of pickles. The method which Mr. Hooey used was by prominent display, putting them out on the counter where people would ask about them and by introducing them to customers. The pushing of these brands demonstrates that the grocer can sell the goods he wants to. In fact Mr. Hooey believes firmly that the grocer can sell the brand of goods he desires. He demonstrates this in his own case. Even when customers inquire for other brands, he finds he can sell them the one he handles. He believes in the quality and his recommendation does the rest.

Must Get Behind Many Lines.

Mr. Hooey struck the nail on the head when he declared that "money in business is not made by devoting attention to one line, but by pushing several lines strongly. One line will not make money for you. It is the combining of several that does it."

Specializes on Tobacco, Etc.

For instance, this store has built up a big trade in cigars, cigarettes, pipes and tobaccos. They believe it is a good line to handle in the grocery store. They believe these goods sell themselves when properly displayed. This part has certainly been looked after well. The department is right at the front. A show case at front contains pipes. Another one shows cigars, while a glass front case behind the counter shows all lines of taboccos.

Brushes and Clothes Lines Well Displayed.

Then again such lines as clothes lines, whisks, furniture brushes, stove brushes, etc., are shown at front, being hung in clusters on front of counter.

Brooms, long-handled brooms for ceiling work and wash boards are also given a prominent position.

Sign on Store Sells Salt.

Salt is another line in which an appreciable trade has been worked up. Perhaps one of the things that has helped trade in this line is a simple little sign "salt," tacked on the side of the store. The Hooey store is next to the post office, and the farmer in getting his mail is always reminded of his salt needs. Special efforts are now being put behind salt. Farmers will soon be killing hogs and salting them down for the winter, while most of them put in enough in the fall to last during the winter.

"Show the goods and talk them," is the motto of the Hooey store.

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SHOW CARD PHRASES.

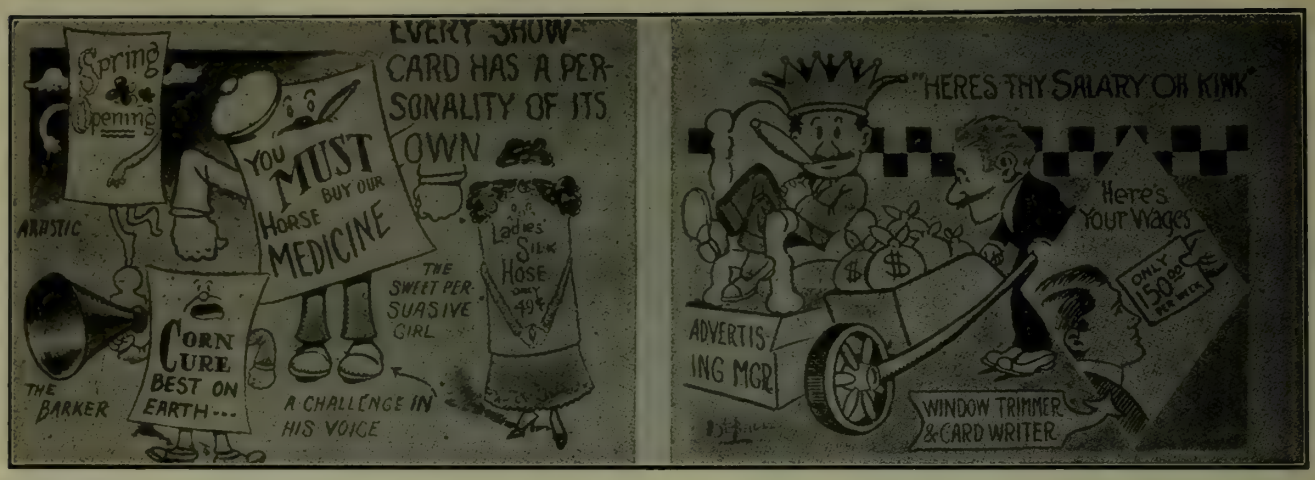
Seasonable merchandise.

We have what you want.

Reliable Quality Means True Economy.

Seeing is believing. Eating is proving.

Here Is Where Your Dollar Will Do Its Duty.



Bright cartoons presented by R. R. Shuman in course of address on card writing.

The Value of Show and Price Cards

How Results Can be Obtained From Their Use—A Show Card is a "Living Voice"—Some Hints as to Methods of Card Writing and Suggestions for Seasonable Grocery Cards.

Show and price cards have become important factors in the modern store. Walk through any large establishment and neat cards greet the eye on every side. Window displays fairly bristle with attention-compelling signs. People have acquired the habit of looking at the cards when information is desired.

The system has found its way into the grocery trade and good results are being obtained by dealers who use price and show cards. It has not yet become general, however. In a large percentage of stores no cards of any description are used. It is only too apparent that many dealers have not realized the value of the card as a business getter. They believe their stock can "speak for itself," and do not recognize that an attractive card can speak more loudly than the goods alone.

The work of the show card was most aptly summed up by R. R. Shuman, advertising manager of the Liquid Carbonic Co., Chicago, in the course of an illustrated talk on the subject. "Your work is vital," said Mr. Shuman, to an assembly of window trimmers and card writers, "creative, resultful. Your crisp sayings in windows or on the counters talk to the public at close range and talk to a purpose because they answer questions in advance. Your signs are not mere signs; they are salesmen; they hear without ears and they are voices—living voices—your voices—your persuasive personality wrought in a hundred garbs and stationed in windows or throughout the store."

The show card is so certain to bring results that the grocer should be prepared to lay out a certain amount of money to that end. An appropriation should be made for show cards as well as for advertising and window displays. The amount will, of course, be small. The clerk who is preparing the cards needs proper equipment and material to enable him to turn out good work, and this should be provided for just as surely as a certain amount is set aside to cover newspaper advertising.

Got Splendid Results.

It is hardly necessary to go into the question of results. Those who make the policy of suppressing prices a general one to apply to all phases of their business are becoming fewer all the time. It will be interesting, however, to quote the experience of one dealer, who is a recent convert to the card system:

"I have a clerk who has a natural genius for lettering and drawing and that sort of thing," he explained. "He was always after me to give him a chance at card writing, but I was afraid of it. My opposition cuts prices recklessly and also uses price cards . What chance would I have if the cards in my window tagged goods at a higher price than the same articles were offered around the corner?

"That was the way I used to look at it. Finally I decided to try it out. Fred—the clerk—went at the task with great eagerness and turned out a number of cards that would have been a credit to a professional sign writer. He wasn't content with mere lettering but gave each card a design or drawing suitable to the goods it was to accompany. Some of his drawings were of the cartoon variety. One card which was intended for carvers, showed a chef busily engaged in carving up a plump turkey. We put this in a window display of cutlery and the sale of carving sets which resulted served to convince me that show cards were business getters. We sold eight sets in a few days. The funny part of it was that my opposition was also showing carvers. His stock was of cheaper quality and the price he placed was lower than what we asked, but this did not hurt our sales one bit. After that I told Fred to go as far as he liked and we have been using show and price cards ever since—and getting results."

Some Hints on Style.

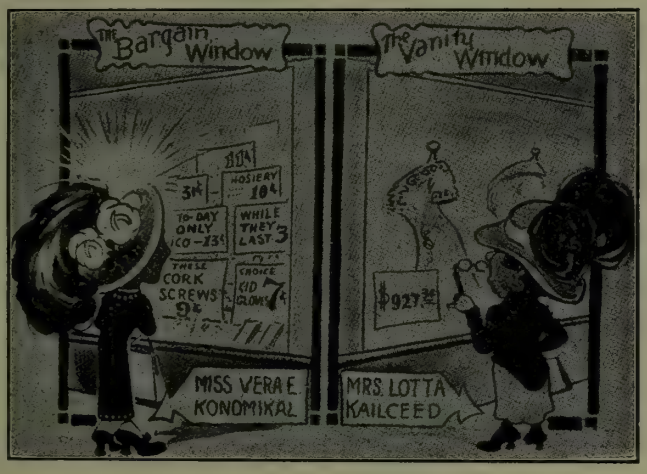
A card should as far as possible be inkeeping with the variety of goods it is intended to advertise. Thus a card intended for a display of canned goods should vary widely in style of lettering and ornamentation from the kind that the milliner, for instance, would use. The prevailing style in groceries should be simple with bold lettering. In certain lines, such as confectionery, tea, coffee, etc., a more ornate style will be in order.

For window display purposes there is a call for two distinct kinds of cards. There are two basic classes of windows, —the bargain window that appeals to cupidity and the tone or style window that appeals to vanity in some, to common sense in others. Thus a display which is made up of a variety of articles, which are being cleared out at

special prices, will appeal to bargain hunters and to people who need a certain article but do not feel inclined to pay a high price. Windows of this kind should bristle with price cards. Nothing elaborate is required. State the price in unmistakable figures and the cupidity, or the necessity, of the buying public will do the rest. In the tone window, only goods of the very best quality are shown. Thus a display of olives, meats and preserves in glass, etc., will appeal to the people who want the best. Cards for such a display should be prepared with more care. Stating the price is not always advisable where only the highest priced goods are shown.

Use Lithographs.

Some card writers are inclined to attempt nothing but the most stereotyped variety of work because they feel that they lack artistic skill. The experience of one clerk is worth quoting in this connection. Recognizing that illustrations help to tone up show cards he frequently made up artistic backgrounds by clipping out lithographs, and magazine and catalogue illustrations. If a card for coffee were desired, he would select an illustration or two of suitable size, close clip them and paste them on his card. By carrying his lettering over the illustrations wherever necessary, he took away the detached appearance from the illustrations. His cards when not viewed at too close a range appeared to have been the work of a very clever artist.



A cartoon illustrating the two basic types of windows—the bargain and the tone window.

Wording of Cards.

Considerable attention should be paid to the wording of cards. Pick out the strongest argument you have for the goods in question and play it up.

For instance, at the present time fresh meats are high. What more potent argument could be advanced, therefore, than the saving qualities of say pork and beans.

A card to that effect would help to create interest in a display of pork and beans.

A strong argument, which applies to a large variety of groceries is the saving of labor. It appeals to the housewife for the day is long past when women accepted drudgery as inevitable. Cards for cooked meats, pork and beans, quick puddings, jelly powders, etc., should assist sales if this feature is brought out prominently. For instance:

ELIMINATE LABOR.

"Why cook over a hot stove when you can get such meats as these."

With the necessary changes this card would do for any of the labor-saving articles which are offered in the grocery store.

Cards should be seasonable. They should treat each article in manner suggested by the exigencies of the present moment.

Must Be Fresh.

A man who has given considerable thought to the subject of card writing, gives the following advice:

Keep the cards fresh. An old card attracts no attention.

Do not say too much. A few words are more effective than too many. Get to the point.

Adopt a simple and dignified type of lettering for most cards. A little variety will not hurt, however.

After finishing a piece of work, do not neglect the brushes. The frequent necessity for new brushes will run up expenses too high. Keep them clean and in good shape.

—⚙—

The California fig crop is estimated at between 3,500 and 4,000 tons or a normal crop. The 1911 crop was the largest in the history of the state and the 1910 crop the smallest.

Remember that Windows Serve Double Purpose

Perhaps originally the mission of the window in the store was merely to admit light to the interior. That is not its mission to-day, at least not by real business men. However, the manner in which a good many windows are trimmed would have a tendency to lead us to believe that the old purpose still holds good, were it not for the manner in which some of the worst are bedecked with a coating of dirt, which removes them from the rank of light dispensers or at least reduces them to mighty poor ones.

"Oh! I have only a small display window. There is no use in trying to trim it."

This was the excuse offered by a grocer on a fairly prominent street in a city when asked why he did not give more attention to his window. It certainly was rather small, but that was by no means the worst feature of it. Much worse was its neglected and far from attractive appearance. Instead of attracting customers as should be its purpose, it could not help but repel them.

How different was the view of another merchant who resides in a small town. His window was small too, in fact smaller than the one referred to. Naturally comparisons would be drawn. This one was neatly and nicely trimmed, and while it was not large enough to carry out any big, definite display idea, nevertheless it impressed one with the idea that an attractive interior and goods could be looked for.

"I realize that the window is small," said the dealer, "and I would like very much if it were larger. However, just because I am handicapped somewhat in this way is no reason why I should give up in despair. I find that even that sized window properly dressed will sell goods. At any rate, it gives the passer-by an idea of what is sold inside. He knows I am a grocer. If my window is neat and clean, it will lead him to believe that the interior is the same and that goods are handled in a sanitary manner. I consider even my small window as valuable."

Thus it is shown how much better results may be obtained by a progressive grocer, even under handicapped conditions.

Santa Claus' Mother

was probably a discerning woman with good idea of grocery values. For this reason, if she was living in Winnipeg today she would probably be dealing at STONE'S.

We have in stock today the brightest, cleanest, most dainty assort ment of good things to eat that anyone could desire, displayed in the most sanitary and attractive fashion. No old stock, no untidy corners. Everything just as you like it in your own home. As a climax, we will show you, too, that our prices are most reasonable.

Goods Right Prices Right Service Right

YOUR CHRISTMAS TURKEY

Is waiting here for you. We don't ask you to pay for head, feet and feathers, merely for turkey, per lb. 30c

Choice Duck, Geese and Chicken, at attractive prices. All Manitoba birds, grain fed and ready for the oven.

Fine Sausages, per lb. carton, 20c and 22c

DESSERT DAINTIES

The finest table **Dates, Muscatel Raisins, Jordan Almonds, Preserved Ginger,** etc., may be seen in our window and silent salesmen displays.

Mixed Nuts, new stock, 2 lbs, 35c

STONE'S IDEAL TEA

Per lb, 30c, 40c and 50c, fine flavored and refreshing.

STONE'S IDEAL COFFEE

Per lb, 40c and 50c, fragrant and satisfying.

ENGLISH PLUM PUDDINGS

Put up in sanitary and very attractive packages.

Lazenby's, 1, 2 and 3 lb basins, each 35c, 65c and 90c

Sharwood's glass jars, each 40c

Weston's in bags, each 25c and 50c

Mince Meat, Wethey's, per 5 lb. tin 80c

Mince Meat, choice bulk, 2 lbs, 25c

ORANGES

100 cases of finest California navels, per doz. 30c, 40c and 50c

Fancy Table Apples, Malaga Grapes, Bananas, Celery, and all seasonable fruits and vegetables.

CHOICE COOKING FRUITS

We have always felt that the best in these lines is none too good for our customers.

Fancy Vostezza Currants, 2 lbs, 25c

Choice Cleaned Currants, per lb, 10c

Raisins, select Valencias, per lb, 10c

Raisins, California seeded, 2 packages 25c

Sultanas, choice golden, per lb., 15c

Peel, fancy quality, mixed, lemon, orange and citron, per lb.....15c

Shelled Almonds, new, per lb., 40c

Shelled Walnuts, new, per lb., 45c

OUR CONFECTIONERY DEPARTMENT

Contains a beautiful assortment of high class box and bulk candy, crystalized fruits. Christmas bon-bons, and biscuits.

Fancy Iced Christmas Cakes — 1 lb., 2 lb. and 3 lb. sizes; per lb., 50c

Almond Iced Slab Fruit Cake—Delicious quality, per lb. 40c

We have the Goods, the Sales People, the Sanitary Store and we want your Business

The W. H. Stone Co.

648-650 Main Street
Phone Garry 4640, 4641, 4642.
181 Bannerman Ave.
St Johns 446.

First prize newspaper advertisement written by A. E. White, of the W. H. Stone Co., Winnipeg, Man. See accompanying article for its chief features.

Trade Winning Christmas Advertisements

Examples of Some Splendid Copy From Three Good Canadian Retail Grocery Ad. Writers—A Prize Winner In Competition—Essential Points To Watch In Writing A Business-Getting Advertisement.

A large part of the success of any Fall and Christmas selling campaign lies in letting the public know the goods in stock, the chief features about them and their price. This can be accomplished by few better and cheaper methods than advertising through the local paper. The cheaper does this method become, the more effectively the advertisements are written, and that is the point with which we have to deal in this article.

No one will dispute the power of a strong advertisement to make sales unless it be someone who has never given it a trial. A good advertisement, like a good window or a good personal talk, will create more business with old customers as well as new business from somebody else's customers.

Must Be Written and Set Well.

To make the advertisement effective and to have it set up attractively in the office of the newspaper, should be the aim of every retail advertiser. An effective advertisement is one that by its attractiveness gets attention; by its interesting character, it induces one to read it and lastly, and of greatest importance, by its convincing nature it compels action on the part of the reader to purchase.

A Prize Winning Ad.

Let us take a careful look at these illustrations. The advertisement of the W. H. Stone Co., of Winnipeg, Man., was the winner of The Canadian Grocer's Christmas Ad-writing contest of 1911. The original was 9 x 8½ inches in dimensions. It is attractive because of its simplicity and therefore stands every chance of being looked at. Whether or not the introduction is as strong as it might be, is possibly a debateable question, but nevertheless it is out of the ordinary and would appeal to a great many people. Some critics may say it is getting away from business, but be that as it may, the second paragraph is certainly a trade winner. See how it reads:—

"We have in stock to-day the brightest, cleanest, most dainty assortment of good things to eat that any one could desire, displayed in the most sanitary and attractive fashion. No old stock, no untidy corners. Everything just as you like it in your own home. As a climax, we will show you, too, that

our prices are most reasonable."

This is a most convincing talk and is bound to lead those who read it on to the lists and prices.

Divisions Neatly Made.

Care should usually be taken in introducing illustrations into retail grocers' advertisements. Here, however, is an appropriate one—the turkey. The advertisement is nicely divided into four sections, the talks being practically confined to seasonable Christmas lines, such as fowl, dessert dainties, plum pudding, he refers to the sanitary condition of the store.

A Full-Page Grocery Ad.

Forsyth, Jr., Dartmouth, N. S., always writes strong newspaper advertisements. His advertisement as shown here originally covered a full page in the Dartmouth newspaper and probably stands alone in point of size as an exclusive grocery advertisement. The layout could scarcely be improved upon. The introduction is about the proper length and the five specials are shown to

YULETIDE NEWS.

Useful always we hope, but indespensible at this season we believe, we are with you again with our Christmas Announcement. We want you to read it every word, you will find it profitable and suggestive. Try doing your purchasing in Dartmouth this year as an experiment.

Special No. 1.

With each Cash Purchase of One Dollars worth of groceries, to contain

1 pound Unique 40c Tea
or 1 pound Ground-While You-Wait Coffee
We will give free
1 lb Tin of Motts Breakfast Cocoa
or 1 Pt. Bottle Sovereign Lime Juice
or 1 Only or China Cup and Saucer

Spices

Merry Christmas and MOTTS SPICES, once somehow to go together, say say they are a good combination. your Cakes will turnout all right if you use Motts Spices, ¼ pound.

Cinnamon, per pkg 10c.
all others 5c.

Molasses

Comes into th store these days too, and our celebrated "T. S." Fancy Barbadoes fills the bill for the most amazing housewives to a nicety

Per Gallon 60c.
Fancy Barbadoes, per gal. 50c.

Fruit Syrups

Dont forget that Nova Scotia is a prohibition Province now and you are not expected to have anything stronger than SOVEREIGN FRUIT SYRUPS—and the're all right, all flavors.

Per Bottle 25c.

Lime Juice

Makes a very acceptable cold weathers drink when served hot, and taken hot before retiring will often break up a cold—so dont it in three uses.

10c. 16c. 25c a bottle.

Cheese

The table will not be complete without a piece of cheese, and we have some delicious stock, rich and mellow

Canadian, per pound 20c.
Norwegian, " " 20c.
Norwegian Goat-cheese, per pound 25c.

Pickles

A bottle of Pickles of course. It adds to the appearance of the table even if no one eats them, but they will.

Loamby, 25c.
Whites, 20c.
Others cheaper.

Sauce

You must have a fresh Bottle of Sauce on the table to be one.

Lea & Perrins, per bot. 35c
H. P " " 30c.
Pan Yan, " " 20c.
Whites, " " 10c.

Tea

Give them a GOOD, cup of tea on Christmas, we mean extra good, and that is

FORSYTH JR.
UNIQUE 40c. TEA
Strong, Flavory, Delightful.

Special No. 3.

With each Cash Purchase of Three Dollars worth of groceries to contain

1 pound of Unique 40c Tea
or 1 pound Ground-While-You-Wait Coffee
We will give free
One Handsome English Bone China Cup, Saucer and Plate.

Flour

For Christmas Cookery without Flour, and no Flour better for the purpose than

YULETIDE SPECIAL

24½ lb. Bags .80
½ bbl. Bags $1.00
¼ " " $.75
½ barrels (wood) 3.00
Barrels 6.75

RAISINS

Imagine Christmas without Plum Duff.

Plump juicy Valentias, lb 10c
Lexia Seed California, lb 12c
Rich Bright Sultanas. 16c
Large Cluster Layers for the Stocking or the Table 25.

Candied Peels

Add greatly to the flavor of cakes puddings and Mince Meat.

Citron, per lb. 25c
Lemon Peel per lb. 20c
Orange Peel, " 20c

Pure Cane Sugar

As will try to have Christmas without Santa Claus as without

Pure Refined Cane Sugar, per pound .07

25 pounds for $1.00
100 pound bag for 3.50
Loaf Sugar, per pound .09
2 pounds .35

CURRANTS

Perfectly Cleaned Currants right ready for the cake, pudding or Mince Meat, packed where grown in one pound packages.

Per pound 10c.

Extracts

Do not seek to economize in in Extracts and spoil your cooking, use

DALLEYS PURE FRUIT EXTRACTS.

All flavors 25 oz. bils 25c.

Special No. 5.

With each Five Dollar Cash Purchase of groceries to contain

One Pound of Unique 40c Tea
or A pound of Ground-While-You-Wait Coffee
We will Give Free
1 Large Bottle Sovereign Lime Juice
or 1 Large Bottle Sovereign Syrup, any flavor
or 1 2½ Ounce Bottle Dalleys Pure Fruit Extract, any flavor.
or 1 4 lb Tin Motts Pure Breakfast Cocoa.

Confectionery

Sweets in great abundance.

Mixtures, per lb. 10, 15, 20, 25c.
Chocolates, from 20c.
Butter Chocolates, from 15c.
Christmas Toys, lb. 15c.
Creams, " " 15c.

Baking Powder

That will make your Cakes and Puddings turn out right.

Cream Puff. 10c.
English Cream Tartar 10c.
Wendell German, 8 and 10c.
Magic, pound tins 25c.
"ART" " " 65c.

A piece of Enamel ware with each tin of Art.

EGGS

You can't do much cooking without Eggs, you will find our stock reliable and of good size.

per dozen. 35c.

GRAPES

To Grace the dinner table, plump, heavy, juicy, bright green Malaga Grapes.

Per pound, 15c.

Coffee

If it's to be coffee for breakfast a steaming hot cup of our fragrant, flavory ground-while-you-wait will go right to the spot.

per pound. 40c.

Nut Milk Chocol.

one very good come out of Hannah's

Well we guess so. What about

Been for 6th Christmas? Made right in Dartmouth and not surpassed anywhere.

per cake. 5c.

Special No. 2.

With each Cash Purchase of Two Dollars worth of groceries to contain

1 pound Unique 40c Tea
or 1 pound Ground-While-You-Wait Coffee
We will give free
A beautiful China Cake Plate
or An English China Cup and Saucer.

Corn Starch

Can't get along without Corn Starch and

"REX" BRAND

will be found to produce the very best results.

Per package 10c.
3 packages 25c.

Pulverized Sugar

A good heavy coat of icing adds greatly to the appearance and eating qualities of a cake, and

MOTTS ICING SUGAR

does the trick to perfection. Put up in air tight lb. pkgs.

Per pkg. 10c.

Jams

There may be finer preserves than

HARTLEYS IRISH JAMS

but we have not seen them

1 pound Stone Crocks, 25c.

Chocolate Icing

It saves time and trouble to use

Motts Chocolate Icing

instead of grating Chocolate

Try a package 10c.

Milk and Cream

Absolutely Pure, put up in bottles. Rich and palatable. Better than mothers milk for babies, being Pasteurized it contains no germs. It is just the thing for the Xmas Baking too.

Milk, qt. 10c.
Cream, pt. 20c.
" ½ pt. 12c.

Mixed Nuts

New Nuts, Nuts for the Stockings, Nuts for the Christmas Dinner Table, Nuts for the Christmas Tree. Nuts for all purposes.

Per pound 15c.

Apples

A barrell of fine rosy Baldwin apples, juicy and rich flavored

for $2.50
Per peck, 80c.
A nice bbl. Bishop pippins $2.25
Per peck, 25

Poultry Dressing

To have the Christmas Turkey or Goose just right, see herbs already mixed for the purpose. You will find the proportions of each nicely balanced.

Per tin 10c.

Special No. 4.

With each Cash Purchase of Four Dollars worth of groceries to contain

1 pound of Unique 40c Tea
or 1 pound of Ground-While-You-Wait Coffee
We will give free
1 Dozen Sweet Oranges
Or 1 Large Glass Fruit Dish.

FORSYTH JR., The Man Who Makes Good His Adv's. and Appreciates Your Trade Always, But Especially At Christmas Time.

A strong Christmas advertisement written by Forsyth, Jr., Dartmouth, Nova Scotia.

oranges and other fruits, and confectionery. In each case something of interest is told. That is what creates a desire on the part of the reader to purchase, and therefore such an advertisement is effective. The more effective it is, the less expensive it becomes. In fact, the so-called "expense" is turned into an investment if the advertisement is a good one. It will also be noted that the writer of the W. H. Stone copy features a good point when advantage in panels in the four corners and centre.

Positve Statements Desirable.

Some advertising men might claim that the first line of the introduction is weak by being somewhat obscure. It may also be argued that the last sentence of the introduction, "Try doing your shopping in Dartmouth this year as an experiment," is admitting that in the past some people have not shopped in Dartmouth. Therefore, it indirectly or

'Tis Christmas Time

ONCE more it's Christmas and once more we have prepared a delightful surprise for our many friends—for we have assembled in the store the choicest goods from many lands.

Most of these were bought many months ago—it was in the month of April the first purchases were made—every line bought with the greatest care our experience could suggest.

Month by month our plans were laid all with one end in view—That you would lay the seal of approval upon our efforts.

And we have succeeded.

The exclamations; the congratulations of our friends the admiring glances in our windows, and what's more, the splendid advance sales all point to success.

Our enthusiasm is at white heat—come to the store—we will give you a splendid reception—come and share our enthusiasm.

Good Things in Glass

French Pears	.50c	English Spinach	.35c	Fruits in Jelly	1.00
" Cherries	.50c	" Peas	.35c	Ginger "	.60c
" Greengages	50c	" Carrots	.35c	China Ginger	.35c
" Mix. Fruit	.50c	" Mix. V'g'tbl's	35c	Guava Jelly	.45c

Olives

We have a splendid range of Olives packed by Talbot Freres, Bordeaux—fine large queen olives packed in 4 different sized bottles at

30c 50c 75c 1.25

There it also a nice line stuffed at

15c and 35c

Home Made Mincemeat

You've missed a real treat if you have not tried this Mincemeat. Remember it's made in the home—not factory made. Place your order early; last year we sold out at 10 a.m. December 24th.

25c for 2 Lbs.

GRAPES

A special purchase of fancy fruit. The grapes were very carefully chosen for our particular trade. They are No. 1 fancy stock.

per lb. 15c

ORANGES

Another special selection of California navels from the earliest orange section. The fruit is well advanced, well colored and exceptionally flavored.

Per Dozen, 25c, 40c, 50c.

APPLES

For our Christmas trade we set on one side a few barrels of Snows and some McIntosh Reds—we prefer the Reds but yours is the choosing. We also offer:

Spies Baldwins Greenings

December 16

On this date we will open up an absolutely new line of CANDY—18 different lines, all quite new, suitable for filling the stockings, or as presents to the older folk. Among them will be found Cucumbers, Gooseberries, Bull's Eyes, Xmas Toys, Cocoanut and Maple Bon Bons.

18 DIFFERENT LINES—ALL PURE CANDY—ALL GOOD TO EAT.

20c lb. 5 New Kinds.
25c lb. 10 New Kinds.
30c lb. 3 New Kinds.

NOVELTIES, XMAS STOCKINGS, CRACKERS

For filling the stocking, decorating the tree, or for gifts for the small tots we have a very fine assortment. Then too they are all striking and novel—bound to please the youngsters. Prices run from 10c to 25c and some are 3 for a ¼.

Christmas Crackers at 25c and 50c per box: some fancy ones 75c to 1.25. Christmas Stockings 5c to 50c, and they are full of surprises for Christmas morning.

Fry's Novelties

Fry's Novelties—some entirely new lines at very reasonable prices. We would like you to see them; they will appeal to the children.

December 22

3 Final Shipments—Holly, Mistletoe, and Christmas Biscuits; we wanted these biscuits to come last so that you would get the Christie's Christmas Crispness.

Also Material for the Salads.

PHONE 143 **TAYLORS** ENGLISH CHRISTMAS PUDDING

Well written advertisement from a Sudbury, Ont., paper. Introduction is perhaps a little too long.

negatively suggests to those who have been buying at home that others have bought elsewhere for some reason or other.

Probably a statement reading: "Christmas shoppers at this store are not experimenting, they get best value for their money," would dispel such ideas as above expressed, assuming that the ideas existed.

Talks on Particular Goods.

Apart from this, the advertisement is a strong one, a striking feature being the talks about the various lines advertised. For instance, note what is said about sugar: "PURE CANE SUGAR—As well try to have Christmas without Santa Claus as without Pure Refined Cane Sugar, per pound, .07, etc." Again notice the bright information about currants: "CURRANTS — Perfectly Cleaned Currants, right ready for the cake, pudding or Mince Meat, packed where grown in one pound packages, per pound, 10c."

That is the sort of advertising that pays handsomely. It is an investment and not an expense. Forsyth, Jr., winds up all his copy by the strong assertion —"The man who makes good his ads."

Use Care With Introduction.

Another good Christmas advertisement submitted for The Grocer's 1911 competition was that of The Taylor store, Sudbury, Ont. The original of this was the full length of the newspaper page and two columns in width. " 'TIS CHRISTMAS TIME" is a fairly good heading for a seasonable advertisement. Probably one appealing more to business would have been stronger, such as: "The Choicest Christmas Goods" or "The Choicest Goods From Many Lands." This would possibly insure it being read by more people.

Beware of Too Long an Introduction.

It might also be contended by some ad. critics that the writer does not get down to his goods soon enough. Would the average person read the long introduction? Some will, of course, but after a dealer has convinced a woman that he has some fine, quality Christmas lines and that the goods will give her entire satisfaction, he should not delay talking up special articles, such as the Taylor store has done.

The introduction should invariably be a strong, brief, convincing statement that immediately gets the confidence of the reader. Once that has been secured efforts should be confined to talks on particular goods.

The Taylor advertisement is well laid out, and the printer has set it carefully. A feature is the bold type used for naming the goods and prices. The same favorable criticism is due this advertisement as the others in connection with giving interesting talks about individual lines.

On the whole, three splendid Christmas advertisements have been reproduced, and every dealer at all interested in advertising should give them his best attention.

Editorial Note. — Announcement of The Grocer's 1912 Christmas ad.-writing contest will be seen on another page of this issue.

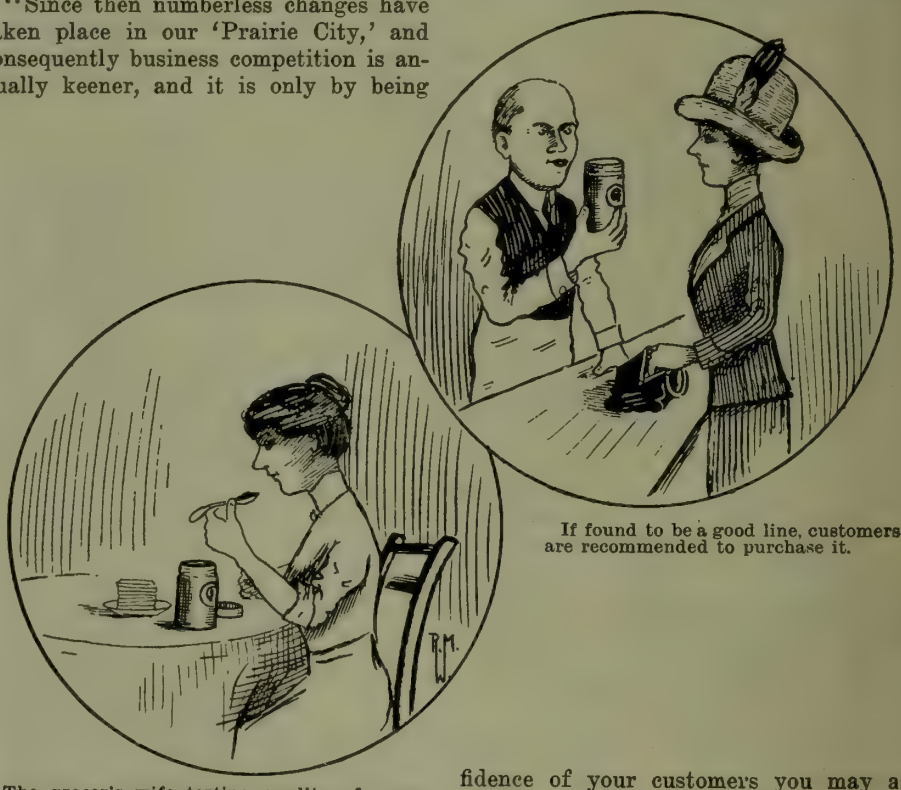
Pushes Goods Recommended by His Wife

Attitude of Winnipeg Dealer When a Highly Advertised Line is Placed on Market—If She Stamps It With Her Approval He Stocks It; If Not He Doesn't Despite The Demand That May Be Created—Selling Poor Quality Get-Rich-Quick Goods Tabooed.

Any merchant twenty years in business in Winnipeg has seen considerable development in the Canadian West, and the passing through of a great many people.

"It was twenty years ago," stated S. Elliot & Co., Main Street, of that city, "that this business was founded.

"Since then numberless changes have taken place in our 'Prairie City,' and consequently business competition is annually keener, and it is only by being up-to-date in all your methods, fixtures, etc., that you can possibly cope with extra demand.



If found to be a good line, customers are recommended to purchase it.

The grocer's wife testing quality of a new line of goods.

"Fruit is the line to which we give special attention at this period of the year. A good window display, prominent price cards to invite the would-be purchaser indoors, silent salesmen attractively displaying seasonable goods, and a small, reasonable profit, combined with a quick turnover and fruit is then a really good line."

Mr. Elliott never recommends any article to a customer unless he is personally certain it is strictly O.K.

"Beginners should take note of this and avoid any lines which bid fair to allow them 'to get-rich-quick,' as once you introduce any inferior articles, and by a little push sell them at top price, on arriving home your customer is dissatisfied with her purchase and consequently doubts your next endeavor to sell her possibly a really good line. Once you lose the good will and confidence of your customers you may as well close the store.

"Should any new line of goods," states Mr. Elliott, "appear on the market, and be widely advertised and boomed, we buy a small supply. The 'Old Lady' gives it a fair trial. Should it prove in every way satisfactory, then I can introduce that line to any customer, confident of it being all she desires. On the other hand, should the article fall short of its advertised qualifications, I don't handle it."

Mr. Elliott added that "The Canadian Grocer is greatly appreciated in the store, its numerous 'dos and don'ts' being the cause of many little interesting debates, and we are all eagerly looking forward to the arrival of your Fall Campaign Number."

Co-operative Delivery System in Galt

Merchants Find it Operates More Cheaply Than Individual Deliveries—One Grocer Estimes That it Costs Him $8 to Deliver $200 Worth of Goods or Four Per Cent. on Half His Turnover—Is Conducted by a Separate Company.

Co-operative delivery has been adopted by merchants in several Canadian towns in recent years. The object has of course been the reduction of delivery expenses, for it is natural that under one system the cost of total operation should be lowered. The only other question is satisfaction to customers.

There has been the objection offered in some towns, but by no means in all, that the management entails considerable trouble or that it is not likely to be properly managed. In Galt, Ont., is a co-operative delivery and there seems to be no objection on this score. The delivery there is not co-operative in the sense that all merchants have combined, for the system is managed by one firm and that one separate altogether from the merchants. It is called the Merchants Delivery and is in reality what might be called a cartage business arranged to serve the interests of the merchants so that they may dispense with their own delivery. There are separate dry goods and grocery sections to the business.

The grocery section is patronized by six grocers. There are set hours for delivery, namely, 9.00 a.m., 10.30 a.m., 3.00 p.m., and 5.00 p.m. On Saturday there are two extra deliveries at 7.00 and 9.00 o'clock in the evening so as to care for the week-end business.

That co-operative delivery means a reduction in cost from that where each merchant conducts his own, is indicated by the figures submitted by one grocer in Galt. The contracts are made yearly with each of the merchants and the amount is of course based on the amount of delivery which each firm requires. This can only be arrived at approximately as the amount may vary considerably during the year.

Costs One Dealer $8.00 Weekly.

This particular merchant pays $8.00 per week for delivery| Two years ago when he had a much smaller business and maintained his own delivery outfit, he figured that it cost him $10.00 per week for delivering expenses. This would mean that in spite of the fact that he is selling more goods, the co-operative delivery costs less. This dealer does a business of about $400 a week, and over half of the goods, he estimates, are delivered. This would mean that it costs him $8.00 to deliver somewhere over $200 worth of goods.

"We have no complaint," he said recently, "from people wanting goods at other than the set hours for delivering. We have cards about the store showing the hours and people know when they order goods when they may expect to receive them. When we had our own delivery, customers expected us to accommodate them at all hours, but now they don't look for it."

Which is Better Plan?

Whether it is advisable that merchants or the separate company operate the system is a question. The company no doubt makes a profit which the merchants might save, but on the other hand they do not have to worry over complaints due to the delivery company's errors. They can put the complaints up to the company and see that they live up to their contract.

Grocer Who Seeks "Far From Home Trade"

Montreal Dealer Only Two Years in Business—No Previous Grocery Experience —Establishes Special Deliveries—Can Deliver to all Parts at a Profit—Yet Has Only One Rig to do the Whole Lot—No Cutter of Prices.

It has often been argued by many successful retailers, that once a customer moves to any distance from a locality, or a dealer himself seeks a stand decidedly remote from the homes of his most scattered patrons, it is scarcely worth while trying to retain former accounts. As cost of delivery would more than eat up profits. But there are exceptions to every rule and here is one.

Taylor & Peacock, doing business in a remote part of Point St. Charles, a south-western suburb of Montreal, have their own views on the subject, Mr. Peacock, in particular, being decidedly strong in his adherence to the policy —"Systematize and go after trade, no matter how distant."

Customer Makes Long Move.

It happened that one of his customers moved from his immediate seat of operation to take up residence in the very north of the city, the distance need not be mentioned, but suffice it to say that the majority of dealers would consider it fool-hardy to ever deliver a fairly large order there, as the absence of the rig would naturally tend to delay other orders for nearer customers. In short, the less enterprising man would think "a bird in the hand better than two in the bush," and thus not cater to chance.

Not so Mr. Peacock. He soon conceived a plan for not only having the bird in hand, but also securing the two in the bush (perhaps he is more acquainted with the feathered tribe as his name would indicate), and that plan boiled down simply meant this—"the old customer will introduce me to other residents nearby and by catering to them satisfactorily will very soon build up an exceptionally strong 'special delivery' business."

Success in Spite of Competition.

And he did it. His keenness in supplying only the best quality goods at the right price, neatly packed, absolutely free from dust, dampness, etc., resulted in the opening of a number of valuable accounts, and remember there was no cut rate offered as an inducement. Not at all. "No, I do not cut prices. If any customer tells me that she is getting any commodity at Mr. Blank's at such a price, well, I do not dispute the statement, but deliver at the same amount. Of course, if I find the other fellow cutting in order to confine my operations to my own locality, then I show him that two can play the same game, and he soon decides to follow a 'laissez faire' policy."

Good Chances for Salesmanship.

After meeting a number of families in the north and west ends, Peacock and Taylor were able to set separate days for delivery in each district and educated their outside clientele to have their requirements registered at store for shipment at a given hour, and very few hitches have been experienced. But, of course, this firm does not get the exclusive patronage of the large number of housewives, because there is always a need for something else prior to delivery of goods ordered. The nearest dealer usually gets the rush order, that

is to say he gets transient trade, instead of regular, which one might think was properly his.

Do Not Neglect Others.

"No, the mere fact that we have only one horse and that I deliver three days a week outside of Point St. Charles does not interfere at all with the attention others deserve. We are just as anxious to serve them well, too. And we do it." All orders for special outside deliveries are filled with the utmost despatch the day before shipment, and regular visitors, though always impressed with busy nature of store, are attended to eagerly.

"When any order calls for immediate attention, a special messenger is sent along and at the same time given another parcel which, though not so urgent, will create a feeling of satisfaction by its early arrival at the home. So again, to return to the bird matter, 'two birds are killed with the one stone.'"

Little Previous Experience.

It might be mentioned here that Mr. Peacock up to two years ago, had no grocery experience ,having been connected with one of Canada's largest shirt and collar manufacturers as shipper, but as soon as he was invited to take a share in the business by a relative who was retiring and was unwilling to have anyone outside of the family in control, he soon decided to forsake the goods for "exterior use only," and devote his entire attention to those for the "inner man." His investment has turned out right, too.

Efficiency in the Automobile Deliverer

Dealer Who Has Tested the Auto Recommends it on Condition That System be Used in Its Care—The Style Suggested Where Winters Are Cold and Snow Deep—Considerable Labor Eliminated.

By Henry Johnson Jr.

Ontario, Sept., 19 1912

Mr. Henry Johnson Jr.,

Care Canadian Grocer,

Sir:—I have been a constant reader of the Canadian Grocer for the last 25 years. I see in the last issue you give an article on auto delivery. Would you please give me the name of the firm you bought from and if you think they make as good a car for the work as there is.

Yours truly ————

This man sent a stamped envelope and reply was promptly forwarded giving name of concern from whom I bought first two machines and, after a years' trial, another one.

Work Under Definite System.

I cannot, however, be too emphatic in stating that you will derive no profit or satisfaction from any auto you may buy unless you operate under some definite system of daily care of the machine. I have told you what I have discovered in this connection and what I do now to avoid trouble in the operation of the cars. Such system must be mapped out and then the boys must be kept to it not one day, nor one week, nor one month; but each and every day. The daily work must be gone through with, just as laid out in the schedule—no more and no less.

Also, it does not do to imagine that anything can be done haphazard nor by fits and starts. Often the boys "feel just right" and are inclined to do a great deal—especially on some fine, bright morning. That must not be allowed to happen. Nor must any neglect be permitted to creep in. Each day must have its allotted tasks—the machines must have their daily care just as a horse must have his daily feed and currying; and this must be done just as carefully and completely on a dull, depressing day as on any other day.

System, system, system; let that be your watchword. Then autos will work out with you. Otherwise neither an $850 car nor a $6,000 car will do you any good. Both can be reduced to junk about as readily and completely, though not quite irremediably, in a day as a horse can be foundered.

Help Must Have Brains.

A completely "fool-proof" machine has not yet been evolved, nor do we want one. No help that has no head is any use to any of us. But we want to have as few dangers hanging over us as possible; hence some of the points of my cars may be dwelt upon. These points appealed to me very strongly—nor have I been disappointed in them.

1. I do business in a cold climate. I did not want cars with liquid cooled engines, because I knew that my boys would allow the radiators to freeze no matter what I might do. The engines are air-cooled and experience proves that they keep cool enough in summer and that the radiation is as complete in winter that it is well, on severe days, not to allow the engine to stop very frequently. Some days last winter the engines were started at 8 a.m. and not stopped until 6 p. m. That I felt was a severe test and yet the cars stood up under it.

2. I chose a high-wheeled type of car to get through snow and here again I got what I had looked for. The cars were not stalled because of snow drifts, though they were some high, if you recall.

How Trouble Arose.

Going back for a moment to the question of system. I want to say that, in putting on my latest car, I got a very good boy to run it; that is, he is conscientious, earnest, industrious and wants to make good. No work and no devotion to his tasks has proven too much to ask of him. But he had some trouble with the best car we had after he had run it only a little over a week. This was not for want of work nor desire to do right, but it was for want of observance of the schedule. Being new he did not appreciate the need for system invariably followed out; but after he had experienced a stalled car two or three times, he got next to the idea and since that time we have had no trouble.

Eliminated a Lot of Labor.

Again, going back in review of the work with the one who helped me plan the schedule, he enthusiastically endorsed me when I pointed out to him that there was now no Sunday work, nor night work, nor, in fact, half the hard care and labor that there had been when there was no system at all.

A big part of it must be head work; and the boss cannot dodge his share. But if that head work be given, autos, of the right type, are all right.

—⚙—

FOOD VALUE OF CHOCOLATE.

Chocolate is a good sustaining food, sweetmeat and stimulant, containing as it does from 27 to 60 per cent. of sugar, 20 to 45 per cent. of fat, 2 to 3 per cent. of mineral matter and about 0.75 per cent. of theobromine. A fair meal for an invalid may be made of a pint of milk and 4 ozs. of chocolate, which yield about 800 calories. Notwithstanding the disparaging things which have been said recently about chocolate, practical experience has decided the value of the well-made article. It contains all the elements necessary for a food; fat, carbohydrates, proteins and mineral salts, including a notable proportion of potassium phosphate. On account of its staying powers and nutritive properties it has been largely used in army manoeuvres and other cases where exceptional demands are made upon the muscular, nervous and mental energies, such as expedition to the Polar regions.

Halifax Grocery Business 52 Years Old

Founded in 1860 and Advanced With the Times—Quality of Goods Sold and Cleanliness of Store Given First Attention—Orders are Filled From Stock Room—Many Modern Improvements.

The accompanying illustration is that of the interior of Dillon Bros. grocery store in Halifax, N. S. The name of Dillon has been before the public of Halifax for over half a century.

Patrick Dillon began the business on Sackville Street about 1860, in a large brick building, No. 75. About 1876 the business increased so that he purchased the building, No. 80, across the street, and the grocery business was removed there. In 1894 the property at No. 76 Sackville Street was purchased and used as a warehouse. These old buildings were not large enough to accommodate the constantly increasing business, and in 1896 the modern brick store and warehouses were built.

Quality has always been paramount in this establishment and continues to be so. D. C. Woods, the present owner, had been employed by Dillon Bros. since 1875 until about seven years ago, when he bought the business. The name being so well established, Mr. Woods still holds to the old firm of Dillon Bros. Mr. Woods, according to different traveling salesmen, has one of the most up-to-date grocery stores in Eastern Canada.

In the photo can be seen a large bacon slicer, a modern addition for facility in handling the provision department. Also the latest improved computing scale and computing cheese cutting machine.

The Shelf Arrangement.

Mr. Woods has a novel plan in regard to shelf arrangement in his store. The shelves can be seen(as they appear in this photo) any day in the week in any week of the year. The clerks are not allowed to take any goods off these shelves except to replace them with fresh goods. There is a stock room just back of the store, and all orders are filled with goods from the stock room.

The store is heated with hot water radiators and is electric lighted. It has metal ceilings and marble top counters. All biscuits, crystalized fruits, prunes, apricots, etc., are under glass.

Cleanliness and quality are two mottoes strictly adhered to in this store. The firm maintain that customers appreciate a store which is clean and sanitary, and at the same time bright and attractive. Mr. Woods works to this end, and a glance at the illustration indicates that his energies are well expended.

Now that the Christmas trade will soon be looked forward to, special consideration will be given to the quality of the goods bought and offered for sale.

Interior of Dillon Bros.' Store, Halifax, N.S. Marble topped provision counter with large meat slicer may be seen on the left. Note also attractive appearance of the ceiling.

Far Northern Store With Modern Methods

Dealer Who Runs Store a Hundred and Fifty Miles North of Ottawa Has Window Displays That Excel Many in Large Cities—Some of His Ideas on Increasing Sales—Makes His Store and Surroundings so Attractive That Lumbermen Going Into the North Leave off Purchasing Till His Place of Business is Reached.

If there is any story which arouses one's admiration, it is that of the pioneer who enters the uncut forest, and in spite of trials and tribulations which beset his way, clears for himself a goodly acreage of land and establishes a home.

Of equal interest is the merchant who forges his way into an unsettled district in advance of the railway and other landmarks of civilization and there establishes a substantial business. This interest and admiration is even much greater when a merchant is found who not only has a good business but a particularly fine store and who maintains attractive window displays rivalling some of the best in the large towns.

Bright Store in the North.

Such a case is rather infrequent and for this reason, the store and business of Thos. Marion & Co., of Rapids Des Joachings, Ont., is particularly interesting. Situated 150 miles north of Ottawa and 50 miles north of Pembroke, seven miles from the nearest railway station and being the store farthest north in the Demoine District, one would hardly look for an establishment of attractive appearance or window displays which are regularly looked after and which are exceedingly attractive.

This, however, Mr. Marion can pride himself on. He was truly a pioneer for he established himself at Rapids Des Joachings 14 years ago. Although that village can only boast of a population of about 300 people, the large district surrounding which this store has to draw from, makes a big business possible.

Turnover Almost Doubled.

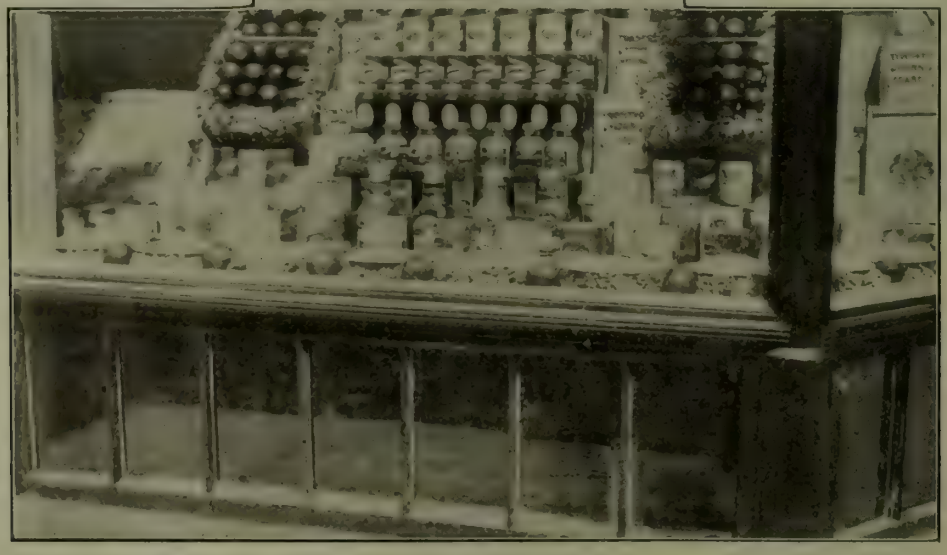
To the south, it is seven miles to the nearest village, Moore Lake. On the east and west he has ten and twelve miles respectively to draw customers, while extending northward into a vast timber district, he has a stretch of 65 miles for which he is the nereast supply house. His, is a general store business and with this extensive territory, he has been able to increase a turnover which at first hardly reached the $20,000mark into one exceeding $34,000 annually. He carries a stock averaging around $15,000 and particular attention is given to the grocery end of the business.

It is a big lumbering district and the lumberman has generally a pretty healthy appetite so that the amount of food consumed in that district reaches large proportions.

One Sale Amounts to $800.

Quite often there are large purchases at one time for the man betaking himself into the woods does not figure on many excursions to town. For instance just a few days before Mr. Marion was interviewed by The Canadian Grocer, a sale of $800 worth of goods was made to one customer.

A new store has been erected by the firm in the past year and it is certainly a creditable establishment for a village so far removed from the larger centres. It is a one-storey structure of cement 60 x 30 feet with two excellent show windows, an extensive cement cellar for storing of goods as well as a front cement platform. In its construction, the aim was to have a store with the departments most conveniently arranged, with a layout that would allow of the most advantageous display of goods, and



Window displays in a general store 150 miles north of Ottawa and 7 miles from a railway station. These would do justice to many large city stores.

bright and light enough to prove attractive to customers and show goods up to the best advantage. This has been accomplished by having the store 18 feet high, and the installation of two large plate glass windows surmounted by a series of Dutch panes as well as two windows along each side of the store. These light the store well during the day while at night through a gasoline system of lighting as much as 4,000 candle-power of illumination, if required, is available.

Careful Attention to Windows.

As stated before the store has two excellent show windows fitted with a closed-in back. However, the important feature in connection with these windows is the careful manner in which they are cared for and the good displays put in which attracted no little attention. Among the lines shown were tubs, brushes, soaps, clothes pins, etc. The feature which attracted attention was a clothes line on which was hung miniature baby underwear.

Mr. Marion states that his windows create a good deal of business. Up in this remote district with really little competition, one might think that good displays were not required, as the merchant would get the business anyway. This is not the way Mr. Marion looks at it.

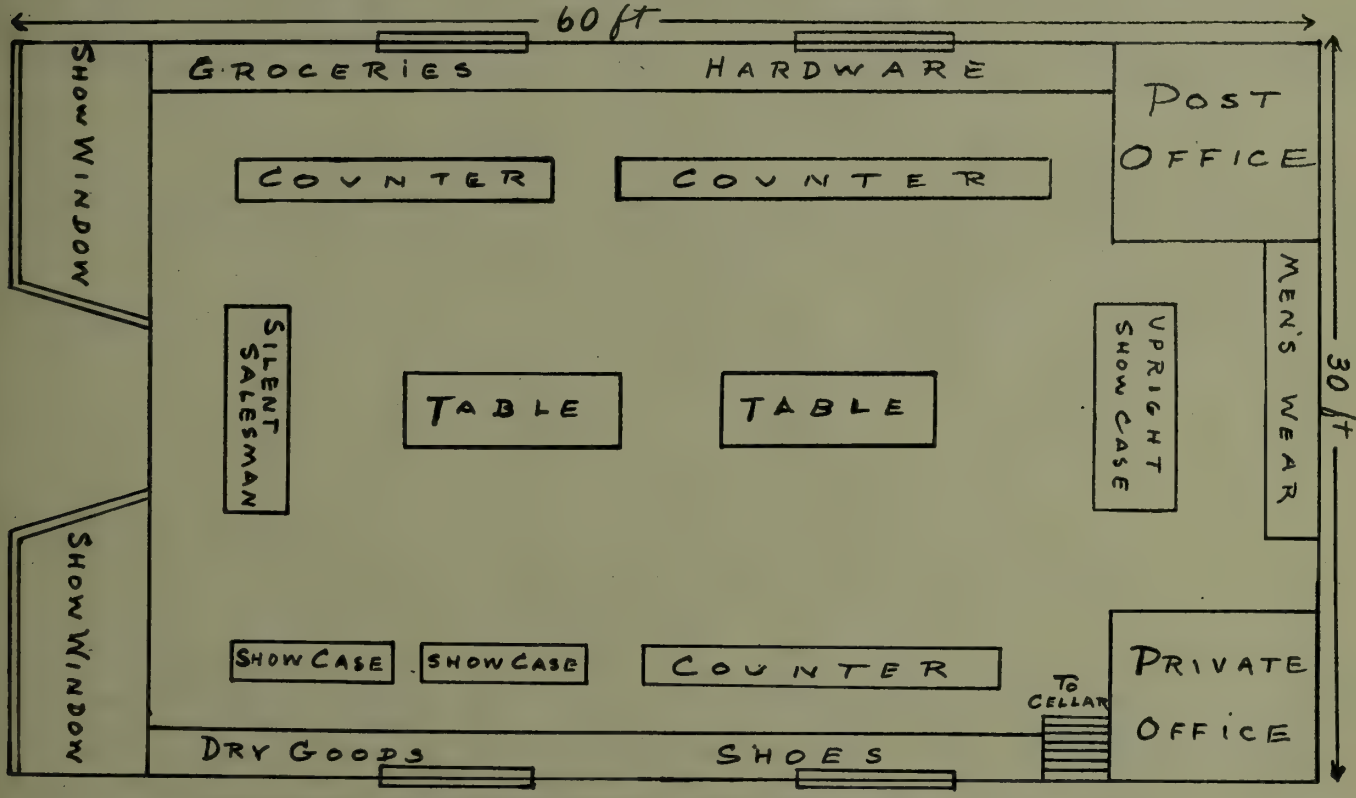
"There is always a chance to increase the sale of goods," he says. "If goods are properly displayed, people will buy more than they otherwise would."

Makes Plans Ahead.

Mr. Marion takes pride in keeping crockery which is at present stored in the cellar.

Two Thousand Pass in a Year.

There is a special reason for having a store of nice appearance. Mr. Marion figures that about 2,000 transients pass the store annually on their way northward to the lumbering district. Now, a bright store with good displays is most likely to impress people and induce purchases. Knowing of this attractive store where they can get anything they want, people going into the north country delay their purchases until they reach this, the purchasing point farthest north. If it were a dilapidated store of ill-kept appearance people would be inclined to think that they could not get what they wanted and would accordingly purchase their supplies farther south.



Plan of general store of Mr. Marion, showing how he has divided off the various departments.

which are arranged. One is devoted to groceries and a sample of the display is shown in the accompanying photographs. These are two views of the same display taken from different angles.

The floor of the window is covered with green. On the plates at the front are shown different varieties of cereals backed by a row of canned goods. Arranged on steps behind are pickles, jams, salmon, canned vegetables and catsup. The step display is flanked on each side by a case of oranges, nicely trimmed with greens while farther out are dried fruits. The window is arranged neatly and symmetrically and presents an attractive appearance.

A House Cleaning Display.

Not long ago, a "wash" window was his windows looking attractive. In fact, he makes them a hobby and devotes much of his spare time to their arrangement. He arranges many of his grocery display fixtures himself. He figures out in his mind what he wants for a certain display. He then gets the saw and hammer and sets to work to construct it. He also gives a good deal of attention to interior display which combined with plenty of light in the store helps the sale of goods considerably.

A glance at the accompanying photograph indicates a double display window. This is not so yet, but soon. In the photograph one really looks into the cellar but Mr. Marion intends that this shall be arranged for the display of

Look's After the King's Mail.

Mr. Marion is postmaster and this naturally attracts a good many people to the store and good displays induce them to buy. The post office is situated at the rear of the store so that people have to pass through a line of tempting displays to get their mail. Another way of attracting customers is by cashing the time checks which the lumber companies issue to their employes.

Goods Hauled Seven Miles.

The nearest railway station to Rapids Des Joachings is Moore Lake, seven miles away and goods have to be hauled this distance. Mr. Marion goes to Pembroke once a month to do his banking and look after purchases of goods.

Important Uses of Cost Book in Buying

The Loose Leaf System Evolved by a Hamilton Grocer to Supply Him With Buying Knowledge When Travelers Call—Knows Time, Quantity, Invoice Price, Freight, From Whom Bought, Etc.—Keeps Him Closely in Touch With Goods and Prices—Has Also a Sales Book to Keep Track of Each Day's Sales.

No small part of the work of the proprietor or manager of the store is determining the selling price of every article placed on sale. The selling price must be one that will allow a fair profit clear of all costs in laying it down in the store. Otherwise the business will be one of short duration.

Before deciding on the sales price a natural piece of labor is the determination of that total cost, and just here is where a great many show neglect. There are too many, and particularly among new men in the trade, who consider the "cost" of an article the same as the invoice cost." This is far from correct and leads many a merchant on to failure.

It must be distinctly understood that if an article is bought for $1 and sold at $1.20 the profit is not 20 cents nor 20 per cent. Onto that dollar must be added freight, its share of the general overhead operating expenses and interest on capital invested; and then sometimes before the money is received for it the dealer has to wait for weeks and months. In certain cases he doesn't receive his money at all.

Don't Neglect the Net Profit.

These facts indicate that every dealer should add considerable on to the invoice cost before reaching the selling price. Sufficient should be added to insure a fair profit after total cost is deducted from the sum received.

With these facts in view, the dealer should naturally know his cost. He stocks a great many different lines, too many to keep track of in his mind, so that some system should be evolved which will show at a glance the total cost of any article placed on sale. Unless this is known as nearly as possible, losses are bound to occur.

Value of a Cost Book.

Herewith is submitted for consideration a system evolved by A. G. Bain, of A. G. Bain & Co., Hamilton, Ont., for determining cost. Mr. Bain has a Cost Book in which he places from day to day receipts of all goods. As the cut shows, he enters the date, number of cases (or quantity), name of article, from whom received, gross cost, duty (if any), freight, net cost, cost each, and selling price of each.

It is evident from a glance at this that there is a great deal of valuable information available at a moment's notice. For instance, supposing a coffee salesman comes along to sell A. G. Bain & Co. some coffee. A price is quoted and there is some talk as to profit derived if sold at a certain price. Mr. Bain or Mr. Price, his partner, picks up the Cost Book, sees when coffee was last purchased and from whom, knows the quantity, gross and net cost and therefore is in a much better position to talk intelligently.

The same applies to every other article in the store. There is no old invoice to look up and no time lost in dickering over former price or quantity. The company know exactly what was purchased and when, and by determining what is now on hand have valuable information as to how the article is selling.

Uses Loose Leaf System.

The Cost Book is on the loose-leaf plan and was arranged by Mr. Bain himself on arriving at the conclusion that such information would be a great help. Being loose-leafed the book can be add- to when occasion arises. The articles purchased are arranged in alphabetical order to further supplement its handiness. The clerical work in keeping the Cost Book up to date is attended to by the office staff.

Comparisons From Sales Book.

To further keep him in touch with the daily work of the store, Mr. Bain has also a Sales Book which shows the amount of business done each day. At any time of the year, therefore, he knows exactly the sales up to date and can compare them with the corresponding period of any year in the past as well as daily, weekly and monthly. The value of having such knowledge at one's figger ends is evident. It keeps the firm closely in touch with the progress of the business, and plans can therefore be the better worked out towards increasing sales.

Business Blindness Disastrous.

Such books as these would be the makings of many a retail dealer who now is going blindly into buying and selling—and selling plenty of goods, too.

A merchant may have the idea that because sales are splendid, the business is going ahead rapidly, whereas the truth may be he is buying recklessly, paying too much for the goods, or not obtaining sufficient profit above total cost.

The only safe course to pursue is to KNOW where you are at. If such is the case, a dealer is not likely to buy carefully and to sell goods at a profit—two exceedingly important features in the growth of any business.

COST BOOK

DATE	C/S	QUANTITY	ARTICLE	FROM	GROSS COST	DUTY	FREIGHT	NET COST	COST EACH	SELL EACH

Blank form, showing how A. G. Bain & Co., Hamilton, Ont., operate a cost book.

Preventing Complaints in Delivering

Forms That a Retail Dealer Has Devised to Advise Customers of Absence of Any Goods—Useful For Instance When Some Line Asked For Doesn't Happen to be in Stock—Delivery Complaints a Big Leak to the Business—Causes Loss of Confidence.

There is plenty of scope in the grocery store for a person with a little initiative. He can put many schemes and plans into use which assist materially in increasing trade or allowing the carrying on of business with the least labor and trouble. J. Milton Cork, a grocer who has just moved into a new store on College St., Toronto, has adopted several wrinkles of value that will prove of interest and value to other merchants.

Driver will tell Customer there is

TO FOLLOW

When.....

Mr.....

.....

Charged on other slip

11

Date.....

.....

.....

.....

.....

.....

This is a Memorandum from your Grocer.

Fig. I. This is left with customer by driver when some article happens to be out of stock.

Reducing Complaints in Delivery.

His efforts have been along the lines of delivery with the idea of reducing the number of mistakes to a minimum and also to allow it to be conducted on a systematic basis. Delivery has proved the source of a great deal of trouble to many merchants. There are few who do not have some trouble, with frequent mistakes and accordingly complaints.

Mr. Cork realized that it is extremely detrimental to have any trouble with customers which may give them cause for complaint. To prevent mistakes in delivery he has adopted several ideas which assist considerably.

When Goods Are Not in Store.

In Figure I shown on this page is a copy of a "To follow" form which he has had printed in form similar in size to ordinary counter check book. Supposing an order has been left by a customer and is being sent out, but without a certain article which will not be in until next day. Now, the driver cannot remember to tell each such customer that certain articles will follow; and the customer, too, may be out. Mr. Cork figures that some system was necessary to alleviate trouble in such a case and he evolved the form as shown in Fig. I. This form is filled out and sent along with the regular sales-slip. The time when the additional lines are to follow are noted after the word "when." If these additional goods are not charged on the sales-slip, the word "Not" is written before line "charged on other slip."

This memorandum acquaints the customers with what goods are to follow and when. She is therefore apprised of the omission, if there is any, and will not think of going to another store to purchase the goods. A carbon copy of this slip is kept on file in the store and when the goods arrive they are sent out. If the word "not" is before the line "charged on other slip," it is of course necessary to send a bill out.

A Handy Reminder.

Figure No. 2 is the "wanted to complete order" form. There are frequently goods ordered which the store does not carry in stock. Even with an extensive stock, customers will occasionally order goods which have to be secured elsewhere. This form specifying the goods required is filled out and given to the driver who is expected to secure and deliver them. In case they are not delivered, the driver is requested to return the slip to order file with reason. Steps are then taken to secure the goods or if impossible, the customer is notified.

A "Bring Back" Slip.

Still another form used by the store in delivery is a "Bring Back" one. On this is listed any goods which are to be brought back from a customer's home. For instance, if a customer has received black tea in mistake for green, the green is sent up and a slip given to the driver to "Bring back from Mrs. Lee, ½ lb. black tea in exchange." A note on the slip reads: "Driver will leave slip with goods returned on order counter." This is so they may be checked up.

During the summer a considerable business is done by every grocer in fruits. Now when a customer picks out a certain basket of fruit, she wants to get that basket. It cannot be left to the memory or discretion of the driver to pick out the right baskets of fruit while delivering. If written on the basket, it is most times indistinct, or if readable, it frequently takes a good deal of time to decipher. This store in order to avoid any trouble, puts a tag on each basket as it is selected by customer. This is just an ordinary shipping tag on which is written customers name and address. Mr. Cork's name is on each tag, so that it is somewhat of a publicity advertisement.

Mistakes are prevented by this method, and it is the aim of every grocer to avoid mistakes. They cause complaints which are generally voiced to friends as well as to the merchant and this is extremely bad advertising for the store.

7 WANTED

TO COMPLETE ORDER

If goods on slip are not delivered Driver will return slip to Order File with reason

Driver's Name.....

Date.....

.....

.....

.....

.....

.....

.....

Fig. II. Slip showing the goods necessary to complete the order.

A somewhat new idea in the installation of store fronts. Display show case is placed in centre of doorway. This represents front of Kent & Brown Co.'s store, Moose Jaw, Sask.

Bright Store Front a Good Investment

Moose Jaw, Sask., Firm Have Something Out-of-the-Ordinary—A Show Case in Centre of Door-Way—Receding Windows Compel a Lengthy Attention to the Goods Shown—Light Windows Above the Awning.

"From the business viewpoint there does not appear to be anything but optimism in the local conditions if store front improvements count as evidence. Some other years may have seen a larger number of residences erected and more of a building boom but few years have seen such extensive overhauling and improvement of business premises. The list is a long one and reference has already been made to some of these improvements, but in general it may be said that local merchants are reaching the conclusion that the latest and most attractive is none too good for the town's rapid development."

The above extract from a Canadian newspaper contains an established truth. What follows tells of specific instances where certain merchants have improved the appearance of their store fronts; and where one finds many merchants in a town or city paying particular attention to that phase of the business, it is only natural to suppose those merchants are progressive. Not only that, but they are greatly assisting in the building up of a live town, because without live, progressive merchants the town is not going to be as progressive as it otherwise would.

Attracts Visitors Attention.

A visitor on going along the main street of a town is first struck by either the presence or absence of bright looking store-fronts, and on this condition he forms his first opinions of the place. In the same way does a passer-by form an impression of a particular store from the appearance of the front, and very often the front means the gain of a new customer.

In many a Canadian town and city merchants vie with one another in store-front arrangement. This is a good sign and it is bound to reflect to the credit of the place.

Western Store With Modern Front.

Note the store-front shown herewith. It is that of The Kent & Brown Co.'s store, (grocery department) Moose Jaw, Sask. This is a front which is unique in so far as grocery stores are concerned and immediately attracts attention. Why? Because it is out-of-the-ordinary and at the same time inviting.

If the store front is an index to the interior and the goods carried, then anyone would say that here we have a grocery store that SELLS quality goods. The show case in the centre of the entrance is frequently used by dry goods and fur stores in the larger centres, but it has seldom been seen in the grocery store connection. From the fact that it shows the goods to the passer-by more prominently than the window proper probably would, it is something that could well be emulated by others. An attractive display of goods with a neatly written show cards would undoubtedly create much new business. The Kent & Brown Co. certainly realize its value.

Windows Show Many Goods.

The long receding display windows are another feature of this front. Every time a buyer of groceries passes the store, her eye sees scarcely anything but groceries and therefore the dealer has a much better opportunity of making extra sales. If she enters she sees goods to right and left. Working on the well-founded principle that the more goods seen, the more there will be sold, such a store front is a valuable asset.

Light Enters Above Awning.

The lighting of the Kent & Brown store is given attention by the placing of the awning below the windows through which the store light passes. Here, again, is a feature that should be attended to in the installation of the front. These windows diffuse the light properly so that it is carried to all parts of the store.

Retail dealers are continually re-arranging their stores and refitting them to keep pace with the advancing times. While doing this the store-front must not be overlooked. Its value is what the dealer makes it and it might as well be a gilt-edged investment as not.

Selling More Biscuits and Confectionery

Quebec City Dealers Make Special Efforts to Increase Turn-Over and Find Profits Quite Satisfactory — Large Show Case From Floor to Wall Divided Into Diamond Shaped Sections Makes a Paying Silent Salesman.

"If we didn't believe in biscuits and confectionery as a fine profit producing line, we would not handle them," recently remarked one of the head salesmen in the grocery store of Myriand & Pouliot, Quebec City, P. Q.

The accompanying illustration will give an idea of the importance attached to these two lines by the firm in question, and the showcase for biscuits is somewhat unique. The top of the case slants up from the floor to the wall and is divided into diamond shapes by cross-running pieces of highly polished wood. The diamond shapes made by the intersection are inlaid with glass, through which can be seen all grades of biscuits. The idea is somewhat novel, and allows the customer to run her eye over a big range quickly, obviating the necessity of opening boxes and thus wasting valuable time.

Why This Method is Profitable.

That Myriand & Pouliot find this a trade puller goes without saying, the salesmen above mentioned best explaining the firm's views by the few words, "You must display biscuits as well as any other line if you are to sell the maximum amount, and by having samples in a showcase of this nature the customer can immediately choose, allowing the order to be filled from the box stock near the counter and scales."

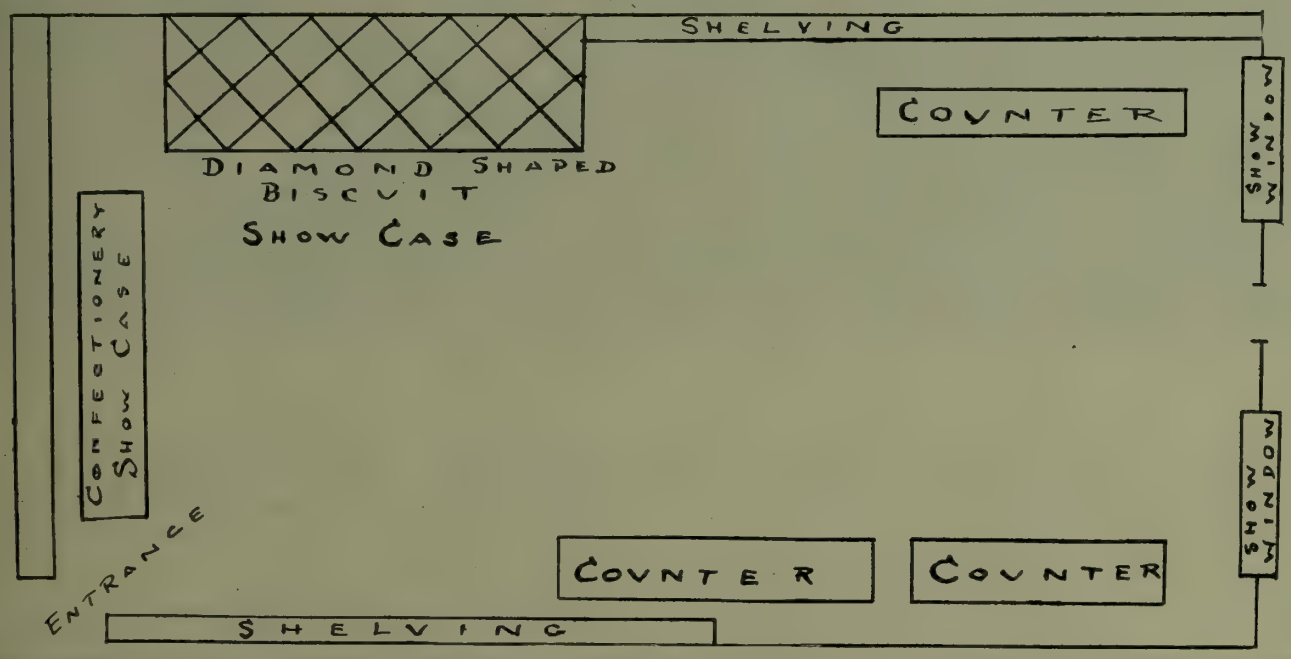
This scheme, therefore, eliminates a lot of unnecessary movements, finally saving time and eventually money. By having to carry one box to the counter and then another, and so on, to weigh on the assortment, and then having to replace the boxes on the shelves, the clerk must keep the customer waiting and deprive others of attention.

Biscuits and Confectionery Well Mated.

"Yes, when a customer calls for biscuits and you have her choosing from samples, you can always direct her attention to candies and in almost every instance get an order. You will see," he further remarked, "that we have the confectionery showcase and shelf close by. The association of these lines, as I have said, itself almost causes a double purchase."

Sells Goods Above Demand.

That this salesman sells goods over and above the actual demand, goes without saying, as he has ideas, and knows how to handle a customer without being over-aggressive.



Plan of separate biscuit and confectionery department of a Quebec city store, that of Myriand & Pouliot. The entrance at the lower left-hand corner is from another part of the store. The biscuit show-case is a feature of the fixtures.

A small number of well-paid, well-trained efficient clerks can do more work at less cost than a great number of poorly paid, untrained, inefficient workers. The value of the article sold is increased by being sold by an efficient clerk. A wholesome, bright, smilling, courteous, contented clerk adds worth to even the poorest article.

WHAT'S IN A NAME?

A Dealer With High Reputation for Selling Quality Goods Gets Better Prices.

Is it possible that one grocer can receive a higher price than another for goods that are identical?

This does not suppose the case of a proprietary article, the price of which is widely known. But consider fruits or vegetables or any of the other groceries for which there is no fixed price well known to all.

To this question one grocer replied in the affirmative and the writer feels that what is true of the one grocer is true of others throughout the Dominion who have a similar class of trade. The grocer referred to has what is known as a high class trade. His name stands for the best in groceries in his town. He knows it and he also knows that the guarantee that he gives his goods and the increment they receive from merely coming from his store, is worth something to that class of customer who looks for distinction in everything he or she buys. One grocer may have spent a whole lifetime in acquiring this standing, but it may have come to another in but a short time. It is nothing more than a "reputation." You cannot buy it, but you can acquire it by your manner of dealing with the public. And it is an invaluable asset. Customers will then refuse to believe reports of trade wrongs about you, until your failings become actual realities.

The very name is a seal and stamp of excellence. It is an actuality, there IS something in a name.

View of one of Carroll's recently fitted stores in Hamilton, Ont. Among the fixtures and equipment may be seen dust-proof bin fixtures, cash register, computing scales, refrigerator and metal ceiling.

Selling Xmas Goods Well in Advance

How Hamilton Dealer Aims to do Bulk of the Big Holiday Trade on Arrival of First Christmas Goods—Points Out Their Superior Quality and Advertises Them Strongly—Methods for Increasing Sales—A Well Appointed New Store —Ideas on Advertising in the Newspaper.

"Only those who can't afford to buy ahead leave off purchasing their Christmas baking materials until just before the holiday."

This statement by G. R. Carroll, a Hamilton, Ont. grocer, is one that should get the attention of dealers who have not been making it a point to go after the Christmas trade early. 'A bird in the hand is worth two in the bush,' and Christmas trade secured in November or around first of December is worth quite a bit more during Christmas week.

It is with this end in view that Mr. Carroll goes after the Christmas trade in raisins, currants, peels, spices, dates, nuts, etc., just as soon as first shipments arrive. To get this he advertises and displays. Attention is called to the superior qualities of the first goods. That they are 'always the best' is strongly emphasized by advertising and demonstration.

Early Buyers are Big Buyers.

These methods, claims Mr. Carroll, get a good deal of the cream of the holiday trade. "I educate the people principally through newspaper advertising, up to the fact Christmas goods they buy at our stores are of best quality procurable, that the first of the season are always best and I have the bulk of the goods for the Christmas baking sold before many begin to push them. Towards the end of the season only small lots go out as all the best trade has been worked."

This suggests to dealers the advisability of going out after their Christmas trade as early as possible. Frequently there is so much work to do the last week and last day that many customers cannot be properly served, and inadequate service means loss of a certain amount of trade. Then, as Mr. Carroll states, if the wealthier class purchase early, the best part of the holiday sales are over long before Christmas. It must not be supposed, however, that people, whether wealthy or not, are going to purchase early always. It is only when they are induced to see the advantages that they do so.

Business Established in 1893.

A little bit of history about the Carroll business will prove interesting and beneficial. It will be just 20 years ago next fourth of July that the business was begun in Hamilton in a small store 18 ft. by 14 ft. To-day he has eight stores in that city.

A short time ago the eighth store was opened and in the first two days the

business done was as large as that of the first three months when the business was begun originally.

Reasons for Branching Out.

How did he come to branch out, you may ask? It was this way. The first advertising was done with dodgers in the neighborhood of the store. Some of these found their way to different parts of the city, and friends told one another of the goods and prices at Carroll's. Orders then began to arrive from various directions, and the business could not be properly handled.

"Some planning had to be done," states Mr. Carroll, "and the only solution was the establishment of branches. The business was there for someone to get and every time the erection or opening of a new store was planned the question was frequently asked, "when are you going to have your new store opened' which indicated that we should be closer to our customers.

A Recent Addition.

One of the latest additions to the Carrol string of stores is a bright one on York St., a cut of which is shown herewith. This was opened last May. Like several others, it is fitted with up-to-date oak bin fixtures which show up samples to splendid advantage. The refrigerator at the rear of the store is also of oak and is an exceedingly attractive piece of the store furniture. Other equipment includes an electrically driven coffee mill, two computing scales, and a cash register. This store is managed by Miss Griffen—in fact the majority of Mr. Carroll's branch managers are young women who have originally received their tuition in the main store. It is probably because a woman looks after it that the store as shown is kept so neat and clean.

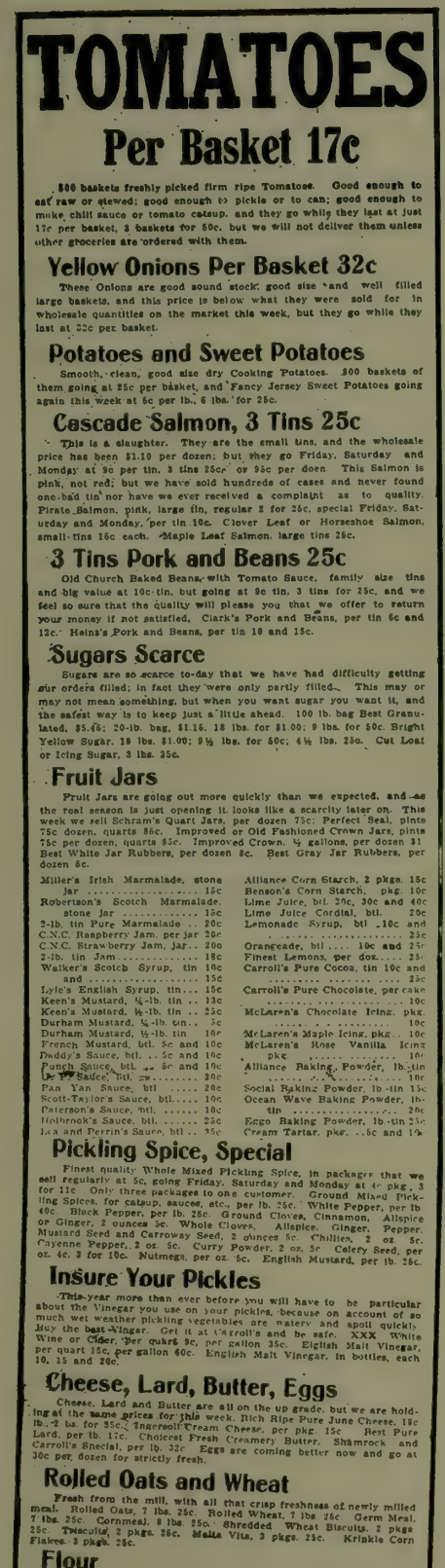
Puts Responsibility on Others.

"When these young people have been in the store here," remarked Mr. Carroll, "they get my viewpoint. They have learned my method of treating customers, handling complaints and so on, and are therefore well fitted to manage a branch store when an opportunity occurs. I try to get around the stores once a day to see that everything is running smoothly. But my aim is to have the different managers look after their own stores as much as possible and attend to their own problems, and complaints, if there are any.

"One thing I always urge is that customers be given the benefit of a doubt—the customer, you know, is always right. By acknowledging that the customer is right you can often afterward show him where he is wrong."

A Cash Business Done.

In the Carroll stores no accounts are allowed to run over a day or two and then not without a satisfactory reason.


TOMATOES
Per Basket 17c
500 baskets freshly picked firm ripe Tomatoes. Good enough to eat raw or stewed; good enough to pickle or to can; good enough to make chili sauce or tomato catsup, and they go while they last at just 17c per basket, 3 baskets for 50c, but we will not deliver them unless other groceries are ordered with them.
Yellow Onions Per Basket 32c
These Onions are good sound stock, good size and well filled large baskets, and this price is below what they were sold for in wholesale quantities on the market this week, but they go while they last at 32c per basket.
Potatoes and Sweet Potatoes
Smooth, clean, good size dry Cooking Potatoes. 500 baskets of them going at 25c per basket, and Fancy Jersey Sweet Potatoes going again this week at 5c per lb., 6 lbs. for 25c.
Cascade Salmon, 3 Tins 25c
This is a slaughter. They are the small tins, and the wholesale price has been $1.10 per dozen; but they go Friday, Saturday and Monday at 9c per tin, 3 tins 25c, or 95c per doen. This Salmon is pink, not red; but we have sold hundreds of cases and never found one bad tin nor have we ever received a complaint as to quality. Pirate Salmon, pink, large tin, regular 2 for 25c, special Friday, Saturday and Monday, per tin 10c. Clover Leaf or Horseshoe Salmon, small tins 15c each. Maple Leaf Salmon, large tins 25c.
3 Tins Pork and Beans 25c
Old Church Baked Beans, with Tomato Sauce, family size tins and big value at 10c tin, but going at 9c tin, 3 tins for 25c, and we feel so sure that the quality will please you that we offer to return your money if not satisfied. Clark's Pork and Beans, per tin 8c and 12c. Heinz's Pork and Beans, per tin 10 and 15c.
Sugars Scarce
Sugars are so scarce to-day that we have had difficulty getting our orders filled; in fact they were only partly filled. This may or may not mean something, but when you want sugar you want it, and the safest way is to keep just a little ahead. 100 lb. bag Best Granulated, $5.45; 20-lb. bag, $1.15, 18 lbs. for $1.00; 9 lbs. for 50c. Bright Yellow Sugar, 19 lbs. $1.00; 9½ lbs. for 50c; 4½ lbs. 25c. Cut Loaf or Icing Sugar, 3 lbs. 25c.
Fruit Jars
Fruit Jars are going out more quickly than we expected, and as the real season is just opening it looks like a scarcity later on. This week we sell Schram's Quart Jars, per dozen 75c; Perfect Seal, pints 75c dozen, quarts 85c. Improved or Old Fashioned Crown Jars, pints 75c per dozen, quarts 85c. Improved Crown, ½ gallons, per dozen $1. Best White Jar Rubbers, per dozen 8c. Best Gray Jar Rubbers, per dozen 8c.
Miller's Irish Marmalade, stone Jar 15c
Robertson's Scotch Marmalade, stone jar 15c
2-lb. tin Pure Marmalade .. 20c
C.N.C. Raspberry Jam, per jar 20c
C.N.C. Strawberry Jam, jar.. 20c
2-lb. tin Jam 15c
Walker's Scotch Syrup, tin 10c and 15c
Lyle's English Syrup, tin... 15c
Keen's Mustard, ¼-lb. tin .. 13c
Keen's Mustard, ½-lb. tin .. 25c
Durham Mustard, ¼-lb. tin.. 8c
Durham Mustard, ½-lb. tin 10c
French Mustard, btl. 5c and 10c
Daddy's Sauce, btl. ... 5c and 10c
Punch Sauce, btl. ... 5c and 10c
Lea & Perrin's Sauce, btl. ... 20c
Pan Yan Sauce, btl 20c
Scott-Taylor's Sauce, btl..... 10c
Paterson's Sauce, btl. 10c
Hopkirk's Sauce, btl. 25c
Lea and Perrin's Sauce, btl ... 35c
Alliance Corn Starch, 2 pkgs. 15c
Benson's Corn Starch, pkg. 10c
Lime Juice, btl. 20c, 30c and 40c
Lime Juice Cordial, btl. 20c
Lemonade Syrup, btl ..10c and 25c
Orangeade, btl .... 10c and 25c
Finest Lemons, per doz. ... 25c
Carroll's Pure Cocoa, tin 10c and 25c
Carroll's Pure Chocolate, per cake 10c
McLaren's Chocolate Icing, pkg. 10c
McLaren's Maple Icing, pkg.. 10c
McLaren's Rose Vanilla Icing pkg. 10c
Alliance Baking Powder, lb. tin 25c
Social Baking Powder, lb. tin 15c
Ocean Wave Baking Powder, lb. tin 20c
Eggo Baking Powder, lb. tin 25c
Cream Tartar, pkg. ..5c and 10c
Pickling Spice, Special
Finest quality Whole Mixed Pickling Spice, in packages that we sell regularly at 5c, going Friday, Saturday and Monday at 4c pkg., 3 for 11c. Only three packages to one customer. Ground Mixed Pickling Spice for catsup, sauce, etc., per lb. 25c. White Pepper, per lb 40c. Black Pepper, per lb. 25c. Ground Cloves, Cinnamon, Allspice or Ginger, 2 ounces 5c. Whole Cloves, Allspice, Ginger, Pepper, Mustard Seed and Carroway Seed, 2 ounces 5c. Chillies, 2 oz. 5c. Cayenne Pepper, 2 oz. 5c. Curry Powder, 2 oz. 5c. Celery Seed, per oz. 4c, 3 for 10c. Nutmegs, per oz. 5c. English Mustard, per lb. 25c.
Insure Your Pickles
This year more than ever before you will have to be particular about the Vinegar you use on your pickles, because on account of so much wet weather pickling vegetables are watery and spoil quickly. Buy the best Vinegar. Get it at Carroll's and be safe. XXX White Wine or Cider, per quart 8c, per gallon 35c. English Malt Vinegar, per quart 15c, per gallon 60c. English Malt Vinegar, in bottles, each 10, 15 and 20c.
Cheese, Lard, Butter, Eggs
Cheese, Lard and Butter are all on the up grade, but we are holding at the same prices for this week. Rich Ripe June Cheese, 18c lb., 2 lbs. for 35c. Ingersoll Cream Cheese, per pkg. 15c. Lard, per lb. 17c. Choicest Fresh Creamery Butter, Shamrock and Carroll's Special, per lb. 32c. Eggs are coming better now and go at 30c per dozen for strictly fresh.
Rolled Oats and Wheat
Fresh from the mill, with all that crisp freshness of newly milled meal. Rolled Oats, 7 lbs. 25c. Rolled Wheat, 7 lbs. 25c. Germ Meal, 7 lbs. 25c. Cornmeal, 8 lbs. 25c. Shredded Wheat Biscuits, 2 pkgs 25c. Triscuits, 2 pkgs. 25c. Malta Vita, 3 pkgs. 25c. Krinkle Corn Flakes, 3 pkgs. 25c.
Flour
If any other Blended Flour were milled in the same way and the same wheat used it would be as good flour as Old Homestead. It could not possibly be better, but no other blended flour is as good, because it has not the same proportion of Manitoba wheat, and it is not milled in that same careful, conscientious way. Therefore, buy Old Homestead and get the best. ¼ bag, 70c; bag $2.75. Silver Star Flour, for pastry purposes, ¼ bag, 85c.
Carroll's Eight Stores
315 John street south.
222 York street.
Cor. James and Macaulay sts
Cor. Hunter and Queen.
146 James street north.
Cor. Barton and Fullerton ave
Cor. Emerald and Wilson sts.
Cor. Barton and Ottawa Sts

Sample of the Carroll newspaper advertising. These ads. are run once a week in three Hamilton papers.

The business is, to all intents and purposes, strictly cash. On Saturday, for instance, if a parcel of goods is going out C.O.D. to a good customer and for some reason or other the money isn't just at hand, the driver leaves them with the understanding that on Monday morning he will call again.

"The only change that is ever made," remarked the proprietor, "is on the counter sales book. Stores doing as much as a $600 a week business never have more than $40 or $50 to collect on Saturday night.

Everybody Treated Alike.

"Sometimes good trade will object to this cash system but we simply tell them as nicely as we can, that it is our system and we must treat everybody alike; of course some get sore, but they usually get over it and return again. Some time ago the chauffeur of a Hamilton man was going away on a trip and asked me to let his wife have the groceries she wanted and they would be paid for every two weeks when he received his cheque. I told him I couldn't do it; that not even his employer who was a wealthy man, could get such a privilege. The result was he didn't come back which goes to show that he wasn't very reliable.

"There is no reason in the world why a time limit cannot be placed on customers. When a limit is made all that is necessary is to stick to the system."

Records are kept of the sales made every day, week and month in all the branch stores. This permits of comparisons, which develop a friendly rivalry among the various managers, all of which helps along sales. It creates much new business for the various stores.

Does the Advertising Pay.

Mr. Carroll's advertising is done on a systematic basis. Every Thursday he inserts a two column ad., full newspaper length, in the three Hamilton papers. This is how he introduces new goods and sells more staple every-day lines.

Does this advertising pay? Here is what he says about it:

"The people are looking for the ads. all the time. For instance they appeared in last night's papers and the phone bells were ringing this morning before the store was opened. They are of the greatest possible assistance to us."

And ad. that will bring in early telephone calls must have something interesting in it. A glance at the accompanying reproduction demonstrates what that SOMETHING is. Mr. Carroll inserts selling talks that SELL. Note the talk on tomatoes, on pickling spice, vinegar, sugar, etc. This sort of advertising is bound to sell.

Put yourself in the place of a customer. Wouldn't such talks appeal to you?

A Believer in Continuous Advertising

A Limestone City Grocery Firm in Business Since 1871 That Have Always Advertised—Personal and Telephone Calls For Goods Advertised Demonstrate That Copy is Read—A Honey Announcement That Brought Good Returns—How New Christmas Goods Are Announced.

Grocers are frequently encountered in both the large and smaller cities who wonder if advertising in the local daily paper is really a profitable investment. In the absence of direct results which would prove beyond doubt that it pays, they sometimes remain rather unconvinced. It is true that the results of an advertisement are not always visible. The grocer has no means of telling just how much business results from the insertion of an advertisement or a series of them. The big question to decide is as to whether the advertisements are read, for if they are read and the copy used is of the proper kind, it stands to reason that it is a profitable investment. Of course there is the question of rates, which are by no means low in the cities, but as these should be based on the number of prospective customers who read the paper, the rates should make no great difference if the advertisements are read.

A Consistent Advertising Firm.

James Redden & Co., grocers, of Kingston, Ont., advertise in the local paper daily and believe it pays them. They have been established in the Limestone City since 1871, and have been persistent advertisers. As W. Hobart Dyde, who looks after this end of the business says: "We believe it pays or we wouldn't keep it up."

"We frequently have cases that prove to us that the advertisements are really read. Quite often we will have a customer telephone or come to the store for some article that she has seen advertised.

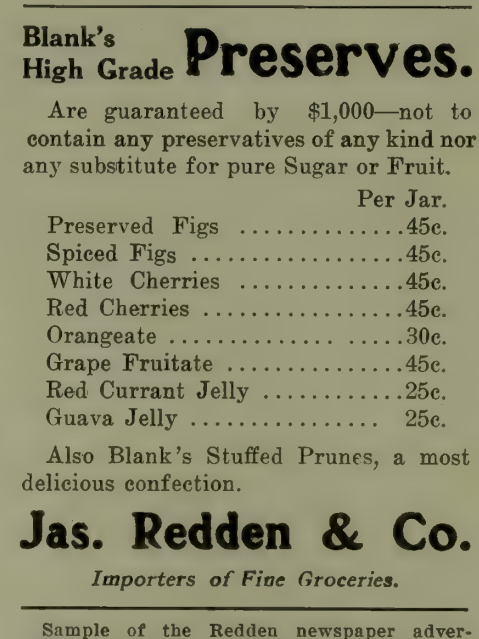
Honey Advertisement Brought Results.

That advertisements are read and that it pays is shown by an instance last spring. Honey at the time was not very plentiful with most grocers, and we had still a considerable quantity on hand, we felt it would be a good time to let the people know we had it. We advertised it in our regular space, quoting prices on the different sizes tins and the run we had on it was simply surprising. It brought home the value of advertising quite forcibly."

Displays Back up Announcements.

Mr. Dyde believes in combining the efforts of the different sales departments on the one line at the one time. In keeping with this idea, he tries as far as possible to have their advertisement and display featuring the same line at once and has them always seasonable.

For instance with the advent of the pickling season, a window was devoted to spices and at the same time they were featured in the local paper. Even if they can't devote a window to the line advertised, they have a display in some prominent part of the store. People get interested through the advertisement and have it again brought to their attention when they enter the store.


Blank's
High Grade Preserves.
Are guaranteed by $1,000—not to contain any preservatives of any kind nor any substitute for pure Sugar or Fruit.
Per Jar.
Preserved Figs .....45c.
Spiced Figs .....45c.
White Cherries .....45c.
Red Cherries .....45c.
Orangeate .....30c.
Grape Fruitate .....45c.
Red Currant Jelly .....25c.
Guava Jelly ..... 25c.
Also Blank's Stuffed Prunes, a most delicious confection.
Jas. Redden & Co.
Importers of Fine Groceries.

Sample of the Redden newspaper advertising, showing good use of a small space.

Give Public the Prices.

"We believe in quoting prices in most cases," says Mr. Dyde. "I think that sales result when prices are known when they otherwise would not. There are exceptions, however, as when we have some special article where quality of the goods themselves, and not price, is the chief consideration. Then again, as in case of spices, there are so many different lines at different prices that space is not available for the quoting of prices. However, wherever practical, I believe in letting the people know the price. Eventually they must be told.

How New Goods are Sold.

Redden & Co. take advantage of new goods coming in to get people interested through their advertisement. As the public are interested in the first robin of spring or the first strawberry of the season, so are they in new season's goods of any kind. Now that the fall is coming on, as each new line of dried fruit or nuts arrive, space will be devoted to them in the paper. The fact that the new crop goods are in is always a valuable selling argument. In the same way when a shipment of some important line is received, newspaper space is used to announce it to the public.

Advises Regular Advertising.

"The space we use in the local paper is not large," says Mr. Dyde, "but we keep at it constantly. We believe that the steady advertiser, even in a limited space brings better results than the same amount of money used for larger space at intervals. It is the advertisement kept constantly before the public and changed frequently so as to be interesting that is the best. Of course on special occasions such as Christmas our space is increased.

"We look after the preparation of our own copy. We study local conditions and select the goods and the language which we consider best suited to our customers, and to arouse their interest in the goods. My idea in writing an advertisement is to open with a description that will work up interest in the goods and then to quote a price."

REAL PHILOSOPHY.

Count that day lost whose slow decending sun, finds prices shot to pieces and business done for fun.

* * *

Trade is sensitive. It goes only where it is invited and stays only where it is well treated.

* * *

Selling standard merchandise below cost—and cost includes the full expense of doing business—is almost as idiotic as selling gold dollars for ninety cents.

ler to Sell Goods He Decides to Push

Window Sells Twenty Cases of a Cereal

Good Example of How Jas. Redden & Co., Kingston, Create New Business for Goods They Get Behind — Emphasizes Power of the Dealer to Make Sales of His Own Accord—Housecleaning Display That Sold Well—Description of Last Year's Christmas Window.

There has been much said in recent years relative to the value of window display as a means of increasing the sale of goods in the grocery store. The proof of the pudding is in the eating. The way to gauge the value of a window is to put in an attractive display and carefully watch results. Many merchants who have done so declare themselves strongly as to the value of a well dressed window. At times one comes across an outstanding case that proves their selling value beyond a doubt.

Such a case is that which Jas. Redden & Co., grocers, Kingston, Ont., had recently. They believe strongly in the value of the window as a selling agent. They have had the fact plainly demonstrated on many occasions. It is not an unusual thing at all to have direct sales from a window display. They are situated on one of the principal business streets of Kingston, the number of people who pass their store daily is quite large and for this reason a good deal of attention is given to window trimming.

Many sales made by the window probably are not traceable directly to it. About the only evidence of its value is in the increased sale of articles shown in it. A case showing the big value of the window and particularly of a window well trimmed is reported from the Redden store.

The display was of a certain brand of package cereal, which the firm had not handled for some time. The arrangement of the window was something out of the ordinary and attracted a good deal of attention from the passing public. A good deal of time and care was taken in its arrangement but that it paid is shown in the sale of the article. Twenty cases were sold in about three weeks.

This is an example of the selling power of a well trimmed window which proves beyond any doubt that it pays to give attention to the window. The sale of the twenty cases was the direct result of the window display as this brand had not been handled by this store for some time.

Another display which brought good business was one of housecleaning necessities which was arranged in the spring. A platform was erected making a double display window for the occasion. On the top floor soap was shown while on the lower one different varieties of cleansers, brooms, brushes, etc., were symmetrically arranged. The display was such as to create interest and incidentally a good sale for the goods shown.

Attended To by Salesman.

Jas. Cornelius, one of the salesmen in the Redden store, looks after the windows. He is strong in the praise of the window as a means of selling goods. "It takes time," he said to The Grocer, "to arrange a display that will arouse extra interest, but even a display on which little time is taken but which will sell considerable goods may be arranged. The main thing is to always make them seasonable. In the arrangement it is important to get the display evenly balanced and symmetrical."

Mr. Cornelius realizes that the grocery store is a busy place and sufficient time is not always available to dress a window as often or as well as the trimmer would like. He tries to change each window at least once a week. It is necessary to do some planning ahead and in the case of a special window, it is sometimes found necessary to return at night to do the work.

Window For Christmas Goods.

Some night work was put in on the Christmas windows last year, but the good displays resulting made up for the extra time given. The windows were very favorably commented on by those who saw them. In one window was shown fancy box chocolates, Christmas stockings and a goodly variety of cossacks in their varied colors. The floor was built up in the form of steps and covered with white, red and green paper. The background was constructed of crepe paper of the same colors strung from the ceiling.

Santa Claus as an Aviator.

The other was an outstanding one that caught the eye of the passerby. It represented Santa Claus delivering groceries from house to house. At the rear was a doll's house. A path ran down from the entrance and on both sides were green paper cuttings to represent a lawn. Up above was Santa Claus in an aeroplane loaded with goods This was suspended in the window by a wire. The sides were built in shelves covered with green paper and fancy groceries were displayed here. Among the lines shown were bottled and glass dainties, olives, tea and biscuits in fancy packages, figs, table raisins, etc. The background was built up similar to the other window. The display was certainly an attractive one. It created unusual interest and demonstrates conclusively the bearing the window has on the selling of Christmas goods.

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A LESSON NOT FORGOTTEN.

The first day a naive young man clerked in a general store, he was asked by a customer for something the store did not have. The clerk politely informed the customer and expressed his sorrow at not having the article.

When the customer was gone, the proprietor, who had been watching the new clerk, demanded of him, "Why did you not offer the customer something else?"

"I did not think of that," replied the clerk.

"You must always do that," insisted the boss. "If you have not what a customer wants, offer him something we have—something as near like what he asked for as you can."

At this moment another customer entered, and the clerk stepped forward and greeted him with, "What can I do for you?"

"I want a cheese," said the man.

The clerk looked perplexed, and then his face brightened and he said, "We have no cheese to-day, but we have some grindstones."

"Let me see them," requested the customer, and looking them over with care, he added, "I am glad you called my attention to these stones. I will take that one, the one over there, the largest one of the bunch."

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The local newspaper affords one means of entering every probable customer's home.

* * *

Appearances are deceptive. Many a weak-looking woman has all the bill collectors and grocers scared to death.

View of A. Hagmeier's store, Hespeler, Ont., which is just as bright at rear and centre as in the front. Metal ceiling and modern dust-proof bin fixtures aid materially in making it attractive.

Getting Full Value From the Sun's Rays

How Hespeler, Ont., Dealer Brings in Plenty of Light—Helps Sell the Goods, He Claims—Methods Used to Increase Business—Has Installed Display Fixtures and Several Other Equipments—A Counter for Provisions.

The value of plenty of light and of bright, wholesome and attractive surroundings is becoming universally recognized. In school and in office this is found to be a necessity. In the grocery store, the same conditions are just as much a necessity and there is no denying that such conditions are of value in many ways. Not only from the standpoint of the health of the employes, but also from the fact that a bright store attracts customers and begets business.

A. Hagmeier, of Hespler, Ont., had this in view when he erected his present store. He wanted a store that was roomy, bright and with plenty of light that would allow of display of goods to the best advantage. This he has achieved for the result is a store that would do credit to a much larger town.

Both Groceries and Chinaware.

The store which is 35x100 feet is commodious and allows of excellent display without crowding. One side is taken up exclusively with groceries while the other is devoted to chinaware. The ideal has been achieved in the matter of light and brightness. As said before it was constructed with this in view. The ceiling is particularly high. There are two large show windows in front. The top of the awning does not extend up to the top of the windows so that even when it is down plenty of light comes in through the glazed glass above.

Along the side there are a number of windows while nearly as much light is admitted at the back as the front, through three large capacious windows. The photograph shows how well lighted the store is.

So much for light. Now in order that it may show up to the best advantage, the walls are white while there is also a metallic ceiling which adds to the brightness and general appearance of the store.

Mr. Hagmeier believes that it pays to have an attractive and bright store. "A grocer in a dingy musty store," he says, "doesn't realize its condition or how unattractive it must be to customers until he goes into a bright and airy one. It is then that the truth dawns upon him. Besides, the added appearance which plenty of light gives, it also shows goods up to better advantage. Goods well displayed induce sales."

Places Much Value in Equipment.

It is for this reason that Mr. Hagmeier strongly believes in the value of bin fixtures, silent salesmen and a well trimmed window. In fact, he says he seldom puts in a window display that he does not see purchases resulting from it.

That Mr. Hagmeier believes that it pays to have display fixtures that will show goods up in such a manner as to induce purchases is shown by the photograph. On the grocery side at the front is a silent salesman and a show case for the display of confectionery. Then comes a counter fitted with glass bins for showing goods and flanked by larger display bin fixtures.. At the front in the centre is a stand which in summer is used for summer drinks.

Special Counter for Provisions.

The provision department is also in the centre, there being a slicing counter, a display case for meats, and a table for cheese. There are also display cases for bread and biscuits as well as for bulk pickles. In the farthest corner will be seen a hoist for bringing goods up from the basement.

Many Handy Helpers.

Among the other equipment in the store is a cash carrier, account register, meat slicer, two cheese cutters, computing scales and coffee mill. The office is on the landing of the stairway leading to the flat above, thus commanding a view of the whole store.

The chinaware and crockery department is an extensive one and is arranged so that goods are shown up to good advantage. Mr. Hagmeier is rather doubtful as to whether it really pays a large enough profit as too large a stock has to be carried for the sales that are made in that size of a town. Still it attracts other business and for this reason is maintained.

Where Salesmen and Order Takers Differ

Instances Where Salesmanship Brought in Extra Business and Where Indifference Lost Business—Selling Goods Beyond Actual Demand—Adding on Associated Lines.

"I pay my clerks well so that they work for me, have an interest in things and do not convince themselves that after they have done a certain amount they are entitled to loaf, having in their opinion earned the day's pay."

Such were the recent remarks of Nap. Chartrand, St. Antoine St., Montreal, who has ideas of salesmanship worth repeating.

There is quite a lot of sense in having the clerks kept busy. Real good clerks know that it is to their own interest if they reach a certain standard of efficiency. No good clerk will, of course, think for one moment that his energies should be determined by the amount of money he draws weekly, because right here is the very root of the "let-profits-slip-past" evil, and here is a pretty good example showing the ways of different types of clerks.

This Man Didn't Care.

"Good morning," said a woman entering a fairly well-to-do store in Montreal recently, no doubt expecting a similar greeting from the clerk; but he evidently places a high value on his breath and did not respond. "I want some pickles, medium price you know. What have you got?" continues the woman. Instead of taking down a few bottles from the pickle-shelf which was by no means within easy reach, the clerk, lazy to a degree, pointed to the shelf and rhymed off the names of the manufacturers. "What price for those large bottles?" further inquired the customer. "Oh, the prices differ," was the reply. That was too much for the customer, so she left.

A Salesman This Time.

Entering the next store where she had not been often before, she received quite a warm welcome, and on mentioning pickles, in a moment the clerk had three or four different brands beside her. She had not to strain her eyes looking at them on a high shelf. "Yes, madam,this is a rather cheap line, but I can recommend it as to quality. The manufacturers have a good name. Mrs. Blank up the street near you buys nothing else. But for a few more cents I can give you something better. Just look at the variety of these." "Well, I'll take your word, I'll have that bottle," consented the customer.

Introducing Other Lines.

"Pardon me asking madam, but is your husband fond of pickles?" He was.

"At that rate," continued the clerk, "you will please him by having a nice sauce in the house too. Let me show you a few lines." Before she could say "no" he was getting two or three different brands for her and to cut a long story short she brought home a bottle of imported sauce also. This clerk now is getting most of her trade.

See That They Get More.

"When a woman is purchasing some tea, I always endeavor to sell her a quantity of coffee also," says another Montrealer, "and it is just surprising how much extra business I secure by suggesting other lines in keeping with those she asks for."

Not long ago a customer asked the dealer for a pound of crackers to be sent up immediately, and before he could get speaking to her she was gone. He soon concluded that she was expecting a visitor or visitors, and calling up the house later he got her on the phone. The conversation ran something like this: "Mrs. —, it has just struck me that you would find some nice cheese worth while with those biscuits. My driver is just leaving. You know how nice cheese is with crackers. "All right, send me half a pound, and if I like it I'll order more," was the response. The dealer was confident and went on: "All right madam, when you taste it you'll want more." Moral: When a customer is purchasing any particular commodity, try to sell her something which can be eaten with it.

The Never Say Die "Idea."

"The customer likes to have you know of anything of importance which happens in the household, and very often this keeping in touch, so to speak, has resulted wonders for me," remarked a dealer who one would imagine had as much trade as he wants. He has a good stand, on one of the leading Montreal thoroughfares. He happened to hear that one of his customers had become a happy mother and often spoke to the husband about certain preparations he was handling for infants use. The wife happens, after regaining her health, to telephone the store, and the proprietor started off the selling talk again about this particular preparation and he got an order which will mean repeats. This persistency on the part of an old dealer who has made some money out of his business, simply goes to show that the seeds have been sown in him during his apprenticeship and cultivated through the following years.

When one invests money he does not intend it to remain idle and earn nothing; so when he enters into any line of to secure a big dividend on the money. business he has made up his mind, at least should have, that he is simply going to secure a big dividend on the money. By following the proper line of salesmanship that dividend should be a good one, but on the other hand if he simply takes orders over the counter, never suggests, or never tries to swell the daily receipts, then he might as well hold on to the money. The dividend cannot be much bigger than he will receive annually in interest from the bank.

HAVE YOU A VACANT LOT?

Have you a vacant lot? B. S. Hooey, a grocer of Trenton, Ont., has one. It is on the main street. You pass it on the way from the station to the centre of the town. Now a vacant lot lying idle is not a very profitable holding. Mr. Hooey decided to make his pay the taxes at any rate.

The lot now is not altogether vacant. Across it stretches a long signboard. In the centre you will read "Don't forget, if it's from Hooey, it's good—next door to post-office." On either side of this is the advertisement of a grocery line handled in the Hooey store.

Mr. Hooey erected the signboard. He has his own ad. in the centre. He rents the space on either side to manufacturers who may wish to advertise their goods to Trenton citizens.

Fixtures and Plan of a Fine New Store

Equipment of a Greater Variety Than is Usually Found—To Permit of Better Facilities in Warehouse a Gallery Was Erected—Side Passage for Bringing in Heavy Goods and Delivering Parcels.

Carefully note this list of fixtures, store equipment and accessories:—

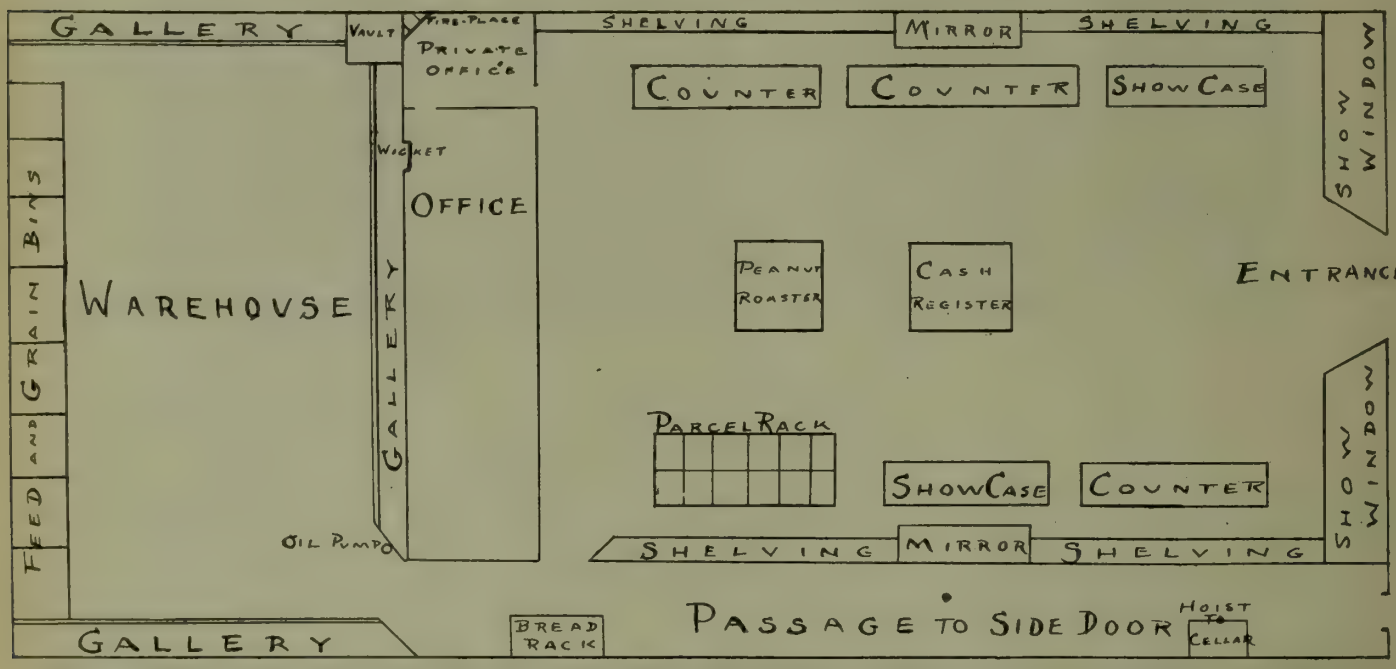
Dust-proof bin fixtures,
Show Windows with Tile Floor,
Cash Register,
Coffee Grinder,
Cheese Cutter,
Silent Salesmen,
Peanut Roaster,
Parcel Rack,
Wall Mirrors,
Phone Cabinet,
Refrigerator,
Self Measuring Oil Tank,
Private Gas Lighting System,
Bread Rack,
Hoist to Cellar,
Metal Ceiling,
Fire Place,
Vault,
Hot Water Heating.

One might imagine from reading the list that it included the stock of some large wholesale firm who had equipment to sell the retail trade. But that is not the case. It is the equipment of a retail grocery firm in Orillia, Ont.—That of Geo. Vick & Sons.

Plans Were Well Laid.

There are probably few retailers in Canada who can boast of such an array of selling aids and accessories in any one store. It is not very long ago since Geo. Vick & Sons refitted their new store and the result certainly is most attractive. Not only have they many modern improvements in the store proper, but the warehouse is a model of order, neatness and arrangement. The same careful attention was given to the cellar where canned goods, etc., are stored, in the planning of the new store.

The first thing that strikes one on entering the Vick store is the appearance presented by the bin fixtures and shelf arrangement. These create sales because of the manner in which they show so many varieties of goods. The large cash register stands in the centre of the floor and in addition to its usefulness is an attractive piece of furniture.



Plan of a recently fitted grocery store with many modern fixtures and equipment. Goods come in and are delivered from a side door. A gallery in the warehouse is a feature.

Money in Peanut Roaster.

Few Canadian grocers can boast of a peanut roaster, yet Geo. Vick & Sons have had one for some time. During the day it stands in the centre of the floor to the rear of the cash register and at night is placed in the doorway.

"It certainly sells a lot of peanuts," remarked Herbert Vick in referring to it. Particularly is this the case on a Saturday night and as there is good margin in peanuts, profits are appreciable, and at the same time it attracts buyers for other goods.

Use of the Parcel Rack.

The Parcel Rack is another rare fixture seen in a grocery store. This rack is only a couple of feet off the ground with open apartments on top for out-going parcels. These are placed in their respective apartments, the delivery man coming in the side door and along the passage for them, as shown in the accompanying plan.

Geo. Vick & Sons bake their own bread in a bakeshop at the rear of the store and have a large sale for it, shipping it out of town in their own crates. A large Bread Rack stands in the passage-way and this is kept filled by the bakers. In the illustration will be noticed a wicket from the warehouse into the office. This is where the bread men look after their tickets, as the ticket method is used to keep everything straight between bakery and main office.

Gallery in Warehouse.

Coming to the warehouse one's attention immediately is attracted by the gallery. This is constructed several feet from the floor and is used for storing stock such as flour, rolled oats, etc., which are always off the floor and therefore kept entirely clean. There is a system of movable bins along the rear wall for grains, feed, etc., with tickets above each showing what each contains. These bins are movable so that rats and mice cannot carry on their depredations without being reached.

A self-measuring oil pump is another feature of the equipment. The oil is stored in a tank, holding 5 barrels, in the rear corner of the cellar so that there is

no dirt whatever in the warehouse arising from it. This, Mr. Vick claims, is a valuable equipment in view of its correctness in measuring and the time it saves.

Private Lighting Plant.

Vick & Sons have their own gas lighting system. This they claim, supplies plenty of light for the store at a small cost. The store has electric lights also but these are only used when the gas happens to run out.

The office is at the end of the main store with a comfortable private office to the right. When the air is a little chilly the fireplace in the corner is utilized to good advantage and adds an extra cheerful appearance.

A wash basin in the store is another handy piece of equipment. It is accessible to all the employes, and creates the impression of cleanliness among customers.

On the whole, here is a well equipped store that presents a number of ideas worth while considering.

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DISPLAY IDEAS FOR FRUITS.

There are many little display ideas which can be fixed up around the store by the merchant without a great deal of time or trouble, but which will assist materially in the sale of goods.

W. M. Bosworth, a Newmarket Ont., grocer, has fitted out display boxes for lemons and oranges. An ordinary box about a foot square is used for the purpose. The front is fitted with glass and in such a manner that it will slide up and down, acting as a door. Oranges and lemons are placed inside and besides showing the goods up to good advantage, protects them from the air so that they are not dried up so quickly, the appearance being thus maintained.

The same kind of boxes are used for dried fruits such as prunes showing them up well, keeping them from drying out and thus losing weight as well as protecting them from dust and dirt.

* * *

NAILING UP CAULIFLOWER

It is the method of display that often sells the goods. It is an old saying that "goods well displayed are half sold."

A Kingston, Ont., grocer has quite a unique method of displaying cauliflower, an article which in view of pickling season is selling freely just now. An ordinary wide board or better still two or three boards connected is the first essential to follow his plan. Nails are driven through at spaces of about 9 or 10 inches, the points being allowed to protrude up. On these points, the cauliflowers are stuck, face upward. A complete surface of cauliflowers is thus presented to view. The display arrangement can be placed in the most convenient spot.

Troubles Experienced in Debt Collecting

Instances to Show That a Customer's Financial Standing Cannot Always Be Measured by the House He Lives in—Dealer Goes After a $131 Debt at an Inopportune Time — Limiting Credits the Cure for Big Debts.

Those grocers who give credit have some interesting experiences in their efforts to collect that which is rightly theirs. They fail to fully appreciate these experiences from the fact that they are generally rather hard on their financial ledger. However, the bystander—the man on the fence— who is connected with neither the debtor nor the creditor can pick points of interest and at times even choice morsels of humor out of many cases. With him there is no feeling of anguish or regret such as comes to the grocer when he finds a man has been eating the best obtainable, perhaps maintaining an automobile and dressing in the finest clothes, and partly at his expense.

The fact of the matter is you can tell very little from appearances as to the reliability of many a customer, or even how much he is worth. Some of those living in nicely furnished homes or even owning automobiles are poor subjects from whom to collect a debt. Often their handsome homes and furnishings belong to somebody else and the only part of the automobile they own is the gasoline.

A $131 Over-Due Account.

A Toronto grocer was owed $131 by a certain individual, only he didn't call him an individual or anything like that. The bill was due—in fact, it was long past due—so he made a friendly (?) call on the debtor one afternoon. The debtor was shaving when the caller was announced. Evidently he doesn't like to be disturbed when shaving. Just as evident is the fact that he doesn't like to pay his just debts. These two facts combined came next to having an unhappy result for the grocer. The debtor struck a Rastus attitude, flourishing his razor in a manner that spelt danger to the grocer. Although full of trials and tribulations for him, this grocer still considers life as sweet. He began to realize that he wasn't really welcome in this home and made his exit.

Consultation With the Courts.

He then attempted to storm the citadel in another way. It requires some expert manoeuvring to get your own in this world or to get even half of it if you happen to be a grocer. He sued the man for $100. He got judgment and the bailiff was sent forth to realize on the man's chattels. This all cost the grocer $8. However, he did not rue the expense as he felt confident of collecting a goodly portion of the amount. But a grocer with a credit business does not want to have a weak heart. Search on the part of the bailiff showed the man owned nothing—except the razor and an overplus of gall. How can a grocer smile with things like this happening?

Got a Note But Little Else.

Nor are such cases few. Another man owed his grocer $46 for food that had been purchased and eaten long since. About the only thing the grocer could get in payment was a lot of fancy promissory notes. These, however, the wholesale houses absolutely refused to accept in lieu of cash. Nor could he find a bank in town that would cash them even at a substantial discount. One thing the grocer could discount, however, was his debtor's promises. If he were short on cash, he was long on promises and still longer on payments.

The grocer decided it was time for him to act. The man had a finely furnished house and he decided to get judgment and put the bailiff in charge. This was done and $22 was spent in the work. The bailiff descended upon the debtor's chattels and after being four days in charge handed out the laconic report: "Nothing doing." Everything in the finely furnished home was on the instalment plan and nothing could be collected. And think of the $22 spent in the attempt.

Preventing the Trouble.

The grocer is often in a difficult position in extending credit and collecting accounts. As these instances show, appearances are a poor gauge of man's honesty or wealth. The collector is often between the devil and the deep sea. It is often difficult to judge whether it is best to coax a man along and maintain his good-will or make certain his enmity by going in to collect at least a portion of the amount in the best way possible. Sometimes as in the cases cited it is only adding greater expense without gaining anything.

Well, what is to be done? Wouldn't it be well to guard against such situations by being more careful in extending credit and making more sure of a customer's reliability?

Store Kinks and Money Makers

PRIZE CABBAGE IN THE WINDOW.

Anything of unusually large proportions always creates interest and attracts attention. The large massive buildings always hold much of interest to the sight seeer. The same principle holds true when applied to other things. It is the large size of the "big oranges" that has given many a grocer a chance to talk the quality of grapefruit to many customers.

Many grocers have made use of this natural curiosity to turn attention to their store or window. J. S. Kyle, an Oshawa, Ont., grocer, secured a prize head of cabbage at the local fall fair and displayed it in his window with other vegetables. It's size caused people to stop.

The same idea could be well used by many other grocers with different lines. It makes no difference whether it is a large fish or turnips or potato, as long as it arouses interest.

* * *

WASHING SILENT SALESMEN INTERIORS.

The washing of show cases, particularly silent salesmen requires a lot of time, especially the inside glass. A Winnipeg grocer says this work can be done easily by using the common rubber window mop. "Do not be afraid to use plenty of good water with a little ammonia," he says, "and then proceed as though washing a large window. In a little while one will, with a little care be able to save a lot of hard work and what is often more valuable, time. I have used this method for several years and find that it works to perfection. I would not think of going back to the old way."

* * *

DISPLAY WINDOW BISECTED.

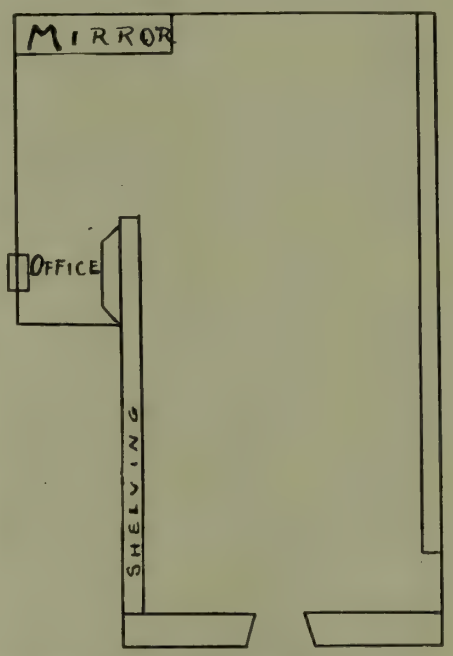
It is generally agreed that the window display that sells the most goods is one devoted to only one line or at least to a couple of associated lines at a time. In this way the attention of the person looking at the window is concentrated on the one article. The complaint is frequently made by grocers, however, that their stock of a single line is not large enough to make a proper display. Henderson & Co., of Kingston, Ont., who have a large display window found this a drawback also. The window was too large for a good display of many individual lines which they wished to show.

They solved the problem by dividing the window into two sections by an oak-finished dividing fence. In this way two separate displays of different lines are possible in the one window. While it is not necessary, they try to have the lines shown associated with one another, as, for instance, pickles on one side and olives on the other. The dividing fence is of course, removable so that the whole window may be used for one display if desired.

* * *

VIEW OF STORE BY MIRROR.

The merchant must spend no little time in his office and it is desirable that while at his desk he have a view of his store. The work in the store must be overseen; it is well to keep an eye on what the clerks are doing and besides there are many small articles displayed about the store which unscrupulous customers will sometimes pick up and these must be watched. At any rate the merchant should know what is going on in the store.



By Means of Mirror at Rear, the Entire Store Can be Seen From the Office.

Some offices are not situated so the merchant has a view of the store. That of J. Milton Cork, a grocer on College St., Toronto, as shown in the accompanying cut is behind the shelving in the store. In this way he had absolutely no view of the store. He however remedied it by placing a mirror at the rear of his store. From his desk he can now see what is going on in the main part of the store.

FREE FROM DUST WALL-CASES.

The Crawford grocery store, Princess St., Kingston, Ont., believes in showing goods up to the best advantage and in showing them in a cleanly manner. One side of the store in particular demonstrates how strongly the firm believe in this.

Three closed-in wall-cases with glass fronts extend along this side. In them is shown an extensive variety of bottled goods. Along the same side are three silent salesmen showing up other lines, considerable space being given to confectionery.

Customers visiting the store can scarcely escape looking at many of the lines shown and being impressed with the free-from-dust cases in which they are displayed.

* * *

BELIEVE IN THE PRICE CARD.

Jno. Scott & Co., an old established grocery firm of Woodstock, Ont., believe in letting the public know the price of goods. They have a goodly showing of price cards about the store.

"We believe in using price cards even if there are no special prices quoted," says Andrew Scott. "It is not to announce a bargain that we put the price on but to let people know what an article is worth. If people know the price they will frequently buy when they otherwise would not."

It is maintained that people are not always looking for bargains but rather for high quality goods, but they like to know the price and the price card does the work.

* * *

POINTING OUT BUTTER QUALITY.

A retail grocer in a country town has recently adopted a very appropriately constructed show card for selling butter and eggs connecting them up with their source of supply, the farm.

On the show-card is pasted a picture of a farm scene, showing cows and hens. The show card reads: "Best of butter and eggs fresh from the farm."

There seems to be something magic in the words, "Fresh from the farm" that appeals to the public and in this way the two are connected up in such a manner as to impress customers with the dependable quality of the goods.

Store Kinks and Money Makers

ARTICLES FASTENED TO SHOW CARDS.

New ideas in show cards are frequently being brought to notice. A new one has just come to light which the grocer should be able to use to advantage. In fact it is not only a show card and a price card combined, but also is the means of displaying goods.

It is being used by a Toronto dealer and is very easy to construct. A heavy cardboard about two feet square is used but the size may be varied to suit the grocer's fancy. Around the outer rim small articles handled in the grocery store are fastened by passing a cord around them, then through the cardboard and tied. Under each article the price is printed while any suitable reading matter may be placed in the centre of the card. There are many articles in the grocery store which may be shown is this way.

A one-price card may also be constructed in this way, the price only being placed in the centre and a number of lines which sell at that price fastened all around the card.

It is recognized that the showing of goods helps in their sale and this is one way grocers may increase sales.

* * *

SHOPPING BY TELEPHONE.

Telephone orders are being especially catered to by the Chatham branch of Bradley & Son, grocers, who have also stores at St. Catharines and Niagara Falls.

The store here is equipped with two separate telephones, each with direct connection. This fact was made the basis recently of an interesting advertising talk, in which the wisdom of shopping by telephone was urged, as well as the especial facilities along that line offered by the Bradley store.

In addition to providing two telephones for the purpose of encouraging telephone business, the store gives very careful attention to all telephone orders. Competent clerks are delegated to promptly answer all telephone calls, orders are carefully taken down, and the store makes a special effort to see that every order is accurately filled, and deliveries made exactly as promised. It is recognized that the proper way to hold telephone trade is to treat the telephone buyer just the same as though he came in person to the store.

* * *

PREPARE EARLY FOR WEEK-END.

Every Tuesday morning the clerks in the eight Carroll stores, Hamilton, Ont., begin preparations for the week-end trade. Such goods as sugar, bulk rolled oats, beans, rice, etc., are put up in various sized packages for Friday's and Saturday's trade. This enables the various stores to handle the trade on those two days with greater facility, particularly as they are the two busiest days of the week.

* * *

ELIMINATING THE BARE WALL.

The entrance to the store of Hugh Walker, grocer, Galt, Ont., is at the side. This naturally left a bare wall to the view of customers entering and leaving the store. A bare wall is not particularly attractive. It was deceided to improve its appearance and at the same time provide extra display space for the showing of goods. To do this a wall-case with a number of shelves was built here in which grocery lines are displayed. Now people entering and leaving the store have their attention attracted by the lines shown.

Being in such a prominent position, this is a valuable supplement to the display window.

* * *

GOODS SHOULD BE WELL KNOWN.

The salesman finds the necessity quite often of deciding for a customer. When a certain article is asked for and three or four almost identical articles are placed before the customer, she does not know which one to choose. It is here that the dealer or clerk must do his part by suggesting which one he considers the best and giving some arguments in favor of one particular brand. The clerk will frequently find this necessary.

* * *

A GENTLE HINT FOR BUSINESS.

Here is a new method of advertising which a grocer recently used.

The ordinary statements with his business head on them were sent out to customers who did not deal at the store. On the statement was printed:—

"You don't owe us."

"We wish you did."

Thus his name was brought before people and their patronage solicited in a unique manner. The fact of it being a letter with what appeared on first sight to be a bill made sure of it being read.

* * *

THE MANUFACTURER'S CO-OPERATION.

It is agreed that the advertising of goods which the grocer handles helps materially in their sale. A Vancouver grocer has found an additional use for this advertising which manufacturers do in the daily paper.

When he is making a display of any line, he cuts the ad. of that line out of the paper, pastes it on cardboard and it makes an excellent show card. If some extra white space is left on the card, after it is removed from the display, "We keep it," or some other appropriate wording can be added and the card still serves a useful purpose.

Pictures of the goods may also be clipped from the paper and add much to the appearance of a show card.

* * *

HELPING OUT THE WINDOW.

Every merchant realizes that the front of the store is valuable space and it is to his advantage to have as large a showing of goods as possible in a position where people passing will see them.

T. J. Leahy, a Kingston, Ont. grocer, with a store on King street, has attempted to increase the display space at the front of the store. At each side of the entrance he has shelves arranged on which groceries are placed, thus supplementing the window display. This shelving which is detachable is in front of the window pillar and does not interfere with the view of the window display nor does it block the entrance.

* * *

DETERMINING DAILY PROFITS.

W. C. Newman, a merchant on Yonge St., Toronto, has a system of profit accounting which if practical in the grocery store would no doubt simplify the problem greatly. It is the aim to know at the end of each day approximately what the profits for that day have been.

Of course the expenses are pretty accurately known. The difficult part is to find the gross profits so as to arrive at the net profit. This is done by putting after each article entered on the sales slip the cost price in the firm's secret cost mark. A sales slip is made out for every sale. One copy goes out with the goods while the other copy goes to the office. At the end of the day, the total cost of goods sold is added up and the selling price being known, the gross profit is simply arrived at.

Clerks must be in intimate touch with the cost of goods so that the cost mark may be placed on the bill without any loss of time. It requires the marking of cost on every article except those which are every day sellers, the cost of which the clerks are familiar with.

A sales slip being made out for every purchase, these can be added up at the end of the day and compared with cash receipts, to make certain there have been no mistakes.

Chinaware and Crockery Department of Beaton's Grocery Store in Oshawa, Ont. It is connected with the grocery store by an archway.

Good Christmas Trade in Chinaware etc.

Oshawa Grocer Has Separate Department Which Proves Profitable—Buys High Class Goods for Autumn and Christmas—Trade Bringer for Other Goods—How Displays Are Made.

How about chinaware and crockery as a side line in the grocery store? Is it a line that comes within the scope of the grocer? Is it a profitable department? How should it be conducted to secure the best results? These are important questions for many grocers.

There seems absolutely no reason why chinaware is not a line which comes within the scope of the grocer and which he can quite properly handle. Apart from the straight chinaware stores—and outside of the cities they are few in number—there is no class of merchant so well suited to handle this line as the grocer. In fact the grocers appear to be the greatest handlers of it, especially in the towns and villages. A traveler for a chinaware house in Eastern Canada states that the greatest number of his customers are grocers. Apparently a goodly number have after careful consideration concluded that chinaware is a line which they can well and profitably handle.

One grocer who believes that chinaware is a good line to handle and one which is a profit-payer when properly conducted is J. E. Beaton, of Oshawa, Ont. In fact, he has worked it into quite an extensive department, selling chinaware, glassware and crockery. A separate department with an entrance to the street and with quite a large show window is devoted to this line. It is connected with the grocery department by an archway.

Certain rules and methods have to be followed, however, if enough goods are to be sold in this department to make it pay a profit, as quite an extensive stock has to be carried. One of the important factors is efficient display. A show window is regularly devoted to this line. Inside the stock is arranged to show up to the best advantage. Down the left side is shelving with a particularly wide ledge to allow a greater display. Along the other side is shelving as well and in front a counter also with shelving arranged in step shape. Half way down the centre of the department are a number of upright display stands with several shelves. These are arranged so as to show the goods as will be seen from the photograph. Farther to the rear in the centre is a long table with a series of steps.

The Display Sells Goods.

Not only is this department arranged to allow of the greatest amount of display but the goods themselves are displayed so as to create the most favorable impression on the customer. If a dish is going to show up better in a tilted position, that is the position it is given. Wire fixtures are used for showing plates, saucers and kindred lines. Pitchers are suspended from nails along the top ledge of the shelving. Hanging lamps are suspended from the ceiling.

With both gas and electricity available in Oshawa, one would hardly expect many lamps to be sold. However, their sale is quite large, not only to town people but to farmers in the surrounding country who still have to cling to the coal oil.

High Class Goods for Christmas.

While a good many ordinary and staple lines are carried, there is also a good trade done in the special and high-priced goods. If a sufficient quantity of these can be sold, they pay a good profit. Especially are the better class of goods in demand around Christmas time, and for some time before this event extra at-

tention is given to this line in both interior and window display as well as in advertising. Chinaware is a popular line as Christmas gifts and by bringing it prominently before customers a good volume of business is done. The campaign is commenced well in advance for people begin early to at least look around for Xmas presents.

The stock is, of course, enlarged for the Christmas season and the number of fancy lines increased.

The Store's Buying System.

Mr. Beaton keeps stock sets of dishes. that is, he can buy any quantity of cups and saucers, plates, etc., of any one design. He does not have to purchase them in complete sets. He believes this is the best plan as he can also sell a customer any part of a certain design desired. He finds this an excellent argument in their sale. One of the big faults found with the straight sets by the housewife is that if one piece becomes broken the set is spoiled. With the stock set she may replace any piece at any time. Then, again. many of the poorer class of people and some who are just starting up in housekeeping feel that they cannot afford a full set. At this store they may purchase the more essential pieces of any design and later buy the additional pieces to complete it. The store finds this method to work well.

Must Know the Goods Well.

It is well that the salesman selling chinaware be well acquainted with the stock, where each article is placed, something about the goods and their uses. To attain this end a young woman is in charge of this department in the Beaton store, and she devotes the greater part of her time to it. This department requires no little attention if the stock is to be kept looking trim and bright. Considerable time must be given to dusting and arrangement of goods.

Every article in the chinaware department has the price marked plainly on it, except it be a few very staple lines the prices of which are well known. The marking of every article allows customers to find the price of any articles in which they may be interested without asking. Many sales are found to result from this. A woman picks up an article which has attracted her attention. She notes the price, thinks she can afford it, and purchases.

Marking of price on goods has another advantage to Mr. Beaton. It allows any member of the staff to wait on a customer in this department. The value of this is particularly shown around Christmas time when additions have to be made to the staff.

Cost Book Maintained.

The cost price is not marked on each article but a cost book is maintained which all lines of goods are listed and if the cost is required at any time, it can easily be ascertained. Not only is the cost essential frequently in the sale of an article, but is absolutely necessary when stock is being taken.

Mr. Beaton's experience goes to prove that chinaware and crockery is a good line for the grocer. He maintains that it should be given some extra attention or, in fact, that it should be specialized on to some extent. This all indirectly assists the grocery department also, for the woman who comes to buy chinaware, crockery or glassware, will probably leave her order for groceries or see some article of groceries which she requires.

Early Saving Habit Made Clerk Successful

Spent One Year as Delivery Boy and Four as Clerk and Had $650 in Bank—How This Money Was Put Away—When Opportunity Came He Was Ready to Begin Business for Himself —An Example Worth While Emulating.

It is the ambition of every clerk to some day be owner or manager of a business. It is a commendable ambition, and one which will appeal to every merchant. It will make the clerk more valuable to him while the benefit to the clerk by having such an object in view, and working to attain that object, is also large.

Matter of Capital Important.

Experience in itself is only part of the essentials for a clerk who contemplates entering business for himself. Some capital is necessary before the initial step can be taken and the accumulation of this necessary fund is, or seems to be, a difficult problem for many.

But it can be done by the clerk who is ambitious enough to put forth the necessary effort. Most of the big grocers of this country when they started in behind the grocery counter were without funds or wealthy parents. They found it necessary to save the required sum themselves before they could make a start.

Saving of $650 in Five Years.

One example of earnest endeavor by a clerk came to the writer's attention. A young fellow in one year as delivery boy and four years behind the counter was able to save $650, with which to start in a small manner himself. In his attempt to accumulate this amount he had given such attention to all phases of the business that when he started up for himself he made a success from the start.

When he first began as deliverer he received only $4.50 per week, and out of this small salary he was able to save very little, although he had that object in view. He decided that his only way was to make himself so valuable to the firm that he would be given a higher salary. After a year at delivery the proprietor recognizing his faithful efforts, promoted him to a position behind the counter and his salary was raised to $7 per week. He then commenced a systematic method of saving and decided that each week he would place $2 of his salary in the bank. It required careful management to make ends meet but this probably fitted him better for the management of his own business later on. At the end of the first year he had saved $100, and the first hundred is usually the hardest to get together.

Deposits Grew Each Year.

Next year his salary went up $1 per week and accordingly he raised the amount of his weekly savings $1, so that during the year he banked a total of $150, bringing his resources up to $250. Another raise of $1 per week during the next year found him putting $4 a week in the bank, so that at the end of this year his bank account was $450.

He seriously considered the matter then of going into business on the amount he had saved, but decided it was not quite enough so he stayed on for another year. Although he received $1 a week more, his expenses had increased somewhat and he was only able to save the same as the previous year, namely $200, but this placed his bank account at $650.

Decided to Go in for Himself.

He was well-known in his home town, and he decided to locate there. He gave particular attention to the selection of the location of his store, so that it would be in a position where many people passed. He began in a rather modest establishment, but fixed it up so that it would appear attractive and show up his goods to best advantage. He invested $500 in stock, paying cash for it and keeping $150 as a reserve. He adopted proper methods which had been ground into him during his experience as clerk, and from the first made a success of his enterprise.

The story of this young man who determined to win, and who eventually did, should be an incentive to other clerks behind the counter, whose cases are similar. There is nothing like starting to save early in life.

Making Sales Above the Actual Demand

Concrete Example of What Dealers and Their Salesmen May Sell of Goods Brought to Attention of Customers—How Extra Butter, Bacon, Berry, Biscuit and Sausage Sales Were Made in a Village Store in One Day—Selling Power of the Dealer Demonstrated.

A woman with an armful of goods which she had purchased at a nearby dry goods store entered a grocery store in an Eastern Ontario town the other day. She did not have to drop half her parcels in an attempt to open the door for the obliging clerk in this establishment, quick to take in the situation, was there to open the door and bid her a cheery "good morning."

She ordered a couple of staple lines, to be exact, a half pound of tea and three bars of soap. She turned to go. She had apparently completed her order. This clerk did not, however, take that for granted and busy himself with some other work.

Early Morning Evidence of Salesmanship.

"Now, what else this morning, Mrs. Beatty?" was his enquiry and before

"Yes, those are nice ones," replied the clerk, "and they are solid right to the bottom of the box. Just look here," and tearing a sheet of paper off the roll and laying it on the counter he turned the box of berries out for the customer's inspection. "Those are only 20 cents a box. Would you like some of them." Mrs. Beatty ordered two boxes.

Should be Aim of Every Clerk.

This clerk was a salesman and sold goods where many another would have failed, or rather not tried at all. He made an attempt to sell goods over and above actual demand; not only that but he studied the best methods to use to create demand for these extra goods. There is no denying that the sale of goods in the grocery store can be materially increased by the use of proper methods. The appetite of the public can

to sell them by the dozen. He found he could make a good profit at ten cents per dozen. He decided also that he would give them some special attention that day. He placed them on the counter with a price card attached. Several times during the morning when he had finished serving a customer, he would draw her attention to the cakes. A sale generally followed. By noon, the clerks encouraged by the sales the proprietor was making, also began to bring the cakes to customers' notice. As a result this line moved briskly and by night the whole box had been sold.

Sausages Went During Afternoon.

At noon on the same day, a shipment of small fresh sausages came in by express and as it was Saturday, it was necessary that they be cleared out that

Customer's attention called to berries and an extra sale made.

Salesmanship sold entire box of fancy biscuits in one day.

Sausage was easily sold to man whose wife was away.

the words, "that's all," could be repeated he continued: "Have you plenty of butter? Just wait until I show you some fresh prints we got in this morning."

In a few seconds he was back from the refrigerator with a nice firm print, which he opened up and gave a sample to the customer to taste. It apparently was as good as he had claimed for she purchased two pounds.

The customer just then evinced some interest in some blueberries which were on the counter. "They look very nice for so late in the season," was her comment.

easily be appealed to and the clerk who learns the knack of so appealing as well as to the good sense of customers has gained much. Examples of the possibilities in increasing the sale of goods by proper methods are now quite frequent.

Decides to Sell Fancy Biscuits.

For instance the writer spent a day in a grocery store in a country town recently and had driven home to him more strongly than ever the value of salesmanship. A shipment of freight was received in the morning and among other lines was a twenty-pound box of fancy biscuits. They were of an unusually large size, so the proprietor decided

day. They were placed on the counter with a price card, and suggested to customers during the afternoon by the clerks so that early in the evening the last string was rolled up. Thus, is shown what is possible by a little extra attention and selling effort.

These were not the only examples of salesmanship that came under the writer's notice that day, however. Just, before six o'clock a man came in. His wife was away and as he had to cook his own supper, he wanted some cooked ham. Unfortunately, the store was out of cooked ham. The customer was about to go on to another store.

"We have some nice fresh sausage, Frank. They are easy to cook. We just got them in by express at noon," said the proprietor. The customer after looking at them decided to take a pound. He also purchased a loaf of bread before leaving the store.

Bacon Sale Made.

One of the clerks had the next salesmanship act to his credit. He was waiting on a woman customer who had just purchased a dozen eggs.

"I always have to have eggs for my husband's breakfast," was her com- to the clerk.

"You should have some of our breakfast bacon to go along with them," suggested the clerk. "We began to cut on a fine piece just now."

The side of bacon was produced and shown to the customer with the remark: "Isn't that pretty tempting?"

"It does look nice," she admitted. "What is that worth a pound?" The price proved suitable and a purchase of two pounds was made.

Immigrants Bought Bologna.

This particular town is on a railway line and the passenger trains stop there. This evening an immigrant train pulled in and several of the passengers ran across to the store. They purchased bread and wanted some cooked meat but the store had nothing but canned and they said that was no use as they had no can openers. It was too bad to miss the sale but it apparently could not be helped. Just then an idea struck the proprietor. He had bologna sausage in the refrigerator. So the bologna was rushed to the front and altogether 11 pounds of it sold.

Thus is shown the value of knowing the stock so as to be able to make suggestions to customers.

After witnessing the number of extra sales which it was possible to make in one store in a day, a person could not do otherwise than proclaim the possibilities in salesmanship. There are already many stores and many clerks using their efforts to good effect in this way but there are many more who need to get out of the ranks of order takers and into the line of salesmen. The order taker merely hands out to the customers the goods asked for while the salesman attempts by intelligent methods to sell other goods than those asked for. A great deal is possible if the effort is put forth.

A VALUABLE ELECTRIC BELL.

A Trenton, Ont. merchant has a double store. The larger section is the grocery department while in the smaller he keeps liquors. It is not really necessary that there should be a clerk in the liquor section all the time as business is spasmodic. In order that the clerks may spend all the time possible in the grocery side and still know when their presence is required in the liquor department, an electric bell has been installed, which rings when a customer enters the liquor store.

This means a saving of considerable time that would otherwise be wasted. The same idea could be applied in a good many ways as for instance in a small store where at times there is only one clerk and his presence in the store house is occasionally demanded.

MORE DAYLIGHT IN MOOSE JAW.

Moose Jaw, Sask., was one of the few Canadian towns to enjoy the distinction of having a daylight saving scheme in operation this summer.

The S. D. McMicken Co. of that place, writes The Grocer as follows with their opinion of its operation:—

"We would say that the 'more daylight' plan was a success with the exception that the country folks and the C.P. R. would not adopt it. This made it very inconvenient, but if every one would adopt it for the summer months it would be a very great improvement on the 'slow time.' We would not advise it for the winter months as we would have to do business by lamplight in mornings, and we would not recommend it unless it were universal."

How, When and to Whom to Extend Credit

Grocer of Long Standing Claims There is no Cut and Dried Rule—Capital and Character of Customers Must be Taken Into Consideration—If a Customer is Paid Weekly, Get Your Money on Saturday Night—No Sense in Paying Out Good Money For Bad, He Says.

*By Henry Johnson, Jr.

Some funny questions reach me from time to time. So odd are some of them that I almost think the askers thereof must be joking, until I reflect on how little logic and how much fear of shadows enters into the extension of credit by the average retail grocer. I do not know whether the questioners will profit by my answers, but I can assure them that they will find my answers right.

Question of Capital and Conditions.

1.—How long should a merchant extend credit to his patrons?

According to conditions; also according to your capital.

If your people are laboring folks who are paid on Saturday, the bills should be collected promptly and IN FULL each Saturday. Any delinquency must not be tolerated. Just what does this mean? Simply that any attempt to leave an unpaid balance must be followed by the closing of the account. Take your loss quickly and stop the leak. Do not throw good money after bad through any fear of losing trade. Business held at a loss were better allowed to go elsewhere.

Insist on Promptness.

If your people are of the most substantial class, the bills may properly go for 30 days. Then payment must be prompt and full or you may be sorry. Bear in mind, too, that the time to make people keep good habits is at the first sign that they incline to fall behind and become careless. Make them pay promptly at the end of each month.

Lastly, in the case of very substantial people, the accounts can be allowed to run for varying periods. Many of the "best" folks want it that way and they are prepared, usually, to pay for the privilege of such extension.

Every word of which may be modified to conform to the circumstances of the merchant. If you have ample capital, you can study the different circumstances of your customers and handle the credit affairs of each class as best suits that class. If you have limited capital, you must do what you can do.

No Virtue in Leniency.

So it all simmers down to being a case wherein a merchant must exercise judgment and take all things into consideration. There is no cut-and-dried rule and all who seek such are weak in the knees morally to such an extent that all the advice in the world will not help them. Merchants must fix in their minds the idea that they must get theirs and that the only way to get it is to GET IT. And there is no virtue in leniency, such being only the subterfuge of the weak.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Personal Chat With You About Ourselves

"The Last Trip of the Season." That is the subject of our front cover design, which was selected particularly because of its seasonableness, and its appropriateness, so far as the central feature of this number is concerned. The design is the work of one of Canada's celebrated artists, C. W. Jefferys. It portrays an ice-bound Great Lake freight vessel landing at a Lake Superior dock, in the shadow of a large grain elevator, with its last cargo of the season for the West. A careful study of the painting will readily reveal the work of a master painter. It is printed in four colors, the work being, of course, executed on the presses of our own plant.

* * *

As you looked through this Fall Campaign number did the amount of work entailed in issuing it, strike you in any way? Just reflect for a moment on the fact that here are 200 pages of advertisements and reading matter between covers, on which there are four different colors. Each color means a separate press impression, and with 6,000 impressions for each, the cover itself means a total of 24,000.

A number of the advertisements contain two, three and four colors, making twelve, eighteen and twenty-four thousand further impressions. The paper is put together in forms of 16 pages each. Six thousand impressions were made of each form. Regardless of expense, some of Canada's best store interiors and window displays are reproduced and to make the reproduction show up to best advantage the press work on them had to be carefully watched. In addition there is the setting of advertisements and type and the making up of same into pages and forms to be considered. Getting out the fall number of The Grocer is, in fact, something like the retailer's work the last few days before Christmas.

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A few weeks ago an Eastern Canadian manufacturer inserted in his regular space in The Grocer an offer to send a display card to any enquirer. All the way from Chilliwack, B. C., came a request from a Grocer reader. It so happens that the firm in question has no office or plant in the Pacific Coast province, but nevertheless the retailer in question is evidently handling their goods, as well as reading The Canadian Grocer.

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The Grocer would like to call the particular attention of those grocers and clerks who take pride in their Christmas windows, to our Christmas competition. Last year dealers and clerks in all parts of Canada entered enthusiastically into the race and at the end of the year a large number of very fine photographs were received. A year has passed by, and there are many more interested in window display now, so that we expect even a better representation of displays for our 1912-13 contest. Our sole object in offering prizes for best Christmas windows is because we thoroughly believe in the power of the window as a sales creater, and we are desirous of developing the art of dressing them to as high a degree as possible.

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At all times The Grocer is a clearing house for new ideas and methods used by Canadian grocers. This is more so the case with this Fall Number, in which are included the opinions and methods of grocers in all parts of Canada on increasing trade, and more particularly, fall and Christmas trade. We would ask our readers to write us and let us know their opinions of this number. No doubt every dealer in Canada has methods of his own that would be beneficial to others on increasing trade. These we would like to hear of. The more we get, the more advantageous will the paper become to each and all.

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This number seems to be an appropriate one in which to become a little reminiscent. Occasionally all of us like to recall memories of by-gone days, and just now it is with a feeling somewhat of pride we point to the fact that The Canadian Grocer with this month completes its twenty-fifth year. Those who remember The Grocer in its early days, and who know it now, will realize that it has always performed and is now performing an indispensable service to the trade. From its inception the aims of the publisher have been to bring more closely together buyer and seller, to give them a better understanding of one another and to aid them in the development of their respective businesses. Readers in all parts of Canada know the success of our efforts.

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It is a pleasure—and this pleasure is of frequent occurrence—to receive congratulatory messages from members of the trade stating that they have taken The Grocer ever since the first issue appeared. Other letters often read: "I have been in business here for fifteen, twenty or twenty-two years," as the case may be, "and I have always read The Grocer." These are appreciated very highly, and we can confidently state that The Grocer will in future more than live up to its records of the past, and that when another quarter of a century has rolled around readers of to-day will still be with us and even a few who took the paper from its inception.

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Following are among the testimonials recently received by The Grocer:—

MacLean Publishing Company,
Toronto, Ontario.

Gentlemen:—Enclosed please find cheque for $2.00 to cover my subscription for the Canadian Grocer. It has paid for itself in useful information at the right time so that I gladly pay for it.

Thanking you, I am,
Yours truly,
Balgonie, Sask. WM. W. McRAE.

* * *

Canadian Grocer,
Toronto.

Dear Sirs:—Please find enclosed $2.00 for subscription to the Canadian Grocer. The Grocer is a real help.
Montreal, Que. R. A. LOW.

* * *

MacLean Publishing Company,
Toronto, Ontario.

Gentlemen:—Enclosed please find cheque for Grocer. Am well pleased with same.

Wishing you success,
Yours truly,
Harbord St., Toronto. WALKER BROS.

Current News of the Week

Maritime Provinces and Quebec.

Henry Wyse, grocer, of Newcastle, N. B., died last week.

In the fire at Sackville, N.B., Fawcett Bros., suffered loss.

Desautels & Frere, groceries, of Montreal, have dissolved.

Nap. Lauzon, grocer, Montreal, has sold to Nap. Darche.

Flett Bros., general merchants, of South Nelson, N.B., were burned out last week.

L. Bourbonniere & Co., dealers in groceries and liquors, Montreal, have sold to T. Sevigny.

The Canadian Sardine Co. has decided to increase its capital from $600,000 to $1,600,000. The additional capital will be employed in doubling the capacity of their plant at Chamcook, N.B.

William D. McLaren, of Montreal, for thirty years in the grocery manufacturing business of that city, died recently at the ripe old age of 86 years. He founded the W. D. McLaren business (Cook's Friend Baking Powder), and was, therefore, well known to the Canadian grocery trade. Mr. McLaren was born in Stirling, Scotland, in 1827 and came to Montreal in 1832.

Once again the subject of early closing among St. John, N. B. grocers is proving of keen interest, more particularly in view of the fact that the members of the Early Closing Association are working diligently to have the by-law in favor of the movement passed in an election which it has been deemed of sufficient importance to hold upon the question. Some of the local grocers are opposed to the move for the early closing of their stores, but the majority favor the scheme and are lending assistance to the E. C. A. members in their efforts. The election is scheduled for this week and should prove interesting as feeling is begining to wax strong concerning the matter and there are many arguments to be offered pro and con.

Ontario.

Harriet J. Gordon, grocer, Toronto, has sold to Jennie Mercer.

Ernest E. Shier, grocer, Toronto, has been succeeded by Eleanor Hood.

W. E. LaBrash, general merchant, Dunchurch, Ont., has sold his business.

L. H. Major and J. Soubliere, Ltd., Ottawa, will erect a warehouse and cold storage plant there, the building operations to be begun next spring.

The Ontario & Manitoba Flour Mills, Ltd., is increasing the capacity of their mill at Sudbury.

The general merchants of Roland, Ont., began on Oct. 1, to do business on a cash basis only.

F. H. Zurhorst, grocer, Toronto, is succeeded by Forbes & Dodwell, at 49 Davenport Road., but is continuing in same line at 135 Davenport Road.

G. B. Drake and J. A. McFarlane, Hamilton Road, grocers, London, Ont., closed their places of business on Wednesday of last week to take in the Donnybrook Fair at Dorchester.

A despatch from Montreal states that there is a possibility of the McCormick Biscuit Manufacturing Co., of London, Ont., moving its factory to that city.

Geo. S. Pettit, grocer, Dundas street, east, London, Ont., has a notice on his window that he will close his store every Wednesday afternoon in the year excepting the month of December. Mr. Pettit was at one time clerk for John Diprose, president of the London, R.G.A.

The Swift Company of Chicago, will shortly erect a large warehouse and packing plant in Otawa. The G. T. R. acting for the Swift Company, asked the Board of Control to sell the old Registry office, on which the Swift Company will erect a $50,000 building. No definite action was taken.

Adam Palmer, a Hamilton Road grocer, London, Ont., has invested in a new touring car. Accompanied by Wm. Dalgliest, Thos. Shaw and Ed. Ryan, he took in the fair at Dorchester last week, where the London grocers distinguished themselves in the matter of ringing canes, heavy hitting, throwing the baseball, etc. W. J. Coates, of Mossley, and Charles Eden, of Harrietsville, were there, and joined in the fun.

Western Canada.

C. Snyder, grocer, Winnipeg, has sold to L. Zoslowsky.

Mrs. Wm. Dunbar, grocer, Winnipeg, has sold to Jno. Waite.

Robt. Dockterman, grocer, Saskatoon, Sask., is succeeded by Jos. Wake.

J. T. Scott, general merchant, McLean, Sask., suffered loss by fire.

E. A. Toole, Calgary, Alta., has purchased the grocery business of J. Reeves.

L. Grant, general merchant of Zangeville, Sask., has sold to W. J. Boneham.

T. Rutherford & Son, grocers of Vancouver, B.C., have sold to J. Fishbacker.

Duplessis & Timmins have sold their grocery store in Edmonton to G. E. Hall.

Messervy & Co., general merchants, Lougheed, Alta., have sold to Jesson & Galloway.

Larson & Quaale, general merchants, Weldon, Sask., have been succeeded by Olson & Quaale.

Dangerfiield, Howe & Dawson, grocers, Calgary, Alta., have been succeeded by Dangerfiield & Dawson.

H. G. Smith, Ltd., is the name of a new importing and manufacturing house which will erect a plant in Regina, Sask. at a cost of about $150,000.

The Canadian Cold Storage Co., announce their intention of erecting a large plant for canning and preparing cod fish at Prince Rupert, B.C.

The Farmers' Co-operative store at Wetaskiwin, Alta., was recently robbed of $300, the safe having been blown open. The same night a policeman was shot in the stomach by a burglar in the general store of Fowler & Co.

The Canadian Credit Men's Association, Ltd., opened their winter session by a banquet at the Royal Alexandra Hotel, Winnipeg, on October 10th. J. Bruce Walker, Commissioner of Emigration, delivered a lecture on "Empire Building." A record number attended the banquet.

W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., is on a trip through the West calling upon the firm's agents, also looking over their new premises at Calgary. The MacLaren Imperial Cheese Co., Ltd., have recently been appointed agents for Alberta, for Huntley & Palmer, Reading, England, in addition to Ontario which they have had for some time.

CATALOGUES AND BOOKLETS.

The City of Hamilton has sent out a very attractive booklet descriptive of its industrial advantage. Both pictorially and artistically it is a handsome piece of work, and useful to anyone interested in the Ambitious City. There is a great deal of information given including facts regarding population, education, civic legislation, transportation, water power, etc., and a guide map showing the street and industry location accompanies the booklet.

The Dried Fruit Price Prospects

California Stock Lower This Year Than Last But Eastern Prices are Generally Higher on Account of Short Crops—Valencia Raisins Cent and a Half Above 1911—California Raisins, Prunes, Apricots and Peaches Lower—Price Comparisons With Last Year.

Greater interest is beginning to develop in this year's crop of dried fruits and the prices at which they will possibly sell during the ensuing year. Some lines are now arriving on Canadian markets, the season of big demand is once more fast approaching and dealers are more than ever beginning to figure on their requirements. Some have already done so. Others are following suit.

The outstanding feature and the one of greatest importance to the dealer, is that prices in general are on a more reasonable scale than was the case last year. There are of course exceptions to the rule, for there is rarely a year in which some lines do not mount skyward, but on the whole values are more favorable. To sum up the situation, all varieties of California fruits under the influence of a heavy yield are lower, some of them by a considerable amount; currants are about the same, while valencia raisins, peels and figs are on a higher basis.

Demand Will be Greater.

These generally lower prices are going to mean a good deal for the grocer. As is always the case under such conditions, the demand will be much larger while in addition, the exceptionally prosperous conditions in Canada this year will assist materially. The Christmas trade should reach a record mark. In arriving at his requirements for the festive season as well as the balance of the year, these facts need to be taken into consideration by the retailer. He should sell a much larger quantity of dried fruits this year.

Prices in Raisins.

Raisins are always of considerable interest to the retailer because they are a big seller, especially for the Christmas trade. This year we have a peculiar situation in raisins for while California are at a very low point, Valencias are very high. Prices on Valencias owing to an exceedingly short crop are about 1½ cents per pound over those ruling at the same time last year. There will only be available for export about 35,000,000 pounds as compared with an average for the past five years of about 56,000,000 pounds. The first shipments of new crop Valencias are now in and the quality is uniformly good.

As stated before the situation in California raisins is exactly the contrary, and prices this year opened at the lowest figure in eight years. As a result a big business will be done in California stock this year. The crop is exceedingly large and the market at the coast continues easy. Some well-posted authorities in this line find the prospects for the tonnage this year as tending to a larger pack, than had been recently estimated. Packers on the coast expect more than customary difficulty in getting shipments off on time owing to the slight lateness of the season and rather heavy selling for early shipment.

Comparison With Last Year.

Prices on new crop raisins on Toronto market compared with prices last year when market got settled in November, are as follows:—

Raisins.	1912.	1911.
Valencias	9	8— 8½
Seeded choice	7¾	9¼— 9½
Seeded, fancy	8	—10

Fluctuations in Currants.

Currants are about the same as last year. The market during past month has fluctuated rapidly but not widely from day to day and this without reference to actual position of article or quantity available but owing to government regulations with regard to export and retention. This has finally been settled and the amount available for export will be about the same as last year. New currants are now arriving.

Date Figures Go Up.

Dates are a short crop this year and prices have advanced about ½ cent per pound from opening figures. There will also be a shortage of shipment by first tide steamer which is expected to arrive in New York about the middle of the month. This is on account of loss of cargo of boxes en route to Persia and is unfortunate as supplies on most markets are at a low level. Last year was a bad one in dates on account of damage to quality by rains and most of the orders placed in London had to be cancelled. This year, however, the report on quality is favorable.

Situation in Symrna Figs.

Smyrna figs are worth more this year, prices being around 1½ cests per pound higher than last season. This is said to be partly the result of better control of market owing to consolidation. There will be practically no Smyrna naturals come to this market owing to price established for these being much higher than competing article of comadre figs. Arrivals of new crop Smyrna have so far been light. Comadre figs will be coming shortly.

Toronto prices on new crop curants, and figs compare as follows with last year's November prices:—

Currants.	1912.	1911.
Fine Filiatras	7½	7½— 8
Patras	8—8½	8 — 8½
Figs—		
2 to 2½ inches .lb..	14	12½—13½
Tapnets-Comadre	4¼—4½	4½— 4¾

Peels Fairly High.

Peels on the whole are on a higher level than last year due tc higher cost of material used in their preparation. Citron is especially high. The big period of demand is from now until the end of the year. Shipments are now coming to hand. While there is a considerable difference in quality of peels and accordingly in prices, the following is a comparison of one firm of this and last year's prices:—

Peels—Candied—

	1912.	1911.
Lemon	11—13	9—11
Orange	11—13½	10—12
Citron	16—17	13—15

Market in Prunes Lower.

As noted before, crops of fruits in California are much more liberal in most lines than a year ago. Prunes which were exceptionally high last year, is one of the lines that has shared in the improvement with the result that prices are much more favorable than a year ago. Even at the moment there is a bearish feeling at the coast, with a wide range of opinion as to just what the future of the market is going to be. It is rather a well established opinion that considerably less than the usual proportion of the crop in this line has been bought from growers to date as compared with the same time in former years. This is the result of high holding values of growers in some of the main prune districts. With the lower prices there should be a good trade done in prunes this year.

An Interesting Comparison.

Here are prices for Santa Clara prunes to arrive about Nov. 15 quoted by a Toronto jobber as compared with last year's prices:—

	1912.	1911.
Prunes—30 to 40's	13¼	16
" —40 to 50's	11¼	15
" —50 to 60's	10¼	12
" —60 to 70's	9	10½
" —70 to 80's	8½	10
" —80 to 90's	8	9½
" —90 to 100's	7½	9

These are prices on 25-lb. boxes, 50's being ¼ cent. less.

Apricots and Peaches Normal Again.

Apricots and peaches were the lines which the trade know full well opened at such an outrageous price last year. There was no denying that the crops were small, but prices being prohibitive, concessions were necessary to make sales. This year prices are back to a normal level and the demand will accordingly show a big increase. This table shows the big reductions which have been made on the Toronto market:

	1912	1911
Apricots—Choice	14½	23—24
" —Fancy	16	25
" —Standards ...	13	25
Dried Peaches—Choice ..	10½	17—18
" —Fancy ..	13	
" —Standard	9¾	

Gathering of Black Rice by the Indians

An Expensive Article Produced in Some Parts of Ontario but Little Known in Commerce—Indians Have Sole Rights in the Gathering of Black Rice—Methods of Drying, Parching, Threshing and Winnowing.

Black rice is an article handled by few Canadian grocers. Yet at this time of year in many Indian Reserves in Ontario there is a harvesting of black rice going on which amounts to fairly large proportions but yet does not have the effect of lowering the price of the white variety known so well to every grocer and household.

Along the shores of Rice Lake which separates the counties of Peterborough and Northumberland there is much life these days. The arrival of the black rice harvesting time is the signal for the braves and their wives and children to move out among the rice beds of the Hiawatha reserve.

The Alderville and Hiawatha Indians usually muster forces about the middle of September and repair to the mouth of the Keene River, Peterborough County, which has been the scene of rice harvesting operations for a number of years. It is practically the headquarters for the band during the harvest season, and is in close proximity to several of the largest beds on the adjacent waters.

Indians Have Sole Rights.

Prospects are that the season's harvest will be a bountiful one, and despite the adverse weather conditions a large proportion of the available crop will be harvested.

The sole right to gather the rice is vested in the tribes, whose Indian parentage is unquestioned, and the primitive custom is one of the few that have withstood the ravages of time. A visit to the scene of action on a soft September day is worth while, and is the means by which one can see the Indian as he existed in the more primeval age. The 20th century has robbed the old-time custom of much of its charm; this is especially noticeable in the present-day garb of the red-men, but devoid of these, the old-time picturesqueness is still much in evidence at the annual gathering of the rice harvest.

How Harvest Is Garnered.

Simplicity and primitiveness characterize the preparation of the rice for market. Although the greater portion of the crop is retained for home consumption, that which is exchanged for barter, or in some cases, money, at Keene, Harwood and other points, represents the surplus. There are five operations in connection with the harvesting of the rice, which are briefly subdivided as follows: 1, gathering; 2, drying; 3, parching; 4, threshing; 5, sifting.

In gathering, sheets are laid in the bottom of the canoe, and a start made for the rice beds. A man sits in the bow of the boat and paddles, while his helpmate takes up a position in the stern and with the aid of two stout sticks bends the stalks over the canoe and threshes the rice into the bottom of the boat. This continues until the boat is nearly full, when the rice is taken to shore, and spread out to dry. After a few hours in the hot sun the grain is ready for the parching. This is usually done by the women, who place it in a large iron pot and heat it over a slow fire, stirring it continually until it is "parched."

Method of Threshing.

It is then ready for the threshing. This is done by one of the men putting it in an iron pot or large wooden bowl hollowed out of a log, and with moccasins on his feet and trousers tied tightly around his ankles, he jumps on it until the grain is separated from the chaff. The last operation is that of sifting. The rice is poured into birch bark baskets, in small quantities, and squatting down in front of the tents—on the shore—under the trees or any place where there is a good breeze, the women gently shake until the chaff is separated from the grain, and is blown away by the wind. Crude as it may seem, it is exceedingly effective and the workers are scrupulously clean throughout the whole process.

Black rice is much more expensive than white. It is considered a delicacy on many tables and the people who know its value are always anxious to secure a quantity every Autumn.

Following items are from the issue of The Grocer of October 14, 1892:—

In our issue of Oct. 14, 1892, appears a report of the regular monthly meeting of The Toronto Retail Grocers' Association. Those present at that meeting included President Booth, Messrs. Mills, White, Clark, Gibson, Mulqueen, McCulloch, Marshall, Cleary, Perkins, Roberts, Williamson. How many of these are in business to-day in Toronto? The retail price of soap was a question gone into thoroughly at the meeting, and it has formed the basis of many a discussion since.

* * *

"The Montreal Retail Grocers' Association held the first meeting of the season on the evening of the 6th inst. D. A. Fraser presided in the absence of the president. Only routine business was transacted."

* * *

"It is complained that low grade flour is shipped in inferior barrels to the West Indies. In addition to the desirability to secure packing on the flour's account, sound material in all packing cases has a special value in the West Indies, as it can be used in bales and other packages in which goods are shipped from the Islands."

Editorial Note.— In the intermediate twenty years there have been many difficulties in the way of more trade with the West Indies. The trade agreement which is now in progress between Canada and the West Indies, should greatly assist in improving conditions.

Sugar Down and Easiness Still Ahead

Refined Declined 10c. on Wednesday Afternoon Last—Market is Still Easy and Further Reductions Expected—Has Been Big Season in Sugar—Nuts are Generally Firm—Strength in Clove Market—Preserving Season Dwindling.

QUEBEC MARKETS.

POINTERS—

Sugar—Down 10 cents.

Nuts.—Very firm.

Montreal, Oct. 10.—A decline in refined sugar last week brought local quotations down to $4.85 in bags. The demand is slacker than a few weeks ago, due to lessened activity in preserving fruits.

Wholesalers are busy with fall orders and a general good business is reported as passing.

SUGAR.—Following on our reports of previous issues as to the general easiness on this market, sugar declined ten cents last week, and those dealers who kept close tab on the European market and also the movement of Cubans, have naturally worked out on the right side.

Dullness prevails in the market at primary centres in spite of the ten point drop, but it is hardly likely that any further cut will be made as the busy sugar season is practically over, and the decline would only tend to make the routine business a little better. It must also be remembered that there is now no more Cuban sugar on offer and steadiness, therefore, should be the general run of things until January next at any rate. Still, it is really hard to make any definite statement, so problematical is the situation always.

Granulated, bags	4 85
Granulated, 20-lb. bags	4 95
Granulated, 5-lb. cartons	5 15
Granulated, 2-lb. carton, per cwt.	5 15
Granulated, Imperial	4 70
Granulated, Beaver	4 70
Paris lump, boxes 100 lbs.	5 60
Paris lumps, boxes 50 lbs.	5 70
Paris lumps, boxes 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
Crystal diamonds, 100-lb. boxes	5 60
Crystal diamonds, 50-lb. boxes	5 70
Crystal diamonds, 25-lb. boxes	5 90
Crystal diamonds, 5-lb. cartons	6 40
Crystal diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 50-lb. boxes	5 25
Powdered, 25-lb. boxes	5 45
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 yellow	4 60
No. 1 yellow	4 45

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES. — Prices are beginning to firm up as a shortage of New Orleans is anticipated. Grocery grades are moving out well and the general run of business is good.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—A good volume of business is passing locally and very shortly we will have opening prices on a number of new crop fruits. For instance a cargo of Persian dates is expected next week in New York, and bookings are reported to be big because it is generally conceded that they are coming on a bare market. Hallowees constitute the bulk of the goods and prices are said to be a shade lower than those named last year for fruit off first tide steamer.

It is far from improbable that large size prunes will be higher in price this year than last as packers report a shortage of this kind on the trays and are none too anxious to dispose of what they have. The market is, therefore, firm for the latter but an easier feeling prevails for the smaller. Considerable activity prevails in the California seeded raisins, considerable booking being done for present and future needs.

Just how far the Balkan trouble will affect shipments of figs is hard to say at present, as the belligerents hardly know where they are at, but it is generally agreed that in spite of increased stocks, due to late arrivals, buyers are holding off in order to be on the safe side.

Of course the war pot which is kept a-boiling is helping to stiffen up the Greek currant market, to say nothing of the general firmness caused by scarcity if spot goods.

Evaporated apricots	$ 0 22	$ 0 24
Evaporated apples	....	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb, not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 07¾	0 10½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¾
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅝	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.	....	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

TEA. — Market is firm for all lines with a good jobbing demand. Wholesalers look forward to bigger business this month while importers are also sanguine about the situation.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Only a prophet could talk intelligently on the future of this market, but as the days of the seers are long since past, we can hardly go into detail. Reports are as conflicting as ever, present indications being that the new crop will be a short one and needless to say the bulls are highly pleased. Frost, as stated last week, has set in according to latest reports from Santos directors, and this will certainly not help any, as cold waves are by no means conducive to good coffee growth.

The volume of business passing locally is satisfactory.

Mocha	0 25	0 28
Rio	0 21½	0 23¼
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICE.—As was expected the demand from millers has come with a crash, it being agreed that holding off policy would be interrupted sooner or later. It looks, therefore, as if the firmness prevailing in some lines has acted as a stimulant for immediate buying. Cloves need careful attention as the tendency is upwards while peppers and nutmegs also are decidedly strong.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 30
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Filberts are still strong here in sympathy with condition in the primary markets, and prices present an upward tendency still. Pecans are reported as likely to be scarce, crop not being

any too good. Brazils are also firm and higher prices are expected. In fact the firmness prevailing throughout the list makes us look for record prices.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb..	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb...	0 35	0 37
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb..	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—The tone of the market is almost the same as last week, firm with medium demand, the firmness being maintained as a result of shortness at centres of production. A hand to mouth business is being done in some quarters, while in others dealers are beginning to stock up more freely. Arrivals are moderate.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, ½ pockets, 12½ lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., ½ pockets, 12½ lbs....	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65
Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS—

Sugar.—Down 10c., now at $4.95.

Beans.—Market bare of Canadian.

Cloves.—Firm.

Toronto, Oct. 10. — The anticipated easy trend in sugar set in last week when prices were were reduced 10 cents per cwt. Tendency is still downward and further declines are expected as market readjusts itself to new crop conditions. A large European beet crop now seems assured while U.S. domestic beet is now coming on market. Present raw market conditions seem to warrant two or three further declines. Demand for sugar is slackening up with the dwindling of the preserving season but the past two months have witnessed a record consumption.

The sorting demand in sealers is now letting up. It was very heavy this year, one jobber describing his efforts to fill demands as "a regular nightmare."

Dealers are wondering if the Balkan trouble will have any serious effects on trade. Canada imported $556,695 worth of goods from Turkey last year, but the major portion was goods other than grocery lines. Dried fruit brokers fear unless a shipment is made that currant shipments may be interfered with.

SUGAR.—Those who have been following our market columns will remember that it was repeatedly pointed out that easiness was ahead in sugar and would, therefore, be prepared for the lower prices which began to make themselves apparent on Wednesday afternoon of last week when refined was reduced 10 cents per cwt., bringing it down to $4.95 locally.

Nor is the end yet. The market continues decidedly easier and further declines can be looked for as arrivals of beet crop force prices gradually down. The U.S. domestic beet crop is now ready for market and as it comes forth it will cause easier prices in cane and Canadian prices will have to come down also.

"From the present state of the raw market," said one man in touch with the situation this week," it seems as if two or three further downward changes are likely. If raw market eases still further, we may get still more."

It is said that the tendency of jobbers now seems to be to look for too many changes. Demand is slackening with the passing of the preserving season.

Extra granulated, bags	4 95
Extra granulated, 20-lb. bags	5 05
Extra granulated, 5-lb. cartons	5 25
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 80
Beaver granulated	4 80
Yellow, bags	4 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 25-lb. boxes	5 55
Powdered, 50-lb. boxes	5 35
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 70
Paris lumps, in 50-lb. boxes	5 80
Paris lumps, in 25-lb. boxes	6 10
Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08 0 08½
Austrian, per bush.	2 50 2 60

SYRUP AND MOLASSES. — So far this season, trade in corn syrup has been quite appreciable. Both jobbers and retailers seem to be getting behind the line and with the advent of cooler weather, a greater degree of briskness is anticipated. Molasses are also doing fairly well.

Syrups—	Per case.
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—There are no outstanding features in any line of dried fruit at the moment. New currants should be along at any time and will sell at much the same figure as last year. It is feared that the trouble in Europe may interfere somewhat with shipments if it is not speedily smoothed over. Brokers report little interest in Valencia raisins, due to comparatively high prices as compared with other varieties. The first tide steamer with dates should arrive in New York about the middle of the month. First shipments are in good demand as market is bare of stock. This year's dates are said to be of excellent quality and ahead of last year.

Although prices on California fruits are low as compared with last year, buyers do not seem to be inclined to take hold and the coast reports easiness in prunes and raisins. New seeded raisins are quoted locally at 7¾ cent for choice first shipments. New crop apricots are quoted at 13c for standards, 14½ for choice and 16c for fancy by one jobber. The same firm quotes peaches at 10 for standards, 10½c for choice and 13c for fancy. Quotations of local firms on new crop goods vary to some little extent.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	....	0 18
Slabs	....	0 16
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	....	0 09
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

TEA.— There are no particular new features to report in tea. Local markets maintain an even tone of steadiness in sympathy with similar tendency in primary markets of the east.

COFFEE.—"Coffees are firm," said one man this week, "but I see no reason to change quotations, at least, not just now. Buying by jobbers and manufacturers is not brisk and we are able to pick up some lots at about same figure as six months ago."

However, steadiness is well maintained locally in sympathy with general conditions, although New York as usual continues to fluctuate as crop news comes

in. Reports confirm first damage of some little extent to crop in Brazil.

Rio, roasted	0 23	0 [illegible]
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES. — Outstanding feature in spice market is firmness in cloves. Zanzibar continues to report the crop there small due to excessive rains and estimates the total yield as not above 50,000 bales. New York market has scored quite appreciable advances. A reaction is possible but it looks as if cloves are destined to sell at high prices during next few months.

Cream tartar is also showing signs of strength, while peppers are steady. The expected decline in celery-seed will probably come within week or so. One firm expects quotations down to 40 cents but say prices will go nowhere near normal this year, 35c being probably lowest figures.

There is still a fair sorting trade in spices reported by most houses.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 [illegible]
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 9
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—There is nothing in reports from the Far East to indicate anything of a continued steady tone to rice. Louisiana and Texas rice is now being offered but prices are higher than a year ago in sympathy with general trend. Quotations on Texas, according to one local jobber are ¾ to 1¼ cents above last year's figures, fine grade being quoted here at 7½ cents. Broken varieties may be purchased at about ¾ cents less.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 90
Rice, standard B., f.o.b., Toronto	....	3 [illegible]
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—There is general strength in nuts, views of holders are primary markets being decidedly firm on several lines. It would seem as if Brazils would reach a higher figure before the end of the year.

Discussing the situation in nuts one of the large importers says: "Tarragona almonds must be very difficult to obtain in the primary market, for usually at this time of the year the operators in Spain are anxious sellers and are flooding this market with cables, but this year not only is there no anxiety to sell but cables from Spain offering Tarragonas are rare. Sicily filberts continue firm, with prices slightly higher in the primary market. Brazils are again higher, and with stocks greatly reduced we must look for a still further advance as prices have been abnormally low."

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS. — There are practically no Canadian beans to be had and Austrian stock now has to be used. They cost about $2.50 to $2.60 per bushel. It is usual to have some new crop Canadian beans by this time but they are late this year. Nor are any prices being quoted, tendency being to hold off to see what actual out-turn will be.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60

BROOMS. — Altogether brooms are easier than they were three months ago. Gradually one firm after another has been making slight concessions in prices. Just last week one firm reduced prices 25 to 50 cents per dozen.

Prospects point to quite a large corn production in the U.S., but much rain will cause a great deal of corn of impaired quality. One manufacturer stated this week that there will be a lot of cheap corn which he wouldn't think of using in the manufacture of his stock.

CANNED GOODS.

TORONTO.—The opening prices on late fruits and a number of vegetables which The Grocer gave in the last issue have now been received and digested by the trade. On the whole in view of the lower prices on a number of lines they have been received with favor by the trade. Figures on tomatoes and corn are now eagerly awaited. They should be issued at any time now. They came out about the first of October last year but this season is later and as much depends on the weather towards the end of the season, canneries are holding off.

It would seem as if the lobster pack will again fail to run the trade through the entire year unless the initial orders of wholesalers are larger than usual. The early orders were filled but some companies are accepting no more business. It is probably in view of the shortage during past two years that wholesalers ordered fairly freely this year. The last four weeks of lobster fishing did not turn out well.

Vegetables.

	Per doz. Group A
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	.... 1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	.... 1 00
2's, Carrots	.... 1 00
3's, Carrots	.... 1 30
2's, Cauliflower	.... 1 67½
3's, Cauliflower	.... 2 10
2's, Parsnips	.... 1 15
3's, Parsnips	.... 1 30
3's, Turnips	.... 1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 [illegible]
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 [illegible]
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	6 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 [illegible]
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 15
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30

Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

New season's canned goods in.

Dried Fruits—Weaker.

Pecan Nuts.—Advanced.

Winnipeg, Oct. 10.—Renewed confidence in the business world has followed the very fine weathr of the past week and nothing but the most optimistic feeling now prevails.

The volume of September trade was much larger than in any previous year and the fall outlook is especially promising.

Bank clearings advanced nearly five millions last week which shows that fall settlements are being fairly well met although the delay in threshing is no doubt responsible for collections not being quite as good as they might be.

There is now a pretty comprehensive line of the season's pack of canned fruits and vegetables on the market. The dried fruit market is undoubtedly weak but no changes are reported. Valencia raisins are now coming in and are not as cheap as expected. California raisins are, however plentiful and will likely furnish the main supply.

The largest almond crop in the history of California is now being harvested. Pecan nuts have advanced.

There is still an unprecedented demand for sugar. Cheap fruit for preserving has led householders to put down more household stuff than usual. The sugar market is weak but the strong local demand is probably holding up the price.

SUGAR.—The retail trade in sugar still continues in unprecedented volume and wholesalers and jobbers have been taxed to forward supplies. From the conditions at manufacturing points a drop in price is anticipated but this will hardly come with so strong a local market.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Icing sugar, in bbls.	4 95
Icing sugar, in boxes .25 lbs.)	6 20

SYRUPS.—Prices unchanged, demand fair.

2 lb. tins, per case	2 48
5 lb. tins, per case	2 88
10 lb. tins, per case	2 76
20 lb. tins, per case	2 77
Barrels, per 100 lbs.	4 22
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—The Smyrna fig crop is estimated above average. Valentia raisins somewhat scarce and likely to be high. Currants are a fairly heavy crop, the amount available for export being estimated at 130,000 tons, some 15,000 tons more than that of the last two years. Unsettled conditions in the east may, however, affect export trade. Coast offerings are liberal. Peaches, prunes, and apricots will be ample for all requirements.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅛
70-80s, 25s, s.p.	0 07⅞
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅝
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05½
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08½
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—The Japan tea crop available for export is estimated at 4,000,000 lbs. less than last year. Coffee is unchanged.

Coffee—		
Green Rio		0 18
Roasted Rio		0 22
Green Santos		0 19
Roasted Santos		0 24
Chicory		0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japan's May picking, best	0 35	0 50
Choice	0 35	0 45

BEANS.—No change in the condition of the bean market since last report. An improvement may be expected when contractors for winter camps secure supplies.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 00
Whole peas	2 75

NUTS.—The California almond crop is now being harvested and is reported as being very abundant and of excellent quality. Pecan nuts have advanced 5 cents per lb.

Brazil	0 18	0 19
Tarragona almonds		0 16¼
Peanuts, roasted, Jumbos		0 12½
Peanuts, choice		0 11
Pecans		0 23
Marbot walnuts		0 13½
Grenoble walnuts		0 16
Sicily filberts		0 11½
Shelled almonds	0 33	0 34
Shelled walnuts		0 31

WINNIPEG.

FRUITS.—The market is well supplied with fruits of all kinds. Peaches in particular are very plentiful and cheap. Ontario fall apples are now on the market. Grapes are cheaper, lemons dearer.

Fresh Fruit—		
Apples, Snows, bbl.		6 00
Apples, Ont., bbl.		4 50
Crabapples, box		2 25
Canteloupes, case	4 50	5 00
Cranberries, bbl.	11 00	11 50
Oranges, Valencia	4 75	5 50
Bananas, bunch	2 50	3 50
California lemons, crate		8 50
Limes, box		2 00
Washington apples	1 60	1 75
Cucumbers, per doz.		0 50
Grapes, blue, basket		0 30
Grapes, Tokay, case		2 75
Peaches		0 75
Plums	1 10	1 20
Green gages		1 65
Tomatoes, Ont.	0 75	1 00
Potatoes, per bushel		0 35
Jersey sweet potatoes		6 50

NEW BRUNSWICK MARKETS.

St. John, Oct. 9.—There has been an air of quietness about the local market during past week, and conditions remain practically the same as for some weeks past with firmer tendency in some lines. There are few changes. Sugar has declined ten cents in all grades, but this with the exception of an advance in beans is about the only difference of interest from last week's quotings. Sugar market is reported to be in nervous state and lower quotings are looked for. The condition of the crop of beets in Europe is one of the causes for the difference in sugar and the matter of stocks is of interest. Local demand during past six weeks has been particularly heavy.

Molasses remains firm and as authentic advices say that stocks in the Barbadoes are short and about exhausted, it is fully looked upon as certain that molasses will be much higher in St. John this year, during the coming winter.

Potatoes are being marketed in large quantities and the local demand seems encouraging, but the same cannot be said concerning the Upper Canadian or western markets. In Carleton county the price has been remarkably low, having fallen one day to 60 cents a barrel, but buying has been light and shippers for some reason seem holding back. Across the line in Maine the prices are better by thirty or forty cents. The St. John dealers are asking from $1.25 to $1.40 a barrel but this price will only remain for a week or two. The river boats are rushing large quantities down river for local dealers, and there is much general country produce coming as well.

Bacon	$	$0 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag		
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string		1 02½
Corn, doz.		1 10
Peas, No. 4		1 40
Peas, No. 3		1 42½
Peas, No. 2		1 45
Peas, No. 1		1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.		2 20
Strawberries		2 20
Tomatoes		1 85
Clams	4 00	4 25
Cornmeal, gran.		5 25
Cornmeal, bags		1 90
Cornmeal, bbls.		3 95
Eggs, hennery	0 32	0 34
Eggs, case	0 29	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry		5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 11½	0 11¾
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 36	0 37
Oatmeal, rolled		5 50
Oatmeal, std.		6 05
Pork, domestic mess	25 50	26 00
Pork, American clear	25 50	28 00
Potatoes, barrel, new	1 20	1 40
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	5 00	5 10
Austrian granulated	4 90	5 00
Bright yellow	4 80	4 90
No. 1 yellow	4 50	4 60
Paris lumps	6 05	6 30

No change in Manitoba Flours as yet

But it May Occur at Any Time—Millers Want to Get Exact Line on Wheat Before Setting Price—Speculation as to Probable Price of New Crop Flour — Old Wheat Flour in Good Demand—Rolled Oats Hold Steady.

The anticipated concession in Manitoba flour in keeping with the values on new crop wheat has not as yet occurred. Some mills are now using a certain quantity of new wheat but most of them have some quantity of old wheat yet on hand and naturally wish to run it off before prices are reduced. There is a tendency to hold off to see what the other fellow is going to do, but there might come a change at any time.

Another reason why there is tardiness in announcing any change in price is the desire of milling companies to arrive at a definite idea of how wheat values will rule for some time ahead and then set flour prices on that basis. They do not wish to set a price that might have to again be revised shortly to meet changed conditions in the raw material market. There is much to be taken into consideration in arriving at a price at which flour should sell.

Just at present there is considerable speculation as to what values on new crop flour will be. One man mentioned 40c a barrel as a possible reduction but he added "that is not a promise but a prophecy."

"There is bound to be a reduction," said one flour broker this week. "It has only been delayed by the slowness with which wheat has been coming forward. Prices of Manitoba to-day are 30c per barrel higher than those ruling a year ago, while wheat is lower, What can you then expect? The same grade of flour is selling in the United States at about 1.00 per barrel lower than prices here.

There has of late been quite a good demand for old wheat flour. This demand may seem rather unusual in face of present market conditions. "The reason for this," explained one miller, "is that flour from matured wheat is considered more desirable for bread making than that from new wheat. For one thing it will take up more moisture. For this reason it is considered as worth more than flour milled from new wheat and some dealers are willing to pay a higher price for it."

MONTREAL.

FLOUR.—The local flour trade has been active of late and the increase in demand for whiter wheat grade of old crop has come just at a time when supplies are none too heavy. This may be attributed to the fact that millers are not offering much new crop wheat flour, claiming that they cannot secure supplies themselves owing to farmers being unwilling to bring loads along heavy country roads. The export trade in new crop spring wheat flour has quieted down to some extent, the orders received being for small shipments during latter months of year.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS.—Market is firm for rolled oats with a fair volume of business passing. Supplies are short and firmness will prevail until arrival of new crop.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—So far there has been no adjustment of Manitoba flour prices to new crop basis. It is hard to say when the change may come. "It might take place at any time," said one miller this week. "Those mills grinding old wheat will naturally wish to hold off until they get their stock of it run off. However, receipts at lake ports are on the increase and some mills are beginning to use the new wheat. One miller said this week that while receipts at lake ports have been considerable, holders are asking rates for above futures. Millers are holding off feeling that there must be a reduction in the near future.

There is no change in Ontario flour situation. With this kind of weather ruling farmers will not take the time to deliver wheat, especially as they think they will lose nothing by holding off and as a result there is little winter wheat flour offering and only at steady figures.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Those who have been following the markets know how backward new oats have been in coming forward from the West. None are available for grinding as yet and in the meantime both old oats and new crop Ontario oats are scarce. Mills are having trouble getting sufficient supplies and some dealers fear there may yet be a pinch before new crop starts to come forward in such quantities as to again give an easier tendency.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 75
Rolled wheat, small lots, 100-lb. bbls.	....	3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEED. — Prices of both bran and shorts remain unchanged. Steadiness is expected until grinding of new crop wheat gets started.

Bran, ton, car lots	....	$23 00
Shorts, ton, car lots	....	27 00

WINNIPEG.

FLOUR AND CEREALS. — Flour prices are steady. Business in domestic trade is quite active. There is a somewhat better export enquiry.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Strong bakers', cwt.	....	2 75
Rolled Oats—		
20 lb. sack	....	0 60
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 70
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 15

Promoting Flour Sales by Means of Display

Description of a Display in a Western Canadian Town Which Brought Good Results—Display Cards Profusely Used—This is Good Method of Getting Buyer on the Outside to come Into the Store—Too Much Bread Business Going to Baker.

Flour is an important item in most grocery stores, and for this reason the methods which can be used to increase its sale are of much importance to the dealer. It will be agreed without a dissenting voice that the dealer who merely puts in a stock of flour and makes no effort to get it into the homes of his customers will not find an appreciable demand, or at least it can be said that the demand will not be as large as if he took full advantage of the opportunity presented for its sale.

Window display is one of the important methods which the grocer has at hand to bring this product into prominence and some neat and attractive trims may be arranged. Many grocers do not use this method as much as they should. There are many, however, who have realized the value of window display in promoting flour sales and who take advantage of this method frequently with good results.

Western Grocer Has Good Display.

One such firm is the Banner Grocery Co., of Wetaskawin, Alta., recently had an attractive window display of flour which attracted no little attention, and the attraction of attention is a big step towards selling goods. The display was confined to one brand of flour. A row of fifty-pound sacks was placed next the glass. Then followed a row of 100-lb. sacks standing upright followed by another a step higher.

Good Use of Display Cards.

In the centre nestled in between the sacks was a large draped show card with the following reading matter in prose verse:—

"Patty cake, patty cake, baker's man, bake me a cake as quick as you can. It sure will be sweet, it cannot be sour, because it is made from ——— ——— flour."

Higher still and to the rear was a show card of artistic design on each side. One of them showed a ludicrous picture of a tramp making a meal from a loaf of bread, the reading matter on which was "If mother had used Blank Brand flour I'd never left home." The other showed a procession of people carrying flour away from a store and read: "Get in line, Flour Day at our place." In addition there were price cards on both cwt. and 50-lb. sacks.

Reaching the Outside Buyer.

This window which was dressed by J. Syme, attracted a good deal of attention and brought this particular brand of flour into special prominence. The fact is recognized that by personal talks you can only reach those people who are already customers and who enter your store. With a window display, however, you are enabled to reach those who pass as well, and in addition keep this line before present customers.

Many a steady customer not only for flour but regular lines as well has been secured in just this way. The woman who bakes her own bread, of all things demands that the flour shall be good and to her liking. If the brand which she has been using has not been completely satisfying her, what is more natural than that when she sees a window display of some other good brand, she should become interested and make enquiries. Then the salesman has his chance to make another customer for the flour and also for the store.

In addition, such a window is likely to suggest to the housewife who knows how to bake bread, but who has strayed away from the good old ways of her grandmother, that she again return to the habit of the olden days when the family table and the family appetite was brightened up by the presence of the home made bread.

Strong Talking Points for the Dealer.

The love of the home-made bread still lingers. Where is the little Willie or the fond husband whose heart is not gladdened and his appetite improved when mother's own bread is placed before him? Where is the housewife who does not revel in her capabilities as a baker and who is proud of her home-made products? These are the things that make it possible for grocers to swing a multitude of Canadian housewives back into the good old-fashioned habit of bread-making.

Grocer Versus Baker.

The grocer and the miller as well would do well to give some attention to this particular problem. It would seem as if bread-making is becoming a lost art to many a housewife of to-day, and that the baker is gradually winning supremacy in the producing of the staff of life. While the baker is far from being supreme is some localities, in others he has been gaining rapid headway. Housewives who would have scorned the idea a few years ago are now patrons of the baker. It stands to reason that if the baker is selling his customers bread, that the grocer cannot sell them flour for bread-making. It is undoubtedly time that a stand be made to maintain this business in the old original channels. Much can be done in this direction if the attempt is only made.

Many Selling Methods at His Command.

The value of window display in attaining this end has been pointed out. Personal talks will help to no little degree. Besides the old love of the home-made bread, the grocer can further show his customers why it is in their own interests to bake their own bread. Not only can they produce bread that is held in greater esteem by those who have to eat it but they can save money.

This latter point is one that can be made good use of. The housewife is always on the lookout for methods of reducing the household expenses. If you can appeal to her pocket book you are sure to get her interest..

Advertising is the third assistant which the grocer has to promote flour sales for, in this way he is able to reach people who never visit his store or see his window display. Properly written copy in the local paper will generally be found to bring good results.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Kindly give me a list of manufacturers of electric coffee mills and meat slicers in your Canadian Grocer.

READER.

Niagara Falls Centre, Ont.

Editorial note.—Coles Manufacturing Co., Philadelphia, Pa.; Woodruff & Edwards, Elgin, Ill., and A. J. Deer Co., Hornell, N.Y., are among the manufacturers of coffee mills while Ryan Bros., 110 James St., Winnipeg, Walter Woods Co., and W. A. Freeman, Hamilton, Ont., are dealers in meat slicers.

* * *

AMIEUX SARDINES.

Canadian Grocer.—We would like to know if you have the information who are the Canadian agents for Amieux Freres sardines?

Winnipeg Wholesaler.

Editorial Note. — Amieux Freres sardines are imported by the Anglo-French Importing Co., 232 Lemoine street, Montreal.

Italian canners are finding in tomato seed oil a valuable by-product.

Your windows are the eyes through which the public sees your store.

Attraction Necessary to Draw the Crowd

So Claims a Winnipeg Dealer Who Aims At Something Novel For His Window Displays—Thanksgiving Window That Brought Onlookers—Christmas Display Which Sold Well and Another That Didn't.

"To push sales at special seasons such as Christmas or Thanksgiving time, get up an attraction," says D. W. McLean, who has been for twenty-five years engaged in the grocery business in Winnipeg.

"If you can get up something to make the people stop to look at your window, a great point is made. It will sell the goods in two ways: first the one who stops will very likely come in to buy some small thing and possibly go out a heavy purchaser, and secondly, he will tell about the attraction to some of his friends, causing them to have more than a glance in passing. This will also bring about results.

A Thanksgiving Window.

"I planned a window for Thanksgiving time that brought in a lot of business, some few years ago. It was a little representation of a settlers' log shanty with the family seated at a Thanksgiving dinner. Outside the door was a hungry wayfarer just in the act of knocking. The thing was well got up, the light and shades effective, and it took. I had no further window display but I had a big display of turkeys and pumpkins right near the door and put on extra light inside.

"Well sir," said Mr. McLean enthusiastically, "that window drew the crowd and our sales were record breakers that season.

A Suggestion for Christmas.

"At Christmas one time we arranged a child's bed-room with a mantel shelf, open fire place and so on, complete. Had a life sized doll asleep in a little cot and the Christmas stockings hung up. It brought the people round, and certainly sold the goods.

"I might mention many other attractions that we got up at different times that were successful.

Not Enough Originality.

"But I will tell you one thing I tried that was a complete failure. It happened this way. I was thinking of some scheme for Christmas when a young man came along, an expert grocery man, window dresser, etc. He wanted a job and I liked his looks and took him on. He was anxious to fix up the windows and I let him have a go at it.

"Well, he made the most elaborate display of goods you ever saw. He had a beautiful arrangement of fruits and candies and other seasonable goods, and had them all ticketed, and it was really a most painstaking lot of work.

"But it was labor lost. Few stopped to look. They knew all that stuff was in the store anyway and they could probably remember half a dozen windows along Main street just like it. That window was responsible for as flat a Christmas trade as I remember

"People love novelties, they love to be amused. It is, I will admit, increasingly difficult to invent sensations in these days of profuse advertising and electric signs, but you may be sure that if you can get the crowd stopping to stare at your windows, you will get the custom if you can deliver the goods."

Profit in Proper Handling of Tobacco

Many Dealers Have Tobacco and Cigar Stocks and are Making Money From Them—Should be Placed Where They Can be Seen—Moisture Among Cigars Necessary.

A traveler for one of Canada's large tobacco houses recently told the writer that grocers were more and more becoming favorable to all lines of tobacco; in fact he goes so far as to say that his firm markets the greatest part of their output through the grocer and general merchant. "Of course," he said, "there are some who say that they cannot sell the goods because the exclusive tobacconist is too close to them. But they will agree that they could certainly build up a business if the competition was removed."

Now here is just where some dealers go astray. The grocer further down the street sells flour and the man at the corner sells it, in fact they all sell it, and good quantities too. In spite of the fact that flour is a necessity, nevertheless competition in many lines can be beaten off to a certain extent, no matter in what line, so that the man who says he cannot sell tobacco is entirely at sea. Salesmanship is all that is needed, and as salesmanship means resource, then the man with resource can simply start up next door to a well-established competitor and take considerable of his trade from him.

Display Essential.

In selling tobacco, of course, one must keep the goods right under the customer's eyes and have them so attractively laid out that they will invite attention. A long show case deep enough to show plug tobacco, cigars, cigarettes and a few rows of pipes, is bound to produce results because the husband will very soon get into the habit of asking his wife when shopping to "bring home a plug of chewing," or smoking as the case may be.

Where a Mistake is Made.

Cigars are a profitable stock, but unless they are kept in a moist atmosphere they will dry up and, of course, not produce as satisfying a smoke as might be. Dealers should avoid letting stock of this nature go dry, because the man who once purchases and finds his cigar peel in his mouth, will not go back again. When a man pays for a smoke, he wants a smoke not a toy.

A Good Transient Trade.

There is quite an amount of transient trade to be had with tobaccos. A number of young men walking out during the evening on finding themselves away from a tobacco store immediately look for a grocery. Dealers should bear this in mind and place a sign outside the door.

One could quote instance after instance where tobacco has been made a good profit-winner by grocers. Suffice it to say now that the same energy put behind this department as behind the general groceries by those who say "I can't," will be the means of turning away all doubt.

LATE CEREAL AND FLOUR NEWS.

Toronto, Oct. 10.—The shortage of rolled oats as a result of scarcity of oats for grinding has become exceedingly acute and jobbers are unable to get supplies to fill their orders. This is in both package and bulk goods. The new oats from the West are late in coming forward and many mills have not been able to secure enough raw material to keep them going. "We can't get any supplies to fill orders," was the statement of the representative of one milling firm to-day.

"We are expecting a change daily," said the Toronto representative of one big flour mill in speaking of the anticipated decline in Manitoba flour. He thought the reduction would probably be about 30 cents per barrel.

Picking and Curing Prunes for Market

Interesting Information on a Dried Fruit Well Known to Commerce—Following Up the Prune From Blossom to Fruit—How the Different Sizes are Graded — Why the "Faced" Fruit Appears on Top of Box.

Only about a quarter of a century ago, dried fruits, prunes included were considered merely a big product of the orchard in California. Now, however, fruit curing has become an enormous industry valued at many millions of dollars and requiring the entire output of thousands of acres of orchards.

The French prune of commerce grown in California is known as the Prune d' Agen, and its ideal American home is found in the Santa Clara valley, where it was introduced from France in 1858. For many years it was thought that the fruit could not be grown successfully in any other part of California, but that was later found to be a mistaken idea, and now probably half the California prunes are grown in other sections. The Santa Clara valley is about fifteen miles wide and fifty miles long and is said to contain about 5,000,000 trees.

Changes in the Prune Trees.

During the blossoming season, the white bloom literally covers the picturesque valley and it is a beautiful and inspiring sight. This is in the latter part of March. By August the picture has changed its character completely, the trees being laden with rich purple-colored fruit.. Soon the scene is again transformed and the quiet orchard has become a field of busy workers who shake the trees gently so that the fruit will fall upon sheets, or it is picked directly from the trees into baskets and then sent to the drying trays.

Prunes, and all other fruits to be dried are, in California, cured on shallow wooden trays which are placed on the drying ground and allowed to remain there day and night without protection until the fruit is fully cured. Usually these trays are about 3 by 6 feet in dimensions, and they are set directly upon the ground, although in some cases a support about a foot high is built upon which the tray may be rested.

Goes to the Sweat-Box.

Before being put on the trays, the prunes are usually graded as to size by a mechanical contrivance, and after this preliminary grading, are dipped in a weak lye solution to crack the skins, which facilitates the curing process.

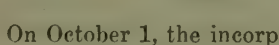
It requires from ten days to two weeks to cure prunes in the sun. When the fruit is sufficiently dried it is taken to the sweat-room and subjected to a process of handling which saves it from subsequent damage after storage and at the same time equalizes the moisture in all of the individual fruits giving the whole mass an even and uniform appearance.

All cured fruit will draw damp if stored in a mass without previous sweating, and this sweating is merely permitting the damping to take place under conditions of control. Sometimes the fruit is heaped in small piles on the floor of the sweat-room and turned occasionally, or it may be placed in shallow boxes and dumped from one receptacle to another at intervals. From one to three days are required to complete the operation.

Grading the Prunes for Market.

From the sweat room the prunes are taken to the packing room and there graded, finished and packed ready for shipment. Prunes are graded according to the number required to make a pound; thus 20-30s require from twenty to thirty prunes to the pound; 30-40s from thirty to forty prunes per pound, and so on, grades ranging to as small as 100-120s. This grading is done by a machine with riddles one above another, each with a slight incline, and a spout on the side to carry off the fruit of a certain grade as it comes along.

Prunes are "finished" by exposing to steam or immersion in hot water for an instant to soften them. The packing is usually done by women worker who put the fruit in twenty-five or fifty pound boxes, each box containing but one size fruit. The first layer is flattened by hand or machinery and each piece laid in the box with precision; then the box is filled without special arrangement and when full is conveyed to a pressing machine which presses the fruit closely without, however, crushing it. The box cover is then nailed on and finally is turned bottom side up, stamped and labeled, the original bottom, in which the first fruit was packed, thus becoming the top when the box is opened, so that the flattened or "faced" fruit as it is commercially called, is seen first.



On October 1, the incorporation of the Armsby Co. of New York, was effected. This matter has been in progress some time by the members of the J. K. Armsby Co. The new corporation was incorporated under the laws of New York State, and will be a holding company, the operating company still being the J.K. Armsby Co., of Illinois..

The Joke Column

Easier.

Enraged Creditor—I've had enough of mounting all these stairs every day to collect this bill.

Debtor—Well, I can tell you a piece of news that will please you. After tomorrow I'm going to live in the basement.

* * *

A Steady Job.

Caller—Snip & Co. have employed me to collect the bill you owe them.

Owens—You are to be congratulated, sir, on securing a permanent position.

* * *

The Grocer's Grief.

A woman living in an aristocratic suburb a mile and a half from her grocer, goes to the phone:

"This you, Central? 454, please.

"This you, Mr. B.?"

"Please charge and send ten cents' worth of animal crackers and pick out the elephants, as the baby is afraid of them."

* * *

He Got It.

A young fellow sidled into a Fourth Avenue business house, unreeled his line of talk, told them that he was a 1912 graduate, and offered his services. The head of the firm looked the graduate over casually.

"I have no position to offer you," he said.

"You misunderstand," responded the graduate. "What I want is a job."

Two minutes later he was at work.

* * *

That's Gratitude.

It was a very hot day and a picnic had been arranged by the United Society of Lady Vegetarians.

They were comfortably seated and waiting for the kettle to boil, when, horror of horrors! a savage bull appeared on the scene.

Immediately a wild rush was made for safety, while the raging creature bounded after one lady who, unfortunately, had a red parasol. By good fortune she nipped over the stile before it could reach her. Then, regaining her breath, she turned round.

"Oh, you ungrateful creature!" she exclaimed. "Here have I been a vegetarian all my life. There's gratitude for you!"

Big Crops of Florida Fruits this year

Yield of Both Grapefruit and Oranges Will be Large—Grapefruit Crop Said to be Three Times Greater Than Last Year—Now Beginning to Arrive—New Lemons Will Bring Lower Prices—Preserving Fruit Season on the Wane.

From present appearances it would look as if Florida fruits would find greater favor with the Canadian public this year and that the demand for them will be much larger, especially when compared with last year. Last season showed only a moderate yield of oranges from this state while grapefruit was extremely short and prices so high that demand was cut down to a low level.

Lemons continue to hold their high position on all Canadian markets. No change of importance can be looked for until new crop start to come in. The first arrivals are expected around first of month and being the advance supplies will probably command a premium but with further shipments prices are expected to return to a more normal level. Much depends on the condition of the markets when they begin to arrive here.

Domestic preserving fruits are now less of a feature, the result of smaller supplies. The funeral dirge of plums has been sounded while peaches are fast following in the same direction, although there will be some belated shipments to come on yet. Grapes are now the centre of attraction and a good volume of business is being done in this line.

MONTREAL.

FRUITS .— The trade in fruits has not been so heavy this week due to the closing up of the preserving season and the setting in of the colder weather. The fall apples are now on the market and in good demand while dealers expect a good movement of the winter variety when they come along also. A demand has been started for old crop cranberries and full price is being paid. Basket fruit is not moving so well while lemons are high and oranges are also firming up.

Apples, fall, No. 1	3 50	4 00
Apples, fall, No. 2	2 75	3 25
Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 50	5 00
Limes, box	....	1 25
Oranges, late Valencias	....	4 75
Pineapples, Cubans, cases of 24	....	6 50
Grapes	....	2 25
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	....	4 00
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Trade in all lines is fairly promising, the whole range being asked for freely. Potatoes are more plentiful the price for the new variety having come down a little of late. Cabbage is in good supply while carrots in bunches are brought in much heavier than earlier in the season when prices crept up owing to shortage.

Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	1 75	2 00
Potatoes, Green Mountains, bag	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.— With the falling of the autumn leaves comes a dwindling of the preserving season. The flood tide in fruit supplies has been passed. The ebb must now be expected. Domestic plums are a thing of the past. Idaho is, however, supplying some fancy plums at 1.25 per box. Peaches have lingered on the market this week, but will shortly make their exit. There will, however, be some belated shipments for a time yet. Grapes are now the centre of attraction and a big business is being done. Quinces are selling at 45 to 50 cents per basket.

Some new crop Florida grapefruit is expected in the end of this week. Being the first shipment it will probably sell from $5 upward but there is a good crop this year and prices will be reasonable. The same is true of Florida oranges which will arrive shortly while both are said to look well as to quality.

Lemons hold at the same price and no change is expected until around Nov. 1.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	8 50
Grapes	0 18	0 20
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Musk melons, basket	0 25	0 35
Oranges, late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	....	1 00
Grapes, Tokay, per box	....	2 00
Idaho plums, box	....	1 25
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 60	0 90
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, 11 qt.	0 50	0 65
Quinces, basket	0 45	0 50

VEGETABLES.—Despite the general large yield of potatoes this year, the local market has taken on a shade firmer feeling during past week and local wholesale prices range from 90c. to $1. There does not appear to be any material let up in offerings but there is a keener demand which would seem to indicate that some storing is being done. There are little or no New Brunswick potatoes coming here at present.

There is also a firmer feeling in a couple of other vegetable lines. Cold weather has put a crimp in tomato supplies and prices are higher at 35 to 40 cents while up to 40 cents is being asked for ordinary cucumbers, picklers selling as high as $1.

Beets, new, Canadian, basket	0 20	0 25
Carrots, per dozen bunches	....	0 20
Cabbage, new, per crate	....	1 25
Celery, per doz.	0 35	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	....	0 40
Cucumbers, picklers, basket	0 75	1 00
Marrow, bushel basket	....	0 15
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	0 90	1 00
Peppers, green, basket	0 35	0 40
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 35	0 40
Mushrooms, basket	1 00	1 50

Chance left yet for Tomatoes and Corn

Consensus of Opinion Among Canners is That Total Pack Will be Large if Weather Remains Favorable for While Longer—Eastern Ontario Prospects Not Bright But Western Section is Hopeful—"Largest Pack Ever," Says One, if Weatherman is Good—Question of Suspension of Duty.

Prices on canned tomatoes and corn have not yet been announced. This is because of the uncertainty of the pack which may be large or small. Last year these prices were announced in The Grocer in issue of October 6 and it will be remembered tomatoes, 2's, opened at $1.07½, 3's at $1.17½, with gallons at $3.45. But these figures did not last long. The pack was short and prices immediately soared to those who had not booked ahead.

Corn, 2's opened at 97½ cents, and 2's fancy at $1.07½. Corn was a large pack and prices remained fairly steady.

But what is past is past. Now what of the future? What will be the extent of this year's pack and what will be the prices? These are the questions which canners, wholesalers and retailers are asking.

Canners are Interviewed.

During the past week representatives of The Grocer interviewed a number of Ontario canners in both the eastern and western sections as to the crops and how they are likely to turn out before the season ends. These conclusions have been arrived at. First, the progress of the tomato crop in Western Ontario has been much better than that in the eastern portion of the province. Secondly, that the season is much behind the average, due to continued cool, wet weather of a few weeks ago, and hence ripening has been much delayed. Thirdly, if fine weather prevails for two weeks longer the pack of both tomatoes and corn will be exceedingly large, probably the largest on record for Canada.

Eastern Crops Poor.

While the early prospects indicated a good yield of both tomatoes and corn in Eastern Ontario, later weather conditions upset calculations considerably. A farmer on the Picton market last week told The Grocer that he had 10 acres of corn which looked good once, but from which now he does not expect to pull a cob. He will feed it to the cows. A neighbor had 10 acres of tomatoes and earlier was banking on 500 bushels to the acre. Now he doesn't expect 500 bushels of ripe tomatoes altogether.

A canner in that district stated that the pack will not be more than 17 per cent. of the original estimate. Another claimed that while early corn was coming in freely, late corn was frozen. One stated that scarcely any, if any, of $2,000 worth of new labels ordered would be used and that large quantities of apples were being put up to give employment to those whom he wanted to secure again next year.

Outlook Better in Western Ontario.

The tone of the interviews from Western Ontario was, however, much brighter. Canners there remarked particularly on the difference in crops between the east and west.

"As regards the outlook for corn and tomatoes," said one, "if the present weather continues for three weeks, you will probably see the largest pack of corn and tomatoes ever put up in Canada. The factories west of Toronto are extremely busy, but unfortunately the factories east are not having as favorable conditions. The vines are heavily loaded with tomatoes and factories will keep on packing until the killing frost comes."

Depends on Future Weather.

"The indications all season," remarks another, "pointed to a very large crop of tomatoes but weather conditions during September prevented the fruit from ripening as rapidly as is usual, particularly at points east of Toronto, and consequently the pack is no doubt below the average. However, if we are favored with warm weather during the next two weeks, similar to that of the past three days, the total pack of tomatoes will be up to the average."

He refers here to Sunday, Saturday and Friday of last week.

Sufficient to Fill Demand.

One canning firm claims that the demand for canned goods in general will be fairly large considering the fact that many more factories are operating this year than last. They point out that last year, despite the short packs in many lines, the demand was, on the average, well met by supplies.

Judging from all these statements there evidently does not appear to be any great shortage likely in the total packs of all lines. If the frosts kill off the tomatoes early, the pack will of course be greatly reduced. Otherwise, while certain factories will be short, the total pack should be quite large.

Is This Report True?

Press reports from Ottawa last week intimated that certain canners were asking the government to suspend the duty on canned vegetables, especially tomatoes, coming from the United States. The alleged reason is given that the canners are not able to fulfil their contracts except at a loss and that they want to secure the balance at prices existing in the United States.

Whether this is true or not cannot be verified. So far as The Grocer is concerned no confirmation of it has been secured although several canners have been asked concerning it.

"We have no knowledge of any such application," said one, "and do not believe that there is any truth in the report," and adds that if fine weather continues the pack of tomatoes will be an average one so that the application for the removal of duty would be premature and unwarranted.

Think Supply Sufficient.

Another replied that "we cannot say if this report is true or not, and to our minds would consider it a mistake to remove the duty on any of the lines." This firm argues that the demand last year, considering the short packs was fairly well filled and no great quantities were imported from the States. With the additional factories in operation the total pack should be materially increased.

WHO IS THE WINNER?

How much is the peddler ahead if he cheats a farmer's wife out of 11 cents on her rags and 17 cents on a calf-skin, while at the same time she is working two dozen bad eggs off on him at 14 cents a dozen and stuffs a pound of hen's feathers in a sack of geese feathers she sells him at 40 cents a pound?

FRUIT NOTES.

Latest reports from Florida are that the outlook for a splendid orange crop still holds good.

Estimates of the number of barrels of grapes which will be shipped from Almeria are now generally placed at 1,700,000.

"This preserving business keeps one in hot water, doesn't it?" said the Pear to the Peach. "Yes," assented the latter, "it does jar one."

If you have skill, use it—cash it. If you have no skill, get it. It is no shame to be commonplace—the shame is in staying so. Mistakes are a blessing if they teach us not to make the same one twice. The trouble with some mistake-makers is that they refuse to be taught.

As a retailer you should take every opportunity to satisfy yourself that the buying end of your organization is meeting the requirements of your trade.

Fall Fish Trade Getting Under Way

Season so Far Has Been Good—Cooler Weather Induces Greater Interest—Dealer is Now Able to Give More Attention to This Line—Extensive List of Offerings to Choose From—More Life to Oyster Trade.

The fall fish trade is getting off to a good start. Conditions so far this year have been quite favorable to business and reports from various parts of the Dominion indicate that so far trade has been satisfactory for the season. Indeed from some centres it is declared to be ahead of that to the same time last year.

For one thing the weather is now more conducive to trade, as with a lower temperature retailers find it easier to handle this line. Supplies in nearly all lines are fairly liberal, and there is a fairly extensive list from which to choose so that the dealer should be able to satisfy the desires of all his customers.

Another fact that works for more interest in the fish department is that the dealer is not so busily engaged with other lines. For some time the pickling and preserving trade has demanded no little attention, but this business is now beginning to look to their supplies of smoked, prepared and pickled varieties.

Oysters are beginning to take on greater business. Dealers are looking forward to a good season's business. Cooler weather puts life into this line. It reduces the cost of refrigeration to the dealer. Quality of oysters is showing up better than seemed likely earlier in the season.

QUEBEC.

MONTREAL.—With a number of festivals coming along a heavy fish trade is natural, and wholesalers at present state that the demand has exceeded that of last year by a good margin. Fresh halibut is not coming along any too plentifully, supplies of frozen stock having to be brought into service instead. Brook trout season is closed, while white fish are very scarce. Supplies of dressed pike are good and prices are a shade lower. Fillets are fairly scarce, but haddies are in good supply.

FRESH AND FROZEN.		
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 [illegible]
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 90
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.	
Solid meats—Standards, gal., $1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—The fish trade according to local wholesalers is taking on a healthier stride than has been noticeable so far this season. The weather this week has turned down to a temperature more conducive to business, causing many more retailers to take hold. It is now time that the grocer had his fish campaign opened.

Halibut is not so scarce as some time ago. There is just a sufficient quantity to nicely cope with demand. Stock cod is a scarce line.

Halifax cod is now on the market. Digby herring are selling at 75c per bundle of 5 boxes. Scottish herring from Lock Fyne are offered this week at $1.10 per kit.

FRESH CAUGHT FISH.		
White fish, per lb.	....	0 [illegible]
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 count	....	2 00

SMOKED.		
Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.		
Labrador herring, per keg	....	3 00
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Oysters, select, per gallon	....	1 75

NEW BRUNSWICK.

ST. JOHN.—The fact that many of the fishermen from bay ports are busily engaged at present away from home in catching pollock and hake for drying and shipping to the West Indies has materially affected local supply of fish and reduced stocks to a low scale, particularly during latter part of week. The supply at the opening of the week was fairly good, but between the reason given above and the disagreeable weather interfering as well, the market had little to offer although the demand kept up well. This is not expected to last very long, and probably in a few days will see a vast improvement. Prices rule about the same.

WINNIPEG.

WINNIPEG. — Good seasonable demand for oysters and fish, with no changes in prices since last review.

Fish—		
Oysters, per gal.	....	3 00
Fresh salmon	....	0 15
Lake Winnipeg whitefish, lb.	....	0 06½
Fresh pickerel	....	0 08½
Steak, cod	....	0 10
Trout	....	0 [illegible]
Halibut	....	0 10½
Finnan haddies	....	0 08
Bloaters, per box	....	1 50
Holland herrings, keg	0 72	0 79
Kippered herrings, box	....	2 00
Labrador herrings, half barrel	....	3 80
Mackerel, salt, keg	....	2 75

Cheapness of Fish Makes it Easily Sold

Fish Department With a Little Attention Can Readily Be Made Profitable—In Getting Supplies Vary Them as Much as Possible—Fresh Fish Will Sell Just as Well as Smoked or Cured—A Suggestion for Showcase Display.

A Montreal wholesaler doing an extensive fish business has no hesitation in stating that grocers are getting more and more into the habit of handling fish, and further asserts that before many years have passed the greater number of the good stores will have separate fish departments.

"Of course," he says, "we cannot regard the man who carries a box of fillets on the counter as one keenly interested in fish, but we are anxious to see every dealer set aside a good bright portion of his premises for fish of all kinds and have a man look after it exclusively."

The grocers certainly have good opportunities for distributing fish and those knowing ones who have made and continue to make a Friday leader are reaping big profits, and these are bound to grow as long as the proper methods of salesmanship are employed.

Moderate In Price.

"The present high cost of living," says another wholesaler, "is every day whispering in the grocer's ear that people are looking for cheap substantial food, and taking everything into consideration fish is cheap, decidedly cheap, and lower than it was last year." And there is logic in this too, for what better meal could one have twice a week than halibut steak? Fleshy and palatable, the halibut is a seller and there is practically no waste.

Trade In Boneless Cod.

The advance made in the science of fish curing, etc., has opened the door to the dealer in many respects, and right here one can point out as an example—the careful packing and high quality of boneless and skinless cod. Imagine the selling talk the dealer has for this line—"it's all pure fish flesh, no skin, no bone, all waste matter eliminated. It is made ready for use after passing through a number of processes, and after all is made from pure cod which every consumer knows from a nutritive standpoint."

Novel Display Suggestion.

An original idea which could be worked out to advantage in the grocery store, and which would undoubtedly attract trade is the following:—

Get fairly long glass case, watertight about three feet deep, and after filling up with water put two or three artificial fish, say mackerel or herring inside, keeping them in fixed position by a stiff wire fixed from bottom of the tank to their abdomen, but leaving same sufficiently loose at bottom clutch to allow of slight movement of the fish. Finally place a generous number of gold fish in tank which will swim around artificial fish and present a living appearance to the "dead ones."

Along the top of the tank which can be built stoutly enough, can be run a highly polished white marble slab on which can be arranged various lines of fresh, smoked and prepared fish.

That such a display would produce good results, no one can gainsay, because the novelty itself will draw the customer over, and then the salesman has an opportunity to work up some business.

Cool Season Will Help.

Now that the cold weather is coming there will be little difficulty experienced in handling fish and as demand can easily be created for it, every grocer should give it some attention. A number have sold considerable fish simply by using a show case outside the door. Samples of different varieties can be shown thus, while orders can be filled from the warehouse. The show case too gives the idea of cleanliness and quality attracts the best custom.

Canadians to-day are eating more fish than ever before. Somebody is reaping the benefit, and every retail grocer might just as well secure a share of this. It remains only to place in a stock and display or advertise it so that it will be sold. Compared with fresh meats, as intimated above, fish is a cheap food, and being wholesome as well presents strong reasons why it should be pushed.

OYSTER QUALITY IMPROVING.

Advices From New York Contain Good News For Oystermen and Retailers.

The oyster dealer as well as his customers will be glad to know that the quality of oysters is showing up much better than seemed likely at the beginning of the season. This news comes from New York. They have shown a wonderful growth of late.

Spawning Season Late.

For a time, early in the season, it was feared that oysters might not show the growth that is always looked for after spawning. Samples secured from the various beds did not show any betterment, something that is unusual. Skeptical ones predicted that this would be a poor one for the growers and shippers and that wholesalers and jobbers would also suffer. Time, however, has shown that the oyster industry is not only holding its own but it is making progress. The spawning season was late and because of unfavorable weather conditions the "set" was late in appearing.

When one takes these things into consideration it is not at all surprising that marketable oysters were tardy in showing that increase in fat, which gives them body. They are now doing so, and rapidly, too. Oysters are getting better every day and before another week has passed they will be in prime condition. This betterment of stock has already been noted by buyers. Already New York shippers are receiving car lot orders, something unusual so early in the year, still nevertheless desirable. It shows that oysters are really good and it will not be at all surprising that car lot shipments should greatly increase.

Good News for the Dealer.

These are facts which the retail dealer would do well to acquaint customers with. It will start the demand off to a more healthy stride.

MONEY IN ROASTING MACHINES.

Peanut Roasters and Pop Corn Poppers Show Splendid Percentages.

There are a number of retail grocers in Canada making good money out of peanut and pop-corn roasting machines, and there is no reason why more should not take advantage of this equipment to increase their profits. Now that the cold weather is coming along these lines will sell easily if they are where the people can purchase them.

Peanuts cost from 8, 10 to 12 cents a pound and sell usually at 5 cents a bag with four bags to a pound. Here are shown profits ranging from 40 to 60 per cent. on the turnover.

Raw popcorn costs around 4 or 5 cents per pound out of which can be got about eight five-cent bags of popped corn. Allowing say 5 cents per pound for butter and salt there is a profit shown of 75 per cent. on turnover.

There is no reason why the grocer cannot get a good share of the trade now almost exclusively in the hands of street peddlers. A roasting machine can be placed in the doorway and on a busy night would certainly be one of the best profit-paying equipments the dealer could have. The machines pay for themselves in a short time, and besides attract custom to the store maintaining them. They are therefore advertisements that draw trade just as does glass display in fixtures.

How Merchants Can Lower Egg Shrinkage

Shrinkage in Canada Now Amounts to About 17 Per Cent., Which Amount Goes to Waste—United States Government Believes That Merchants are the Men to Remedy the Evil—By Becoming Expert Candlers They Can Pay for Quality Received.

It has been estimated that 17 per cent. of the eggs sold in Canada are lost through shrinkage. In the United States the loss amounts to $45,000,000 annually as a result of improper handling. That the producer, the merchant who buys from the producer, the shipper, the commission house, the retailer who sells to the consumer and the consumer himself suffers on account of these losses, is evident.

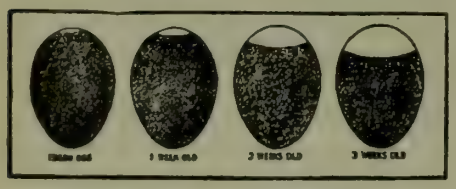
The enormous losses annually are attributed to small eggs, cracked and broken eggs, dirty, stale, hatched and rotten eggs.

The Department of Agriculture of the United States has taken this matter in hand and, a campaign of education is being waged to eliminate this loss.

Points Emphasized in Circular.

Seven fundamental points have been outlined in connection with this plea for better eggs and sent in circular form to shippers, producers and merchants. It reads as follows:

1. Encourage the production of large eggs. This can be accomplished by keeping pure bred "general purpose" breeds



Note the air spaces in these eggs. The size of these indicate the age.

of fowls, hatching only the eggs that weigh at least two ounces apiece and from only the most vigorous stock. A higher price for large than for small eggs will help along the argument.

2. Infertile eggs do not hatch, do not form blood rings and seldom form black rots. If the male birds are sold or penned up after June 1, the flock of hens will lay more eggs and they will be infertile.

3. A year-round observation of New York egg receipts showed that over 12 per cent. were dirty-shelled, and sold for a lower price on this account. You should buy these dirty eggs at a lower price, for you are paid less for them. If one nest is provided for each six hens, in a cool, dark place, kept clean and vermin free, dirty eggs will be reduced to a minimum.

4. More than ten per cent. of the eggs received in New York during the year are "seconds" because they are stale. Tell your egg men that gathering eggs every afternoon, or twice daily in hot or murky weather, keeping them in a cool, clean, dry place until marketed, and marketing at least once a week and more frequently in the summer time, will reduce the number of stale eggs greatly. Of course, stale eggs are worth less money than fresh eggs all along the line.

Eggs in the Stolen Nest.

5. Can you convince your trade that eggs from stolen nests and from incubators are never fit for sale? If the farmer thinks they are good reliable food, urge him to eat them at home. For, since the egg buyer can afford to pay more for large, clean, fresh, whole-shelled eggs, it is good business for the farmer to use small, dirty, cracked eggs at home.

6. Do you know how to candle eggs? If not, learn, and learn quickly. There is no other way by which you can determine the worth of what you are paying for. Having yourself learned how to grade eggs, show the merchants, peddlers and farmers in your neighborhood, by means of the candle, what kind of eggs they are bringing to you. Farmers are not scamps, nor egg buyers' angels. Show the farmer the kinds of eggs you cannot pay for and he will find a way to eliminate the bad egg and to make the good egg even better.

7. When first quality eggs come to your packing house, what means do you take to keep them so until they get to market? To build up and keep a good reputation for your output, you must grade carefully and uniformly; pack in good fillers, flats and cases, ship quickly and under good conditions. If you would be classed among up-to-date shippers, you must have mechanical refrigeration that the chilling of the egg may begin the minute you receive it. Candle in a room where the temperature does not go above 55 degress F. Ship chilled, in a good refrigerator car, in car lots. If you can not chill the eggs before shipping, use a refrigerator car, well iced, and ship only the minimum load, that the eggs may receive the benefit of the ice before the market is reached.

Candling School for Merchants.

An egg candling school was formed in Kansas to which merchants in different parts of the state were asked to come and investigate conditions themselves. Demonstrations were given by expert candlers which have set them a-thinking.

It is the purpose of the state authorities to eventually reach every merchant in the state. It is pointed out that although many merchants came long distances to attend the instructions, that better results will be achieved if an egg candling car could be equipped and in that way touch all of the small towns which it is desirable that the campaign include. This plan, it is said, is likely to be adopted next year.

The candling of all eggs received in the store is the purpose of the campaign. It is pointed out that then the merchant will pay the farmer two prices for eggs. A higher price for the first-class eggs and a price from two to three cents per dozen less for the second-class eggs. In the candling process the bad eggs will be returned to the farmer. Another

This illustration shows the character of an egg by means of the candler.

purpose of the educational campaign is to show merchants what first- class eggs look like.

The proper candling of eggs is a matter that should be taken up by every merchant in Canada. On this page are a couple of illustrations showing how the ages and conditions of eggs are detected by means of candling. If the merchant has a candling system in his warehouse, where all eggs that come in from farmers can be tested, a great work could be done in eliminating the shrinkage.

Produce & Provisions

Opinions Differ on Future of Butter

There is a Feeling, However, That Prices Will Ease Under Big Fall Make—Factories Will be Turning From Cheese to Butter—Beginning to Change Already—Egg Receipts Falling off But Quality is Improved—Hogs Did Not Hold Top Price.

It is said that this would be a funny world if every one held the same opinion. It certainly would make the butter market much less interesting than it is at the present time. Just now there is a great deal of speculation regarding the probable trend of butter during the fall and winter. The wide differences of opinion at the moment show that it is by no means a settled question.

On the whole there is a steady feeling at present time. At some centres there is a firmness that may develop into higher figures. However, in many quarters there is a feeling that with factories shortly turning from the production of cheese to that of butter that we should have a big fall make of the latter article and that this should result in an easier tendency. The usual time for the change from cheese to butter is around Nov. 1, but a number of factories have already changed over. As cheese has taken an easier turn, they believe it more profitable to make butter.

One of the big factors that should be taken into consideration in sizing up the situation is the amount of butter in storage in Canada. This is something that can scarcely be arrived at. It is acknowledged to be fairly large. Montreal is holding a good deal for western account. Chicago had storage holdings of 60 million pounds on Oct. 1. As this is eight millions more than a year ago, one house refers to it as a bearish factor. Another house points out that the increase is not as great as that shown on Sept. 1. Thus is shown the difficulty of sizing up the situation.

The cooler weather is beneficial to the egg business in one way and in another it is not. There is no denying that it is giving us hen fruit of a more desirable quality but on the other hand, it appears to be making the hen less industrious. At least, receipts are falling off and storage stocks may have to be called to the rescue soon at some centres. In Canada as with butter, we have no record of storage stocks. Holdings in Chicago as reported on Oct. 1 by 40 houses was 283,900 cases in excess of a year ago.

Hogs did not maintain the record established during the early part of last week which was not far below the high point of 1910. The high price brought a more liberal supply of the porkers to market and prices accordingly weakened. In past few years it has been usual for hog values to fall off sometime during the fall and in certain quarters history is expected to repeat itself, at least to some degree.

MONTREAL.

PROVISIONS.—There is a steady demand for all lines at unchanged prices, but smoked and cured meats are most inquired after, the volume of business passing being heavier than earlier in the season. Lard is firm at prices quoted.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16¼
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10⅜
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14⅝
Cases, tins, each 3 lbs., per lb.	0 14¾
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb	0 10
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	19 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14

BUTTER,—Butter is firm under heavy demand and an increase in price would not come as a surprise as supplies are short and have been for some time, shipments from the country points dropping off as is customary at this time of the year.

Creamery blocks	0 30
Dairy tubs, lb.	0 26

EGGS.—Supplies coming forward just now are much smaller than they have been during any previous period with the result that prices are on the upward move and it looks as if new laids will reach a record price this fall. As it is the level at present is pretty high.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY. — There is no improvement in the demand this week though a fairly good volume of business is passing. Turkeys are firm at prices quoted, though it is likely that some concessions would be made in other lines.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 22 0 24
Chickens, per lb.	0 18 0 22
Fiwls, per lb.	0 15 0 16
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS.—The upward trend of live hogs which has been so marked for some time has at least come to a halt, and as a result the feeling in pork products is not so firm. Not that the situation can be said to be easy for this is not the case, but the same degree of strength is not apparent as last week. This will mean several firms have made no change in quotations which is rather unusual when compared with past month. There is a firmer feeling noted in short cut pork, however by one house which is quoting up to $26 per barrel. Taken as a whole, however, the market can be said to have probably reached the top.

During past weeks hogs have been up and down but on the whole show a net

loss. Deliveries have become freer. "They need to," said one man. "We have to have the hogs to get the products."

Smoked Meats—		
Light hams, per lb.	0 17½	0 [illegible]
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	25 00	26 00
Cooked hams	0 25	0 26
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	....	0 10
Live hogs, local	....	8 35
Live hogs, at country points	....	8 05
Dressed hogs	12 00	12 50

BUTTER. — As far as quotations go there is no change in butter. There is a fair volume coming along at unchanged figures. While the feeling in Montreal at present is firm, there are not a few local men who expect an easier turn here before a great while, when factories begin to change from cheese to butter. This is generally around Nov. 1, but we hear a couple have already made the change finding butter more profitable. It is hard to tell how much butter is held in storage here but wholesalers apparently feel the total is fairly large.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 27	0 28
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Egg prices show no change. Last week's warmer weather stimulated production to some extent but of late receipts have on the whole been showing a falling off and it was feared that if they continue to drop away at the same rate that storage stocks would shortly have to be called into service.

A feature of satisfaction is the better quality stock which has been coming along this month, showing an improvement over September.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE.—Production of cheese has been quite appreciable and market shows an easier tendency. A peculiar incident is that country boards in Western Ontario were ¼c. or more above eastern. "Just a case of nerve on part of buyers," was the way one man accounted for the difference. Most factories change from cheese to butter about Nov. 1, but some are already doing so, induced by higher prices of latter product.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—An easier feeling again marks the poultry market and lower prices are being paid for live poultry. Most of the goods are now going into storage. Demand for dressed is slack. There will be an enlivened demand for fresh dressed, especially turkeys around Thanksgiving.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 12
Spring ducks	0 10	0 11
Old fowl	0 08	0 09
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—This cooler weather is better for sale of honey and some dealers are pushing it to good advantage. There is no change in market situation.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS. — There is no new feature to report this week. Butter and cured meats are generally steady. Eggs firm and scarce. Butter is unchanged but stocks are low and everything points to higher prices.

Lard, tierces	....	0 14½
3 lb. tins, cases	....	9 25
5 lb. tins, cases	....	9 15
10 lb. tins, cases	....	9 10
20 lb. pails	....	3 00
50 lb. tubs	....	7 30
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 15
Short clear	....	0 15
Shoulders	....	0 15¼
Bacon	0 21	0 22
Cheese—		
Ontario large	....	0 16
Ontario twins	....	0 16¼
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0.30	0 32
Dairy	0 20	0 24
Eggs, fresh laid, Manitoba	0 25	0 26

Poor and Effective Provision Displays

Winnipeg Grocer Shows the Difference—His Displays Appeal to the Palate—Showing a Whole Ham too Prosaic, He Claims—Prefers to Cut it and Place on Platter With Some Greens.

There is a great deal in knowing how to display an article properly. Display begets purchases but we have all had the fact demonstrated to us that there can be a big difference in the manner in which an article is shown.

For instance, two men may take the same goods and place them in similar windows but the resulting displays may differ as widely as day and night. One will appeal in such a manner as to create sales. The other will fail to arouse interest. It depends not so much on the goods shown as how they are shown.

Difference in Housewives' Tastes.

This is particularly true in the case of meats and provisions. For instance, you have seen two housewives prepare a platter of meat for the table. One will be so tastily arranged as to at once appeal to the appetite while the other will fail in this respect. So it is with meats shown in the grocery store. Proper display will get business where careless and untidy arrangement would not. Therefore the keynote in display to be observed by the dealer is absolute cleanliness, as well as neat and tidy arrangement. These are essential.

Winnipeg Dealer's Opinions.

There is a certain Winnipeg grocer who is particularly strong on the value of proper display. "I always try to display a piece of ham or bacon in such a manner that it will fairly make the customer's mouth water for a meal off that particular piece," he said recently. "That is the way to appeal to your customers in order to make sales, in my opinion. Attractive presentation so as to appeal to the eye and palate of the public is the big asset in promoting the sale of provisions."

The first thing is that it be displayed prominently, and therefore it is wise to have the provision counter situated where the goods will constantly be under the customer's eye. Always arrange the goods so that customers will be impressed and if they do not buy at the time. it may pave the way for purchases at some future time.

The Too-Matter-of-Fact Display.

"The appearance of a plain whole ham or roll on a counter or in the window," says this Winnipeg dealer, "does not particularly appeal to a customer's appetite. It might make a sale if the customer had intended to purchase, but the idea of the dealer is to appeal to the customer's appetite in such a way as to make the desire so strong that he or she will purchase. Now, instead of showing a whole ham or roll on the counter, I cut it in two, lay the two pieces on a platter; place some lettuce or other greens alongside and it presents a very appetizing appearance."

Green Decorations Help.

This is a good idea as everyone knows how appetizing the juicy end of a cut ham looks. The use of greens assists materially in adding attractiveness. We all have evidence of this in a platter of meat prepared for the table with the aid of greens.

Willie—Say, paw, what's the first maxim a business man should learn.

Paw—That mailing bills ain't collecting money.

The Ingersoll Packing Company, Limited

"BEAVER BRAND" PORK PRODUCTS

"CANADA APPROVED"

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

"Beaver Brand" Ingersoll Hams and Bacon

Though "Beaver Brand" Ingersoll Hams and Bacon cost a trifle more, there is a safe-guard in that trifle that is worth hundreds of dollars to the dealer outside the actual ham and bacon sales.

"Beaver Brand" products represent the finest selected hams and sides of bacon, **guaranteed sugar cured** and of uniform quality, and bear the Government mark "Canada Approved." They satisfy the trade worth satisfying—the trade that brings you dollars. Give them a trial.

Ingersoll Cream Cheese Spreads Like Butter

Every day brings new successes for the Ingersoll Cream Cheese. Grocers everywhere are daily increasing their sales of this popular brand because of its distinct flavor and its creamy consistency. (It truly spreads like butter). These features, along with the popular price, are fast winning first place for Ingersoll Cream Cheese.

The Ingersoll Packing Company, Limited

PORK PACKERS

Ingersoll **Ontario** **Canada**

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 10
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNEDS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 00
Raspberry	2 00
Black currant	2 00
Red currant	1 85
Peach	1 85
Pear	1 85
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins.. per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb.. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5, cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss.	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.	Per Case
Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each, 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3.90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case)	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)..	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

GUNNS QUALITY MAPLE LEAF BREAKFAST BACON

APPETIZING AND SATISFYING

Selected from choice, well nourished young pigs, in perfect condition. Each piece square trimmed and nicely streaked with lean. Cured in its own juices in hermetically sealed boxes, which gives it a most delicious flavor impossible to produce in the old way. No breakfast complete without it. Fried to a delicate brown and served crisp with Gunns Quality Marked Eggs makes a dish that will arouse and satisfy any palate. Specify Maple Leaf brand when ordering. It will help to build up your provision department.

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO, - - - ONTARIO

F. W. FEARMAN CO.
Limited
HAMILTON

For nearly sixty years we have been curing Bacon at Hamilton, Ontario. To-day our trade extends from St. John's, Newfoundland, to Vancouver, B.C., and in all this vast territory there is no finer product than Fearman's "Star Brand" Breakfast Bacon.

If you have not tried this in your provision department, send us a sample order, and we know you and your customers will be pleased with the result.

All meats cured under Government inspection.

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	7 00
32 oz. (all flavors) doz. ...	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	20 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
¼-gal. 48s sq.	17 00
¼-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK COMPANY.

Tierces, lb.	0 10½
Tubs, 60 lbs.	0 10¾
Pails, 20 lbs.	0 11
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to cs....	0 11⅛
Cases, 5 lbs., 12 to cs....	0 11⅜
Cases, 10 lbs., 6 to cs....	0 11¼

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4 80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz...	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz...	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz..	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross...	12 00
Straw hat polish, per gr...	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

TORONTO, ONT. MONTREAL, QUE.

PETERBORO, ONT.

HULL, P.Q. BRANTFORD, ONT.

MATTHEWS-LAING Limited

Pork and Beef Packers

Exporters and Provisioners

HEAD OFFICE

TORONTO, ONTARIO

Pork and Beef Products in Car Loads or any desired quantities shipped to all parts of Canada.

Consolidation of the following firms:—

THE PARK-BLACKWELL CO., Limited, - - Toronto, Ont.
THE PARK-BLACKWELL CO., Limited, - Sydney, C.B.
LAING PACKING & PROVISION CO., Limited, Montreal, P.Q.
GEO. MATTHEWS CO., Limited - - - Hull, P.Q.
GEO. MATTHEWS CO., Limited - - Peterboro, Ont.
GEO. MATTHEWS CO., Limited - - Brantford, Ont.

The Management of each plant continues the same.

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 55
5-lb. tins, 1 doz. in case...	2 90
10-lb. tins, ½ doz. in case.	2 80
20-lb. tins, ¼ doz. in case.	2 75
Barrels, 700 lbs.	3½
Half barrels, 350	3¾
Quarter barrels, 175	4
Pails, 38½	1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 90
5-lb. tins, 1 doz. in case...	3 25
10-lb. tins, ½ doz. in case.	3 15
20-lb. tins, ¼ doz in case.	3 10

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).

2's—2 doz. to case, per doz.	0 93
3's—2 doz. to case	1 45

Winnipeg.

2's—Tins, 2 doz. cases, per doz.	1 20
3's—Tins, 2 doz. cases, per doz.	1 75
5's—Tins, 1 doz. cases, per doz.	3 20
10's—Tins, ½ doz. cases, per doz.	5 30
20's—Tins, ¼ doz. cases, per doz.	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz....	1 35
3's, 2 doz. case, per doz....	1 95
5's, 1 doz. case, per doz....	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz....	1 60
3's, 2 doz. case, per doz....	2 35
5's, 1 doz. case, per doz....	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case.	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Canned Vegetables

With Corn and Tomatoes it is now entirely a weather market. The reports are that if we get no frost for the balance of the month there will be a fairly good pack of both these staples. In the meantime there is not much business doing at firm prices, waiting is the order of the day.

Salmon

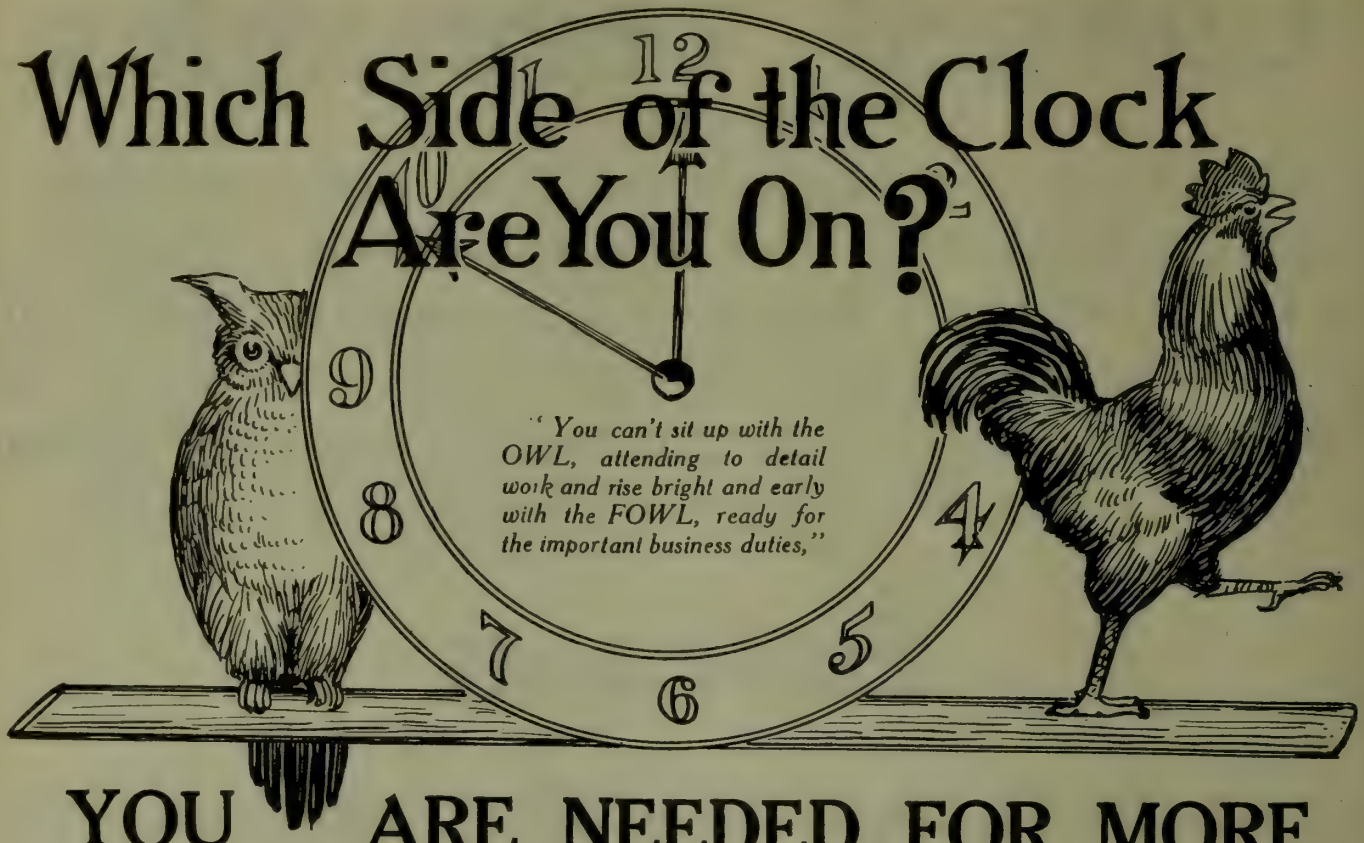
We are doing an extraordinary business in the Nansen one pound flat pinks which we are selling at one dollar per dozen. The quality is really marvellous for the money and many buyers who have had deliveries and examined it have re-ordered extra supplies. You who have had some, look into it at once; those who have not had any, order a sample lot also at once, and get some of the best value in salmon that has been put out in this market for many a year. We sell it as pink but it's as good as a great many brands that are sold as reds.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Which Side of the Clock Are You On?


" You can't sit up with the OWL, attending to detail work and rise bright and early with the FOWL, ready for the important business duties,"

YOU ARE NEEDED FOR MORE IMPORTANT WORK

Your time and energies are too valuable to use in attending to the necessary (?) evil—books, keeping tab on your charge accounts, and the hundreds of detail duties which come up every day in any business, no matter how small.

Your best efforts are needed in business hours in attending to the more important duties, such as buying, selling, etc., and your health is too precious to spend your evenings in drudging over detail work.

Let the McCaskey Register attend to details

McCaskey Register Closed

—the keeping of accounts, keeping tab on "bad pays," keeping "good pays" straight, etc.

The initial cost is moderate, the cost of operating is little, but the earnings are tremendous. It will pay you to look into this. Drop us a card and let us demonstrate the McCASKEY SYSTEM.

DOMINION REGISTER CO., LIMITED

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

Elgin Brand

Lard that Satisfies

must conform to a severe test by the housewife. Every known means of testing quality has been applied to the Elgin Brand, and it has made itself solid with hundreds of users—that you can have as satisfied customers if you stock it.

Put up in prints, tins, pails and tubs.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Pork, Pork Products and Beef, Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

WHYTE'S
TRADE MARK

The name with quality behind it

Throughout the trade the name "Whyte" associated with provisions means best quality—and purity as well as liberal profits. In stocking

WHYTE'S

Hams
Bacon
Lard
Butter
Eggs
Cheese

you are guaranteeing your patrons the best possible at any price—you are ensuring yourself a sure turnover at large profits. We are noted for our attention to the smallest details in manufacturing these articles, which are, though small, very important.

Write for our price list to-day.

THE

Whyte Packing Co.

LIMITED

Stratford, Ont. Montreal, Que.

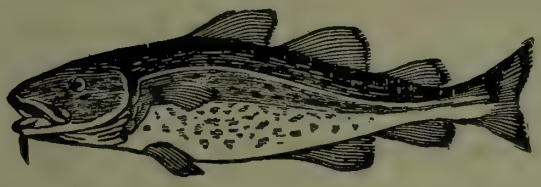
WHYTE'S
TRADE MARK

Persistent, forceful attractive advertising led the people of Canada to try COWAN'S PERFECTION COCOA. Its perfect purity and delicious flavor have made them all regular users.

The result is that COWAN'S PERFECTION COCOA is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

THE COWAN CO.
LIMITED
TORONTO, - CANADA

FISH



NOW and ALWAYS
Watch Results

Boneless Fish

Canada Tablet
20 1-lb. Tablets

Canada Crate
12 2-lb. boxes

Canada Strip
30 lb. boxes

Atlantic Special
20 lbs., 1-lb. and 2-lb. blocks

Mariner Brand
25 lbs., bulk

Cod Bits, 25 lbs.

OCEAN BRAND
IS

Pure Quality Satisfying

That's All

Get It?

Skinless Fish

EASTERN FIFTIES
50 lb. boxes

EASTERN HUNDREDS
100 lb. boxes

Quality Absolutely Beyond Dispute

"Canada"
(BRAND)
Pure Boneless Cod

is one of the quickest sellers you have ever handled, and is one of the few lines in which you have not to tie up any capital. Place a small supply on the counter in the morning and it is gone at night. You have your profit in your pocket immediately. Furthermore, the high cost of living opens the way for a big fish trade. Why not get to business right away and make room for some of our goods—the finest in the land?

Big Sellers

"OCEAN" BRAND

Haddies

Kippers

Bloaters

Boutlier's Fillets

WRITE TO-DAY AND LET US TALK TO YOU

North Atlantic Fisheries Limited
Successors to Halifax Cold Storage Limited

Selling Branch - 47 William St., Montreal

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays, 175
Shipping Office, - 79
Evaporator, - - 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

The Probs:

THE probabilities are that again this year the Ripest and Best, New Messina Lemons will be

"St. Nicholas"
"Home Guard"

Order them from your wholesaler.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Toffee

Everton Toffee, Rex Toffee, Butterscotch, Walnut Bars, Almond Bars, Buttered Almonds in 4-lb tins and 7-lb. bottles.

These are goods for the better-class trade and are extremely popular wherever they are sold. You will find them worth stocking, as they sell rapidly and give a good profit. We also manufacture a cheaper quality.

Prices and samples on application to

HENRY THORNE & CO., Ltd.

The Cocoa Works

LEEDS, ENGLAND

HOUSEWIVES' FAVORITE

WHITE DOVE

Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey

MONTREAL, QUE.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

OYSTERS

We are again handling those celebrated Oysters put up by H. C. Rowe & Co., of New Haven. These oysters are always the same—large, fat, solid meats, with a most delicious flavor.

Handle Rowe's and watch your oyster trade increase.

We can also supply you with very attractive display cases.

Finnan Haddie and Ciscoes

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

"ATORA" Beef Suet

Ready SHREDDED for Puddings and Pastry.—In BLOCKS for Frying, Cooking, and all purposes.
NO CHOPPING. NO WASTE. ALWAYS READY FOR USE.

"Atora" is fresh beef suet rendered and refined, free from tissue and moisture, and is the most digestible and wholesome of all fats—1 lb. goes nearly as far as 2 lbs. of raw suet or butter.

For Puddings, Mince Meat, Pie Crust.

Shredded "ATORA"

is all ready to mix with the flour.

HUGON'S
REFINED BEEF SUET
"ATORA" BRAND
Supersedes Raw Suet, Lard and Butter For Mincemeat, Puddings, Cakes Pie Crust and Frying.

For frying your fish use **"Atora" in Blocks.** It will be a revelation to you how sweet and crisp your fish will be. It does not soak into the article fried, and does not repeat and cause heartburn.

For prices and samples write to

HUGON & CO.,

LIMITED,

Pendleton, Manchester, England

15 Prize Medals awarded

THE HIGH COST OF LIVING

Makes **LARGE FISH TRADE** Sure

FRESH FISH AND OYSTERS OUR SPECIALTIES

OYSTERS IN BULK

Our Leaders:

Haddies,
Fillets,
Kippers,
Bloaters.

Here's a Pointer for You

Best Sellers:

Boneless
and
Prepared Fish
of all kinds.

OYSTERS IN SHELL

Service:—Fresh and smoked fish received daily from our own fisheries. All stock handled in our new cold storage plant.

Attention:—Five long distance Telephones.

Satisfaction:—All goods carefully examined before shipment.

Have Your Name Added To Our Regular Mailing Price List.

ADDRESS:

LEONARD BROS:—20, 22, 24, 26 Youville Square, near Customs House, Montreal.

BRANCHES:—St. John, N. B., Westport, N.S., Grand River, Gaspe, P. Q.

LEONARD BROS.

EFFICIENCY IN DELIVERY

Eggs delivered in the SELF-LOCKING CARTON ensure neatness in dispatch, accuracy and promptness in delivery. More than this, when the dealer is once known by his patrons to parcel his orders for eggs in a SELF-LOCKING CARTON, customers will be more inclined to carry them—thereby saving trips of delivery. EGGS ARE EXPENSIVE — BROKEN EGGS ARE A LOSS.

SELF-LOCKING CARTONS are not only an economy, but a necessity. Made of heaviest Manilla paper, no staples or hooks, so simple in construction that a child can fill them. It is the only ventilated carton; can be placed in the refrigerator with every assurance of the eggs keeping fresh.

They increase the sales, not only of eggs, but of every other up-to-date article.

Self-Locking Carton Co.
(Incorporated)
507-509 S. Clinton St., Chicago, Ill.

BRUNSWICK BRAND

YOU CAN WIN a larger and more profitable fish trade if you stock and recommend "BRUNSWICK BRAND." The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

1/4 OIL SARDINES	KIPPERED HERRING
3/4 MUSTARD SARDINES	HERRING IN TOMATO SAUCE
FINNAN HADDIES (Both Oval and Round Tins	CLAMS SCALLOPS

CONNORS BROS., Limited

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

"KING OSCAR" BRAND

SARDINES

By Special royal permission.

are highest quality, uniform size sardines, packed in finest pure Olive Oil in solderless can. These are the sardines that made Stavanger famous. They are appreciated by your fastidious patrons, and are a high grade staple which you should introduce and recommend to your customers. "King Oscar" Sardines are widely advertised on billboards, newspapers, etc., throughout Canada, and are well introduced, so far as publicity goes — it's up to you, Mr. Dealer, to back them up with your selling powers and then you will be a big winner. Packed by Chr. Bjelland & Co., Norway.

CANADIAN AGENTS
J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS :— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

JAMES DOME BLACK LEAD

Pays Good Profit
Sells Well

The best
Stove Polish
to handle.
Makes no dust

Gives a lasting Brilliant Polish

PURITY

is the first essential in food. CLARK'S PORK AND BEANS contain nothing but the purest of ingredients and the finest grade of Beans.

QUALITY

naturally follows purity, but the CLARK METHOD of preparation and the Clark experience ensure a QUALITY which is unequalled.

Clark's Pork and Beans

To the Grocer an important factor is publicity. Clark's advertising is extensive, well distributed and keeps the public well in touch. CLARK'S PORK AND BEANS have the

Selling power in the goods means turnover and TURNOVER means PROFIT. How many MORE of Clark's do you sell than of other brands? Which gives you, in the end, the largest

SELLING POWER

PROFIT

Let Your Experience Guide You

W. CLARK, :-: MONTREAL

Japan Teas

FURUYA & NISHIMURA

Your customers are buying H.P.—SOMEWHERE

It's a short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business. Try a bottle on your own table and you will see why it's selling so freely.

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

Retails, 6 for 25c.

The Royal Crown Way

HITS THE SPOT EVERY TIME

The soap that makes satisfied customers and gives the merchant a good profit. **Try Our Contract System.**

6 cases for $15.00 Winnipeg.

ROYAL CROWN CLEANSER. The handy fellow. Every **housekeeper** should have Cleanser. **Ask the Travellers.**

Why pay more for Naptha Soap when you can buy Royal Crown Naptha at $4.00 per Case 100

Bars, counts as F.O.B: Winnipeg on your Royal Crown Contract.

Here we are price and quality, 5 cases at $3.25 F.O.B. Winnipeg. Retails at 10c.

The mechanics all like and use Levita, Mechanic's Tar, Coco Pumice, Royal Crown Hand Cleaner, in Tins only.

The Famous Toilet Soap

1 dozen free with a Gross order.

Richly Perfumed, Medicated, Assorted, with our Nursery Toilet Soap if desired.

THE ROYAL CROWN SOAPS, Limited

Winnipeg, Canada

Leads the way.

5 cases 3's, 1 case Sodaline 1's. $25.00 delivered. Note the Profit.

Your customers will appreciate our Premium Department and increase your trade.

The great Water Softener.

Wanted

CLERKS

We want the names of grocery Clerks who are ambitious to promote the interests of their employers and at the same time benefit themselves.

Send at once for our

SPECIAL OFFER

Address

FREDERICK E. ROBSON & CO.
AGENTS FOR
SYMINGTON'S SOUPS

KIT
COFFEE
"Perfectly simple to make
Simply perfect when made"

"MONEY MAKING"

¶ Select a line that not only shows you a good margin of profit but one that brings repeat business and that is why descriminating buyers are ordering "KIT" Coffee Essence

---Send for a Sample---

KIT COFFEE CO. **GOVAN, GLASGOW**

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. **TORONTO**

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

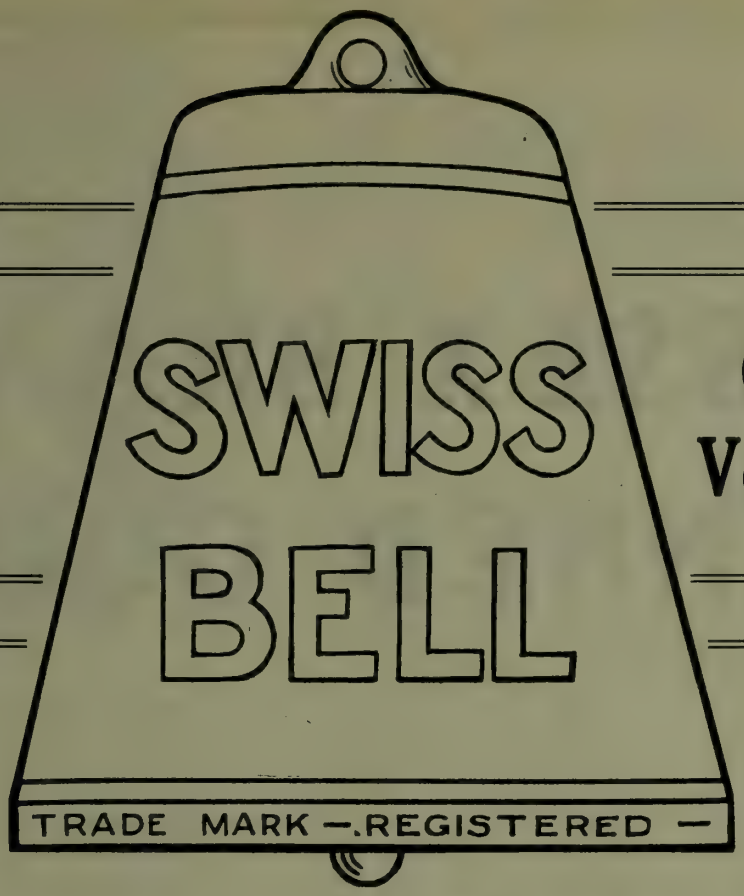
More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon



Canned Fruits

Canned Vegetables

Canned Goods, Jams and Jellies

Our New Factory is One of the Largest and Most Sanitary Plants in America

VISITORS WELCOME

The finest varieties of fruits and vegetables are grown in the Niagara Peninsula—"Canada's Garden." Our farms, aggregating one thousand acres, are located in the very heart of this fruit and vegetable section, and our factories are in connection with the farms, so that "SWISS BELL" Canned Goods, Jams and Jellies are made from the choicest ripe fruit and vegetables, fresh from the orchards.

WRITE US FOR OUR WEEKLY QUOTATIONS ON FRESH FRUITS.

Bell Fruit Farms, Limited

GRIMSBY, ONT.

"ESSEX BRAND" CANNED GOODS

"THE BEST EVER"

Packed by

The Essex Canning & Preserving Co, Limited

ESSEX, ONTARIO

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FACTORY AT HAMILTON

EDMUNDS & RICHELIEU'S

CHUTNEYS

AND

CURRY POWDER

THE DELICIOUS CONDIMENTS THAT ADD ZEST TO A MEAL

Our goods are the embodiment of perfection and the kind which build a reputation for quality for any house that handles them.

DURING THE PAST THIRTY YEARS THEY HAVE GAINED

OVER 100 GOLD MEDALS AND AWARDS

for PURITY and EXCELLENCE

AT THE WORLD'S GREAT EXHIBITIONS

Send your order for these profit-earning lines to the CANADIAN DISTRIBUTORS

W. G. PATRICK & CO.

TORONTO, MONTREAL
WINNIPEG, VANCOUVER

THE

EDMUNDS & RICHELIEU

COMESTIBLE COMPANY, LTD.

EMPRESS WORKS,
LONDON, ENGLAND

Dinah and Her Jell-O Dessert

Dinah doesn't make Jell-O desserts because they are "easy", as many less competent cooks do, but because they are good. With all her experience and skill, she couldn't make anything finer than that splendid Peach Jell-O dessert —and she made it in a "jiffy".

JELL-O

makes it easy to serve good things on the table with little expense and no work, and your women customers are discovering this fact.

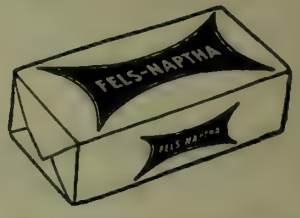
With a good demand and a good profit for you, Jell-O must be on your "gilt-edge" list.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Printer's ink is unquestionably an excellent advertising medium. But it is well to remember that no amount of it can take the place of Merit.

The success of Fels-Naptha soap is based on genuine value. Back of all our advertising is the fact that Fels-Naptha really saves women heaps of work on washday; and on other days.



Agents Wanted

"Auto Roach" is causing a dreadful epidemic among the bug community

They're dying off in millions, in fact Montreal insect community is threatened with total annihilation. The fact is—Auto Roach has appeared in their midst.

Start Auto Roach on the war path in your factory. Write

AUTO ROACH KILLER COMPANY, MONTREAL

Agents Wanted

Earning Profits.

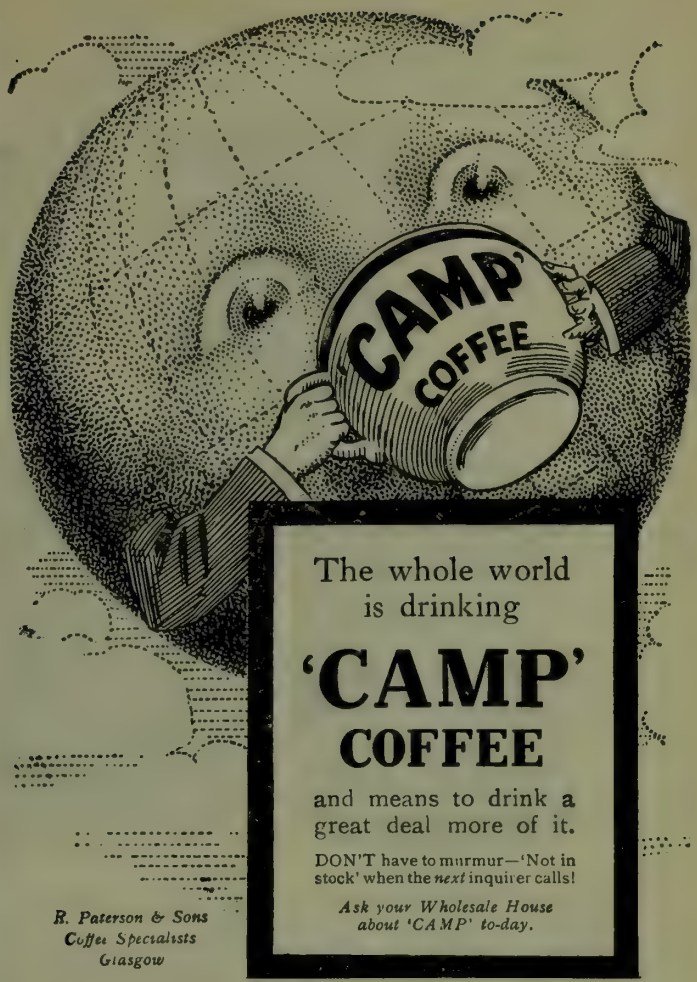
There is actual profit on every "GIPSY" sale generous enough to make it "worth while." Add the progressively popular character, its quality of attracting the right sort of custom, and you have three sound reasons for stocking

GIPSY STOVE GLOSS

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO

F. E. ROBSON & CO., 25 Front St. East,
TORONTO.



The whole world is drinking

'CAMP' COFFEE

and means to drink a great deal more of it.

DON'T have to murmur—'Not in stock' when the *next* inquirer calls!

Ask your Wholesale House about 'CAMP' to-day.

R. Paterson & Sons
Coffee Specialists
Glasgow

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

SOCLEAN

(The Original Dustless Sweeping Compound)

MORE PROFIT TO THE DEALER

Soclean pays a liberal profit at every sale, and it has proven a repeating seller and trade winner everywhere. Are you in on this profit producing line? Display it, introduce it, and you will be the gainer.

MORE VALUE TO THE CUSTOMER

We could not improve the quality, so we improved the quantity. The 25c package has been enlarged and the 50c and $1.00 packages have been reduced to 40c and 75c respectively. Your patrons appreciate the merits of Soclean, they will appreciate these values.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCLKING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

Sanitary Cans

No Acid

No Solder

Prospector's Brand TOMATOES

Ask your jobber for this famous Canadian Brand of Tomatoes, known throughout the trade for its high grade quality. Finest selected tomatoes only are used and are packed carefully in sanitary cans, without acid or solder.

Write to your nearest jobber for your requirements.

NORTHPORT Canning Factory

NORTHPORT, ONTARIO
Prince Edward County

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits:—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

You have a tobacco department! If not, have one and get your share of the profits in this line; but handle brands which are well known, advertised, and of A1 quality, such as

MEERSCHAUM

CUT PLUG

Smoking Tobacco

An absolutely pure smoking tobacco, natural and unflavored — a quality which pipe smokers demand.

Meerschaum is an exceptionally good seller. Stock it at once and watch your profits grow.

Show Meerschaum in your show case.

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
Montreal, Canada

Place Your Orders Now For

"MASTER MASON" Smoking	"KING GEORGE'S NAVY" Chewing Plug	"ROSE QUESNEL" Smoking

TOBACCOS

The three lines that are becoming more popular every day because of their undeniable quality. Owing to the rapid increase in the sales of these tobaccos we were, last year, unable to give the service in prompt delivery that we always aim at. If your orders are placed early you are assured of the best possible delivery.

Place MINING AND LUMBER CAMP ORDERS as early as possible

These tobaccos have an especially large sale in mining and lumber camps, and to ensure your getting your supply early we would advise you to place your fall orders at the earliest possible date. "Rose Quesnel" Smoking and "King George's Navy" chewing tobaccos are favorites with this trade. Send in your order to-day.

The Rock City Tobacco Co., Limited

QUEBEC WINNIPEG

Paterson's Worcestershire Sauce

sells quickly and repeatedly, pays good profit and satisfies the customers. It has that piquant deliciousness that adds zest to the appetite. Made in Scotland, under the best factory conditions.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Corlstine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N. S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

The F. F. DALLEY CO.

LIMITED

Hamilton, Canada — Buffalo, U.S.A.

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

Flour Pork Grain
Smoked Meats
General Provisions
Hay and Oats
also
"International Fertilizers"
the best land feeder
also all kinds of Field Seeds
GEO. TANGUAY,
Lower Town QUEBEC
Warehouse; 33, 34, 35, 36 St. Andrews

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.
Genuine Caviare, Anchovies in Brine,
IN TINS AND GLASSES.
Sold by all High-class Provision Dealers.
C. F. STUHR & CO., HAMBURG

We Can
place your goods on this market. No doubt about it. But we only want high class lines. Have no time to waste with second-rate propositions.

Quebec City
is wealthy. There's business here for every manufacturer of good goods. Write us.

WE HUSTLE AND PRODUCE

Alfred T. Tanguay & Co.
Commission Merchants and Brokers
QUEBEC

We Specialise in Corn and Beans

Quebec Grain Market
Ship or Consign
To the Man on the Spot
Your:
Canada Western Oats and Barley, Ontario Oats, Barley, Beans, Boiling Peas.
Will Buy or Sell For Your Account.
Brokerage Moderate.
ELZEBERT TURGEON
Commission Merchant - Quebec.
Selling Agent for:
Maple Leaf Milling Co., Ltd., Toronto.
Gunns Limited, West Toronto.

R.F. Cream & Co.
LIMITED.
GENERAL BROKERS AND COMMISSION MERCHANTS
Flour, Grain, Provisions, Teas, and General Groceries
83 DALHOUSIE ST.
QUEBEC, P.Q.

Whether you are buyers or sellers of
Butter, Cheese, Eggs or Bacon
NOW IS THE TIME
Communicate with us. It will pay you.
The old and reliable firm
EMOND & COTE
Quebec

Frequency of Sailings
Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.
For further particulars apply to
PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Not a Substitute
MAPLEINE
Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.
Order of your jobber, or
Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE, - WASH.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager Western Canada
TORONTO

Have you got your hand
tight on all your money? If you are owed here and there, well, you are simply losing some of your profit.
LET US COLLECT YOUR BILLS
We have the organization. We can reduce your "Bad Business" account to an insignificant figure. Just send us particulars, we'll soon send you the money.
No Collection No Charge
The NAGLE MERCANTILE AGENCY, Westmount, Q.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

I have ready for shipping three car loads of imported
HAND PICKED WHITE PEA BEANS
In 220 lb. sacks. For price on quantity required write, wire or phone
NORMAN D. McPHIE
Wholesale Grocery Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

When you want the best goods and lowest quotations on the following, write or wire us.—
Currants, Salmon, Evaporated Apples, White Beans, and Canned Goods.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W.G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

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H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
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First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

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(Continued.)

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Brokers and Commission Merchants, Manufacturers' and Millers' Agents,

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Domestic and Foreign Agencies Solicited.

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T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L.H. MAJOR and J. SOUBLIERE, Limited

Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by a gravity—no perforation of bags necessary. Handy, Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & JWARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
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LEITCH ANCHOR BRAND OAK LAKE

A Good Resolve

Anchor Brand Flour

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

11

Buyers' Guide

PIPES, TOBACCOS

All grades carried.

CANADIAN LEAF A SPECIALTY.

J. A. FOREST - - - MONTREAL.

VOL-PEEK

adds new life to old pots and pans, etc. Each mend only costs 2 cents. 100% profit. Big seller. Jobbers, write for discounts.

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STORE FIXTURES

Nothing like a fine, attractive showcase in the store.

We Can Please You.

Years of experience has made us capable.

S. MEUNIER & FILS, Maisonneuve, P.Q.

Goods Highest Quality Price Always Right

That's Our Policy.

COUVRETTE & SAURIOL

Wholesale Grocers - - - Montreal.

TURKISH DELIGHT AND CHOCOLATES

The very best that can be produced. Delicious confections that sell. Write

ORIENTAL PRODUCE CO., MONTREAL

Ontario Agents:

MacLaren Imp. Cheese Co., Ltd., Toronto.

STILTONS

ENGLISH STILTON CHEESE

From Prize Dairies

Rich, Ripe and Blue.

Write

A. C. CHAPMAN, Direct Importer,

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STORES FOR SALE, ETC.

V. DE LA RONDE,

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OLYMPIA AND BEN BEY

CIGARS

Give the proper smoke.

Ed. Youngheart & Co.,
Montreal, P.Q.

AETNA BISCUIT CO.

Limited

MONTREAL

Are the people for High-class Biscuits and Confectionery.

COON SHOE POLISH
FAVORITE STOVE POLISH
UNCLE SAM DRESSING.

You may carry the "other fellow's" goods, but sooner or later you'll find the above are O.K.

Uncle Sam Dressing Co., Lanoraie, P.Q.

CATSUP and PICKLES

Quality Superb.

Write now.

H. BOURQUE & FILS - MONTREAL

EXO

Kills rats instantly. No odor.

Agents 40% profit

EXTERMINO CHEMICAL CO.

P. O. Box 774 - - - - Montreal.

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW. SCOTLAND

For Disinfectants of any kind

Write

MONTREAL GERMICIDE,

220 Colonial Ave., - - Montreal

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.

FRANK L. BENEDICT & CO., Montreal Agents.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

COMTE'S COFFEES

Satisfy every user. Let's tell you why.

Address

146 St. Urban St. - Montreal

AGENTS

If you want to handle three lines with a reputation, ask us about:

SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER

Do It Now.

H. F. PACAUD & CO. (Reg.) Montreal.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

When writing advertisers kindly mention having seen the advertisement in this paper

FRUIT PULPS

Bitter Oranges and Peels

F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

BUCHANAN & AHERN

Wholesale Grocery Brokers
General Commission Merchants
—and—
:: :: Importers :: ::

20 St. Antoine St. (cor. Dalhousie St.)
QUEBEC, Que.
P. O. Box No. 29

Perfectly Matured 5 years in Cask

Agents Wanted
for
WALDRON'S SAUCE

WALDRON & CO., LTD.
WORCESTER, ENGLAND

5 years in Cask Perfectly Matured

McLean is the NAME
White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

SITUATION WANTED

WANTED—AT ONCE—IN OR NEAR MONTreal, Canada, situation in grocery store or warehouse. Age 24, strong, tall. Excellent references. Box 91, Canadian Grocer, 88 Fleet Street, London, England.

SIDE LINE WANTED

A REPRESENTATIVE OF ONE OF THE largest concerns in Canada is open to handle a good side line. I am in close touch with the Toronto grocery jobbers, and also have a salesman calling on the Ontario and city retail trade. Address Live Agent, care Canadian Grocer, Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

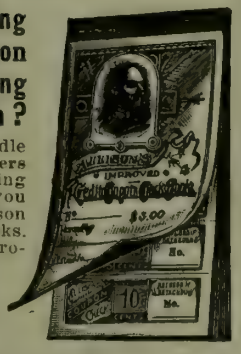
THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

Are You Using Allison's Coupon Books, or Losing Money, Which?

You CAN'T handle **credit customers** WITHOUT losing money unless you **DO** use Allison Coupon Books. Thousands of grocers all over America find it mighty profitable to use them.



How They Work:

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes—NO LOSS OF MONEY. ALLISON COUPON BOOKS are universally recognized as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

Your Wife

and

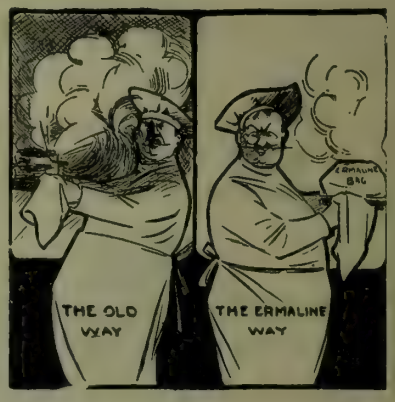
The other Fellow's Wife

in fact every housekeeper in Canada, will sooner or later

COOK WITH PAPER BAGS

The Ermaline

Is The Successful BRAND



Has never disappointed. Rather has pleased

SAVES Time Gas and Money

WRITE

Edward Lloyd

LIMITED

MONTREAL

California Fruits

WE OFFER FOR PROMPT DELIVERY

500 Boxes	ARMSBY SANTA CLARA PRUNES, 100-over, 25 lbs.	$1.25	box
700 Boxes	SEEDED RAISINS, GRIFFIN FANCY, 16 oz., 36s	.07½	pack.
300 Boxes	MALAGA RAISINS, EAGLE, 16 oz., 36s	.07½	pack.
500 Boxes	OREGON PRUNES, 40-50, 25 lbs.	2.15	box
100 Boxes	SEEDLESS MUSCATELS, RAISINS, RED CORD, 16 oz., 36s	.06	pack,

NEW GOODS IN STORE

NEW SPANISH ONIONS, IN CRATES.
NEW VALENCIA RAISINS, FINEST SELECTED AND 4 CROWN LAYERS.
NEW CANDIED PEELS, LEMON, ORANGE, CITRON, 7-LB. BOXES.

SULTANA RAISINS (Cleaned) 30 lb. boxes. 8c to 10c per lb.

What About Canned Goods ?

We have the stock,
We have the assortment,
We deliver in full, **ALWAYS.**

HOW IS YOUR STOCK OF **GREENBANK'S GOODS?**
LYE, solid and powdered. CHLORIDE OF LIME, bulk and tins.
Marvelite and Pearl Dust, for Linens, Woollens.

NEW NUTS WILL BE HIGH—SHORT CROP, BAD WEATHER.
Brazils, Sicily Filberts, Tarragona Almonds, Grenoble Walnuts, Marbots.
We have them coming. **Get our prices.** At your disposal.

EX S.S. BELLONA, DUE SHORTLY:

NEW CURRANTS, LOOSE, CLEANED.
NEW CURRANTS, CLEANED, PACKAGES.
NEW TABLE RAISINS, "BEVAN'S SHIPMENT."
NEW VALENCIA RAISINS.
NEW VALENCIA ALMONDS.
NEW TARRAGONA ALMONDS.

L. CHAPUT, FILS & CIE., Limitee

WHOLESALE GROCERS and IMPORTERS

OF TEAS, COFFEES, WINES AND LIQUORS

Established in 1842

MONTREAL

Heavy all the year round---
but heaviest now---

our shipments and our work

There are arriving by import steamers from the factories in England within the next few weeks

Many Millions of

OXO CUBES

We have hundreds of orders at each of our branches to be shipped to stores this month.

There will be hundreds more arriving every week. This shows that OXO Cubes are a good thing and are being greatly appreciated.

Are you keeping them prominently before your customers?

Mail in your stocking order for your fall trade.

Corneille David & Co.

Sole Agents for Liebig's Extract of Meat Co., Limited

Head Office, Toronto

Branches at
Montreal, St. John, N.B.
Winnipeg Calgary
Edmonton

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

Lyle's Golden Syrup

in 1 lb.—2 lb.—4 lb. and 14 lb. tins.

A delicacy of exquisite flavour and a nutritious food of the highest purity.

The increasing demand from Canada and all quarters of the globe is striking testimony from the consumer of the *exceptional merit* of this well known brand.

Supplies obtainable from the wholesale houses.

Sole Manufacturers, ABRAM LYLE & SONS, Ltd.

LONDON, ENG.

Purveyors by appointment to His Majesty the King.

Some of Our Agencies

Grand River Canned Goods — **Middle Cut Salmon**

Signet Spices and Extracts — **Concord Sardines**

" The quality goes in before the name goes on."

We have recently been appointed selling agents in our territory for :—

Upton's Jams, Marmalade, Catsup, Etc.

WE HAVE BOOKED A LARGE NUMBER OF ORDERS.
WE HAVE A CAR LOAD TO ARRIVE. WE CAN TAKE CARE OF YOUR MAIL ORDERS, AND WILL SHIP PROMPTLY ON ARRIVAL OF CAR.

" Intrinsic value has many imitators but no peers."

MAIL YOUR ORDERS or SEE OUR TRAVELLERS

McCulloch, Creelman & Morrison

The Strictly Wholesale Grocery House

TRURO, N.S.

" A square deal to all. No trade or exchange is successful that is not mutually beneficial."

With increasing prosperity, Canadian tastes are growing more exacting, and the women who purchase the home supplies are looking for the very best. That is why a steadily increasing number of your customers are no longer satisfied with anything less than

Redpath

Extra Granulated SUGAR

The new 2-lb. and 5-lb. Sealed Cartons—the climax of 50 years of recognized leadership— have put Redpath Sugar in a class by itself in the minds of discriminating women.

Are you supplying their demands, or are they learning to go elsewhere?

The Canada Sugar Refining Co.

MONTREAL **LIMITED**

Out with the Old OIL TANK!

If you knew how much money the old oil tank has cost you in waste of oil, damage to goods, and loss of customers, you'd kick it out and get a

BOWSER Self-measuring Oil Tank

What's the sense of handling oil in a **profitless** way when you can **make money** on it? There are 750,000 BOWSER TANKS in use to-day. Do you suppose that would be so if they did not do as we say? Would thousands of grocers buy BOWSER OUTFITS if they did **not** pay. Wouldn't it pay **you** to investigate this system? You're **paying for a** BOWSER OUTFIT now without having the benefit of its cleanliness and convenience. The BOWSER absolutely prevents waste, keeps your hands and your store clean, gives you at a glance the amount to charge for filling any measure, tells you how much oil is left in the tank. Send us a postal card for illustrated catalogue No. 222, and full particulars—free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

When Sending In Your Fall Order For

"MELAGAMA"

Tea and Coffee, do not overlook the fact that we can give you the very best values and prices on

BULK TEAS

We can deliver the goods—you can't beat our prices. Write, phone or telegraph at our expense, and we will forward you samples.

MINTO BROS., 45 FRONT ST. EAST TORONTO

FINEST IN QUALITY

WHITTEMORE'S POLISHES

LARGEST IN VARIETY

Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE." The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful finish. Once used, always used. LARGEST QUANTITY. FINEST QUALITY. Polishes without rubbing.

"SUPERB" POLISHING PASTE. For giving all kinds of Patent or Shiny Leather Shoes a quick, brilliant and waterproof lustre, without injury to the leather.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. "Star" russet combination (10c. size).

"ELITE" COMBINATION for restoring color and lustre to all black shoes. Polish with a brush or cloth.

"BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing.

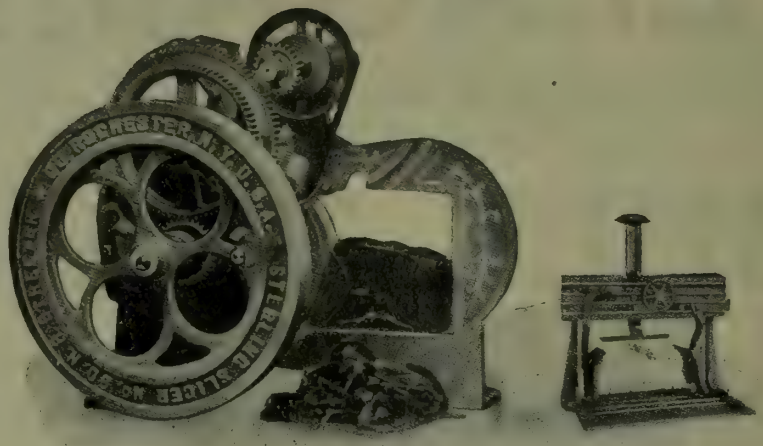
Order Whittemore's Shoe Polishes if you want the BEST

FOR SALE BY ALL WHOLESALE GROCERS

A DISGUSTED CUSTOMER

IS A LOSS TO YOUR STORE

Avoid Them by Using a "Sterling" Slicer.



The "Sterling" Slicer will Catch the Eye of the Better Trade.

The "Sterling" Will Slice

As Thin as a Wafer or as Thick as Your Hand

If you knew your customers' thoughts upon getting their bacon sliced thick when they asked for it very thin, you would not feel flattered.

If you knew what your patrons thought about your salesmen handling the meat they were slicing by hand, you would at once pass a by-law against such practices.

It is just such little things as these that drive customers away from grocery stores nowadays. People are getting more particular about the service they get. Are you giving them the best service you can?

The "Sterling" Slicer will cut any sized ham, the widest bacon and full-sized dried beef. It cuts rapidly and automatically. Easy to operate.

Shipped set up, ready for use. Send for full particulars and prices.

WALTER WOODS & CO.

Wholesale Woodenware

Hamilton **Winnipeg**

Grandmother's "Cow Brand" Is the "Cow Brand" of To-day

TOO GOOD TO BE IMPROVED

and too well known to be sacrificed. Over seventy years the leading household requisite—the leading and most popular Baking Soda of three generations is the enviable history of the famous "Cow Brand." It is the surest trade builder and holder. Fill in your stock to-day.

Church & Dwight, Limited
Montreal, Canada

Manufacturers, Established Over 70 Years

BEST INCORRODIBLE
TEA LEAD

ALL SUBSTANCES AND SIZES

Grey & Marten, Ltd.

City Lead Works, - - Southwark Bridge, London, England

WRITE FOR PRICES

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

CAPITAL - - - - - - -	$1,400,000.00
ASSETS - - - - - - -	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

WESTERN ASSURANCE COMPANY

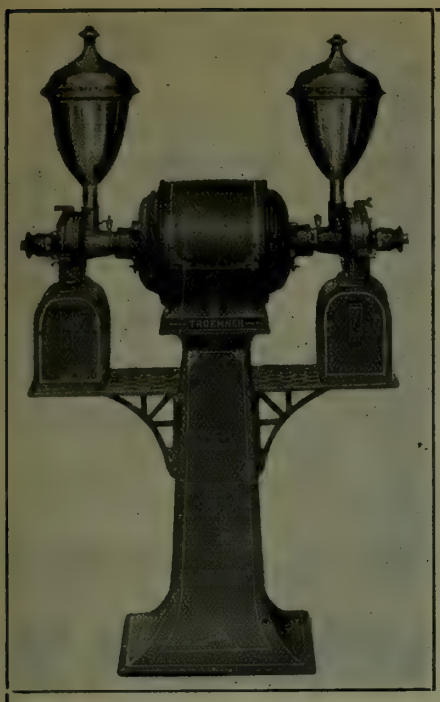
Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - -	$3,000,000.00
Losses Paid Since Organization of the Company, over -	$55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemner Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc.

Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

OUR ADVERTISING HELPS YOU TO SELL HEINZ FOODS

We are regularly telling your customers about our products through the most widely circulated magazines in the country. Just now we are running an extensive advertising campaign on

HEINZ BAKED BEANS

(The Oven-Baked Kind)

Get your share of this increased demand by keeping a stock of Heinz Beans constantly on hand.

H. J. HEINZ COMPANY

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor.

We can quote BETTER PRICES than you are NOW PAYING.

Be sure and ask us to quote—it's to YOUR ADVANTAGE.

THOMAS HENDERSON

Manufacturing Chemist

86 FULTON ST., - NEW YORK

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers, kindly mention having seen the ad. in this paper.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious Fruity Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

PAILS

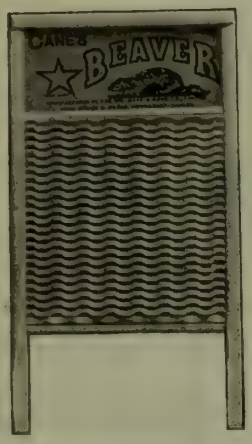
THE WOODEN DAYS

Nothing Quite as Reliable as Wooden Utensils.

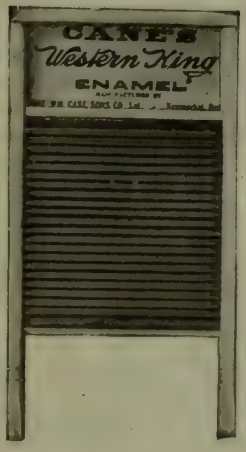
After all, who can suggest anything that will take the place of well-made woodenware and give the service and satisfaction.

The wooden tub holds the heat and keeps the wash water hot longer than metal or any other kind of tub.
No chance of woodenware rusting clothing that comes in contact with it after standing.

Cane's woodenware is well made and is guaranteed to be just as we claim it to be.



BRASS WASH BOARDS

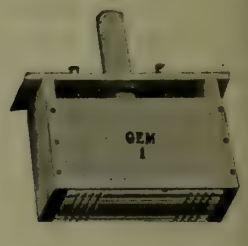


ENAMEL WASH BOARDS

The Wm. Cane & Sons Co

ACME BUTTER MOULDS

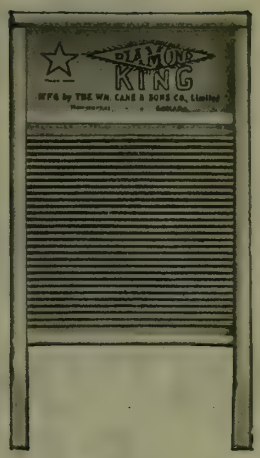
JERSEY BUTTER MOULDS



GEM BUTTER MOULDS

MOP WRINGERS

WASH TUBS



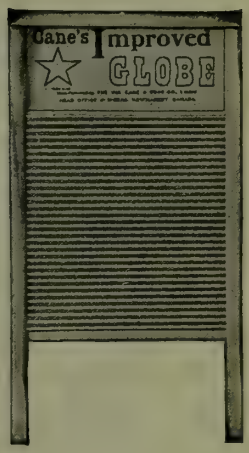
GLASS WASH BOARDS

ARE NOT GONE

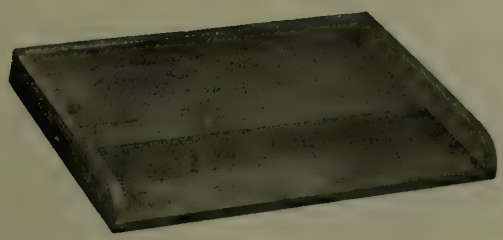
Big Money For You in Cane's Woodenware

If your customers have tried out various kinds of tubs and pails you will have no trouble getting them to change back to the wooden kind, for they stand the test no other kinds can. All hoops are stapled on, and positively can't come off. Stock up with Cane's woodenware and get your share of this satisfactory business. Stock does not depreciate, and the profits are good.

Ltd., Newmarket, Ontario



FOLDING SAW HORSE



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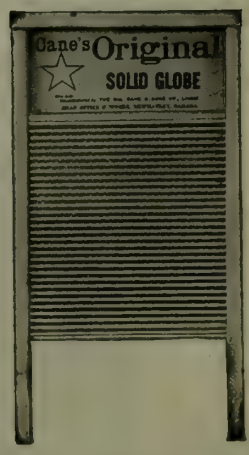


ZINC WASH BOARDS

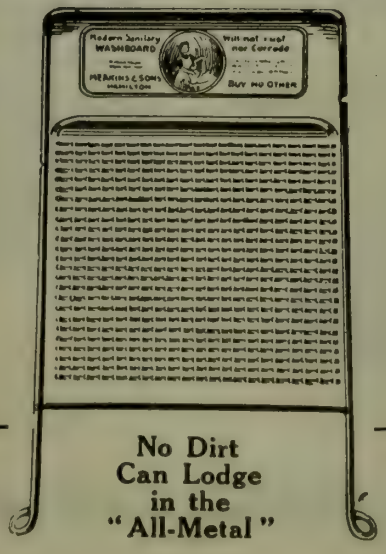
IMPORTANT FACTS

Every one a strong point why up-to-date dealers should handle MEAKINS' SANITARY WASHBOARDS:

1. They are made in one piece, all metal.
2. Do not rust or corrode.
3. Has no parts to get loose to scratch the hands.
4. It will many times outwear the old-fashioned wooden kinds.
5. Dirt has no place to lodge on the all-metal, therefore it is perfectly sanitary.

Meakins & Sons

Hamilton, - Ontario



No Dirt Can Lodge in the "All-Metal"

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., Canada

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

Centres under 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

When Table Salt is asked for

—merely show this bag—no argument is necessary—a glance at the name satisfies **any** customer—no time is lost, and you are sure of **repeat** sales.

WINDSOR TABLE SALT

is favorably **known** to nine out of ten of your customers—and **used** by that number—it is dry and fine—never cakes or hardens—contains absolutely no grit, and flows freely and evenly from the shaker.

Think of the many dishes in which absolutely pure salt is essential—in soups and sauces, on meats and vegetables, in bread, cake and pastry, and in many fancy dishes—it should dissolve instantly and leave no taste of bitterness.

WINDSOR DAIRY SALT

Makers of choice butter insist on a salt that lends flavor and keeping quality to their product. To command the highest price they use the purest, richest cream obtainable, and, to make each pound of uniform flavor and strength—Windsor Salt.

WINDSOR CHEESE SALT

Our fine Canadian Cheese is noted the world over, and Windsor Cheese Salt plays an important part in this reputation. Windsor Cheese Salt dissolves slowly, salts the curd thoroughly, evenly, and gives a smooth, rich cheese that commands approval—and the highest price.

REPEAT SALES COUNT

The success of many a meal depends upon the salt used—see that you contribute to that success—and to repeat sales—by making Windsor Salt your **leader.**

The CANADIAN SALT CO., Limited
WINDSOR, Ontario

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits are the people who buy Carr's Biscuits.

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.

NO PISTOL-LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO.
LIMITED
Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

Cut this out

Here's a list containing a few of our agencies, which we would suggest you should clip out and put in your note book, as it will be of service to you when ordering. Further lists will be published from time to time.

Just a Few

PIPER-HEIDSIECK

Kunkelman & Co.	Reims	Champagne
Union Champenoise	Epernay	Cardinal Champagne
Ph. Richard	St. Jean d'Angely	Brandy
Mitchell Bros. & Co.	Glasgow	Scotch Whiskey
Mitchell Bros. & Co., of Belfast, Ltd.	Belfast	Irish Whiskey
J. P. Wiser & Sons, Ltd.	Prescott	Canadian Whiskey
Herman Jansen	Shiedam	Gold Finch Gin
Diez Hermanos	Jerez dela Frontera	Sherry "Favorito"
Morin Pere & Fils	Nuits St. Georges	Burgundy Wines
A. Sarrazin's Establishment.	Dijon	"Bacchus" Tonic Wines
Real Campania Vinicola del Norte	Portugal	Port Wines
Societe des Vins de Banyuls	Banyuls sur Mer	Banyuls-Bartissol Wines
P. Garnier	Enghien les Bains	Sweet Liqueurs
A. Delor & Cie	Bordeaux	Bordeaux Wines
Fenech Artell	Tarragone	Mass Wines, Sanctuaire & Vatican
F. Krote	Coblenz	Rhenish Wines
W. E. Johnson & Co.	Liverpool	Bass Ale & Guinness's Stout
Fred Miller Brewing Co.	Milwaukee	Lager "High Life."
Fred Miller Brewing Co.	Milwaukee	Extract of Malt
Belfast Mineral Water Co.	Belfast	Trayder Ginger Ale
American Fruit Produce Co.	Rochester, N.Y.	Apple & Grape Juice
Blanc & Fils	Valance Sur Rhone	Alimentary Pastes
H. E. Boulle & Cie.	Marseille	Minerva Olive Oil
Societe Anonyme "Le Soleil"	Malines	Preserved Vegetables
Feyret & Pinsan	Bordeaux	Alimentary Preserves
D. E. Millian & Fils	Marseille	Castile Soap
A. & L. Lehucher	Paris	Lecourt's Mushroms
Societe des Usines Remy	Louvain	The Famous Remy Rice Starch

WRITE

Laporte, Martin & Cie.
Limitee

Tel. M. 3766 568 St. Paul Street
Montreal

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The Bath Without Lawrason's is Like Porridge Without Salt

Lawrason's Snowflake BATH POWDER and Water Softener

Perfumed :: :: Antiseptic

Users of Lawrason's Bath Powder and Water Softener are just as emphatic in their opinion of this bath powder. It is unequalled under the sun for softening hard water, and nowadays there is little but hard water in our Canadian towns and cities.

This powder comes packed in neat green and red lithographed tins, with nickeled screw tops.

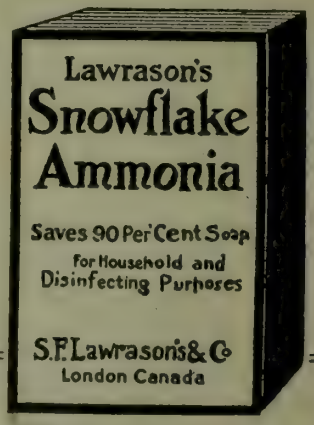
It is a seller and a money maker.

Fall House-cleaning and Lawrason's Snowflake Ammonia Go Hand-in-Hand

The good housewife everywhere knows the value at housecleaning time of Lawrason's Snowflake Ammonia. All you need do is to let her know that you keep this famous 5c package, and you will get her trade. It equals in power any similar powder on the market selling for twice the price.

(A $500 guarantee backs this unusual statement.)

Write for your needs now—keep your stock full.



S. F. Lawrason & Company

LONDON, ONTARIO

Fall, Winter, Spring and Summer Push Dustbane—It's a hummer

Packed in crates (24 tins), retailing for 35c each. Pays a profit of 32% to 38%.

Guaranteed to give satisfaction.

Write for our Selling Plan or ask your jobber about it.

Made in Ottawa, Protected by Canadian Patents

For

PURITY, QUALITY, DELICACY

AND

NUTRITIVE POWER

There is Nothing to Equal

CLARK'S PORK & BEANS

PLAIN · CHILI · TOMATO · SAUCE

THE BEANS PAR EXCELLENCE

W. CLARK, MONTREAL

THIS IS THE 1,297th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, [illegible]

Vol. XXVI PUBLICATION OFFICE: TORONTO, OCTOBER 18, 1912 No. 42

Holding Your Customers

Depends upon your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

No other Corn Syrup will do. Your customers want it simply because it is CROWN BRAND—the purest and finest Corn Syrup obtainable.

And Remember---Grocers Are Selling Five Times More CROWN BRAND Than Any - - Other Corn Syrup - -

Because it is known and used in Canadian homes from coast to coast.

The Demand is there---You Simply have to Supply it.

THE EDWARDSBURG STARCH CO. LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

HIGH COST OF LIVING

The prices of Salmon, Lobster and other canned fish are prohibitive to a number of your customers, why not feature

MACONOCHIE'S

FRESH HERRING
FRESH MACKEREL
HERRING in TOMATO SAUCE
KIPPERED HERRING

Your Customers will appreciate you bringing this to their notice, and better still they show you a good profit.

MACONOCHIE'S
PAN YAN PICKLES AND SAUCE

Largely Advertised.

Helps Your Sales

You know the quality of Maconochie's Pickles

Pan Yan Pickles and Sauce

are the height of perfection

See you get your share of the trade.

WRITE FOR SAMPLES.

If you cannot get them through your Jobber write direct to

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

Sole Agents for Dominion and United States.

Offices: TORONTO, MONTREAL, CALGARY, NEW YORK, CHICAGO, DETROIT
Factories: WELLESLEY, Ont. WOODSTOCK, Ont. BANCROFT, Mich.

PURE standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty. In your purchases, Mr. Grocer, be guided by the names that stand for quality foremost. Griffin & Skelley's goods are pure absolutely—sure in results—quick in attainment.

G. & S. Canned Fruits

Picked by skilful hands, chosen by ever watchful eyes, packed in the Factory of Precision—the best that Dollars and Cents and Brains and Sense can offer particular folks.
Canned Apricots, Peaches, Plums, Pears, Cherries and other wanted table fruits. Quality goods.

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Within an hour from the time it leaves its growing place it is nearly ready to can and seal—all the original piquant flavor is thus retained you see — and all the delicacy of the fresh young stalks.

G. & S. Hawaiian Pineapple

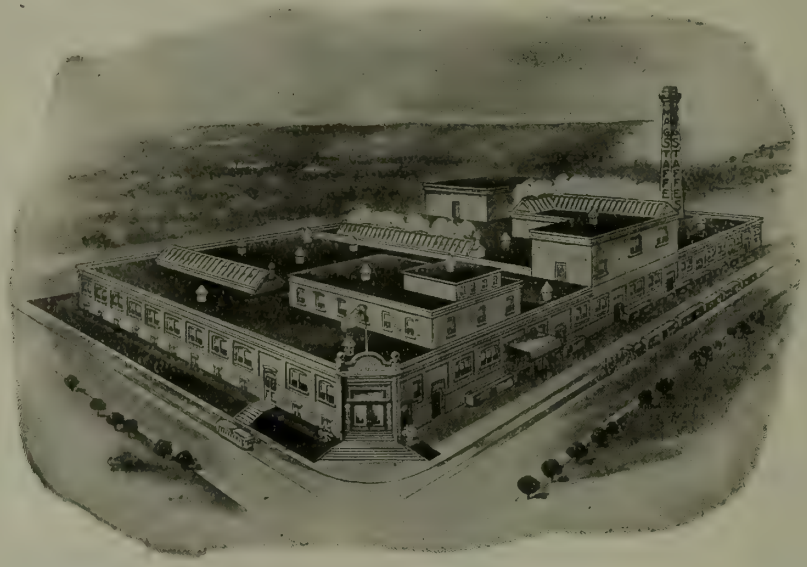
The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Arthur P. Tippet & Co.
AGENTS
Toronto **Montreal**

WAGSTAFFE'S

Fine Old English Mince Meat and Plum Puddings.

Now Ready for Delivery



FINEST FRUIT PRESERVING PLANT IN CANADA.

FINE OLD ENGLISH MINCE MEAT.

65 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in. case, per pail	.50
7s. Gold Lined Pails, 6 in case, per pail	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

BORDEN'S

ARE AS A SHINING LIGHT OVER ALL OTHER MILK PRODUCTS.

The Borden products are "Leaders of Quality" in every particular. Only the richest full cream milk is used, and is preserved by the aid of only the most modern and sanitary apparatus. The quality is unsurpassable.

Borden Products are widely advertised and are known everywhere.

The dealer has just to mention the name to satisfy the customer as to the quality and wholesomeness. IT PAYS TO SELL THE BEST.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER

Always Salable and Profitable

Always Reliable and Ready for Use

Canada First Evaporated Milk is fresh cow's milk evaporated to consistency of Cream, and is the safest, most wholesome and reliable form in which milk can be used. Most of your customers have tried condensed milk, and if you are working to create and hold trade *recommend Canada First Brand.*

The Aylmer Condensed Milk Co.,
Limited

Factory: AYLMER, ONT.
Business Offices: HAMILTON.

E on Jams means purity

E.D.S. BRAND JAMS AND JELLIES

Preserved Purity

Highest in Government Test

From the tree or bush to your customer's table the fruits that make the E.D.S. lines are delivered in absolute purity. This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible for their money.

E.D.S. Jams and Jellies have that delicious fresh fruit flavor—picked, selected and preserved the same day.

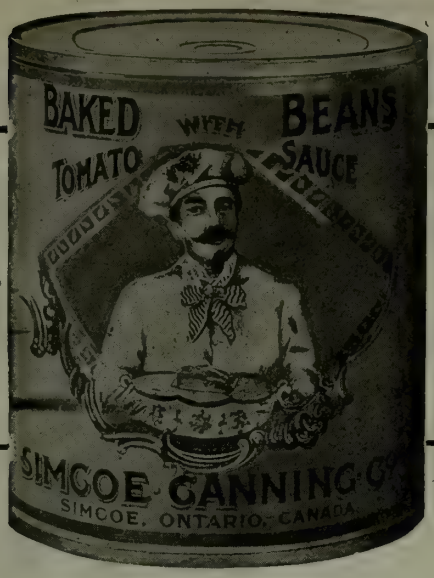
We are introducing the E.D.S. Pork and Beans—the kind that is as pure and good as is its name (E.D.S.) in preservedom —Try a sample order.

Place your full and holiday orders early to be sure of prompt delivery.

E. D. SMITH, WINONA ONTARIO

All our products are grown on our own fruit farms at Winona

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



Do You Make Your Windows Talk?

Do you use your windows for putting your goods before the public? Do you realize that your show windows are your best advertising mediums?

More direct results can be obtained through well dressed windows if you use attractive goods in your display.

"Simcoe" Baked Beans

are put up in attractively labeled cans in all sizes, and will make an excellent window display.

"Simcoe" Baked Beans gain in popularity with the public daily — the delicious and nutritious and economical qualities of this wholesome food is appreciated by the masses.

Feature the 3's family size—a larger tin at a smaller price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Sure, You Can Sell More Mincemeat

than you did last season. Any energetic grocer can beat his last year's record if he wants to. Just make a window display of

Shirriff's Mincemeat

as a starter. Then put some real vigor and enthusiasm into your selling talks. Stir up your clerks, too. You'll soon be selling Shirriff's Mincemeat like hot cakes. And every pail you sell will add a nice profit to your gain account and a satisfied customer to your store. Such pure, delicious mincemeat, prepared from the finest ingredients, is hard to equal, even in the best homemade.

Put up in 6, 12, 28 and 65-lb. wooden pails. How many, please?

Imperial Extract Co.
Toronto

No. 105

Purchase

PEACOCK PICKLES

NOW

Before the Frost

MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

EWING'S SPICES

PRINCE OF WALES BRAND

Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

PURE SPICES

will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

YOU WANT THE PURE

So Write

S. H. Ewing & Sons, Montreal

Clark's Pork and Beans

Plain Chili Tomato Sauce

We think, Mr. Grocer, that you will agree with us that QUICK RETURNS are essentially a first consideration in the creation of a profitable business. The more often you turn over your capital in a given time, the greater in proportion will be your PROFIT.

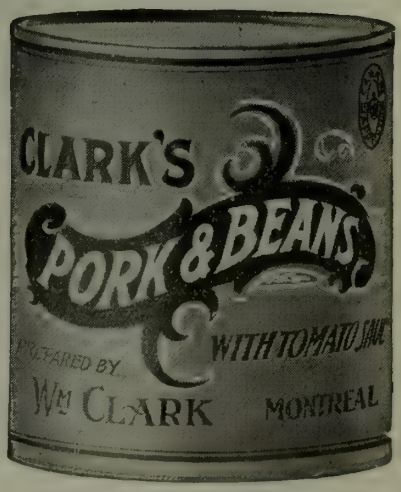
Clark's Pork and Beans

Will Earn for You This Greater Profit

Because they are extensively ADVERTISED, the public know them and ask for them.

Because they have the QUALITY to back up the advertising and hold your customers.

Because you can sell MORE CLARK'S than any other brand.



Clark's Beans Mean Quick Returns:
Quick Returns Spell Profit and Success.

W. CLARK, - MONTREAL

FISH FETCHES TRADE

If you don't believe us ask some of your competitors. They are getting a fair share of the large volume of business passing.

Canada Brand Pure Boneless Cod

CANNOT BE MADE ANY PURER

BONELESS FISH.

Canada Tablet ..... 20 1 lb. Tablets.	Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate ..... 12 2 lb. Boxes.	Mariner Brand .....25 lbs. Bulk.
Canada Strip .....30 lb. Boxes, Whole Strips	Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes. Eastern Hundreds ..... 100 lb. Boxes.

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

OCEAN BRAND

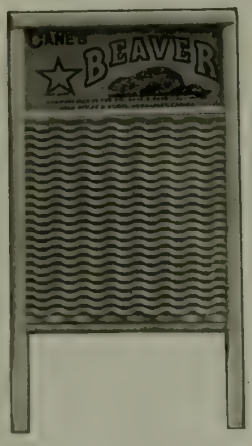
Haddies **Kippers** **Bloaters**

Are the choicest and fleshiest possible. Get some from your wholesaler.

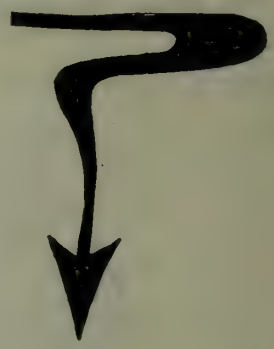
WRITE

NORTH ATLANTIC FISHERIES, LIMITED

Selling Branch:—47 William Street, MONTREAL



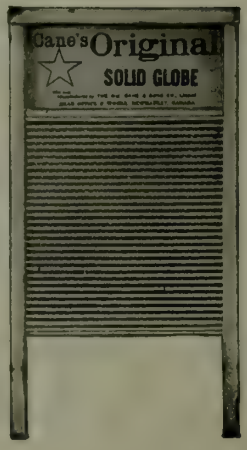
Let Us Demonstrate



the selling qualities of

CANE'S WASHBOARDS

by sending you an order trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.



NOT HIGH-PRICED

but are superior in quality to most expensive ones. We have a board at a price to suit every prospective buyer.

Write for complete catalogue at once.

The Wm. Cane & Sons Co. Ltd.

Newmarket, Ontario

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE MINE WITH CHEESE"

ILLUSTRATED ALBUM ON APPLICATION.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

CENTURY SALT

TRADE MARK

Why Not Sell GOOD Salt? It Costs No More.

The crystals of CENTURY SALT are as pure as can be distilled. Every little detail in the processing of CENTURY SALT is superintended with great care, leaving no chance for impurities to get in the finished product. When **CENTURY SALT** reaches your customer, it is pure. We ship promptly.

THE DOMINION SALT Co LIMITED

SARNIA, ONT.

The Most Improved Egg Carton on the Market.

Made of one piece of paper, durable, strong. For simplicity and rapidity excell all others.

QUALITY—ECONOMY—PERFECTION

all centre in our SELF-LOCKING CARTON. Nothing like it on the market. You cannot afford to use any other.

ONE OF THE LARGEST DEALERS IN CHICAGO

employed four girls to set up cartons. Now he uses the SELF-LOCKING CARTON, and one girl does the work.

The Egg Carton is covered by Canadian and U.S. Foreign patents, and any infringements will be prosecuted to full extent of the law.

Send for further particulars to

Self Locking Carton Co.
(Incorporated)
507-509 S. Clinton St., CHICAGO, ILL.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

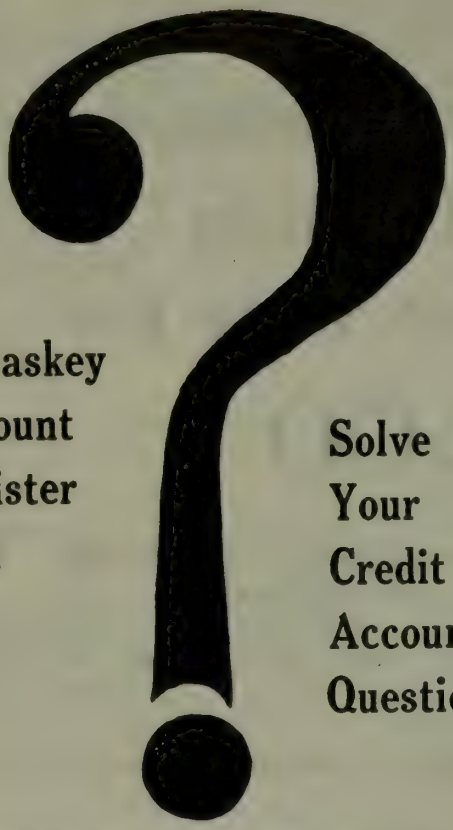
DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

The Big Credit-Account Question



The McCaskey Account Register Will Solve Your Credit Account Question

The McCaskey Account Register keeps close check on your credit accounts, prevents forgotten charges, misunderstandings, and keeps you in close touch with your delinquents. It facilitates collections, prevents loss, saves worry and night labor, making ledger entries and making out accounts.

The McCaskey Account Register puts the dealer on the road to success.

Get in line with over 80,000 other wise dealers who are enjoying the advantages and profitableness of the McCaskey Register. Write for fuller information.

We also manufacture the famous "SURETY" duplicating sales-book and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,
LIMITED
GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

Say This and Mean It

"Madam, this is the best table salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker and flavors food as it should be flavored.

WINDSOR TABLE SALT

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste."

The salt will prove you to be right.

THE CANADIAN SALT CO.,
LIMITED

WINDSOR - - ONTARIO

JOHN BULL—"What care I for all the rain and mud I am getting this year? My boots are polished with "2 in 1".

A 2 in 1 shine sheds water like a duck's back, and keeps its lasting brilliancy.

2 IN 1
Shoe Polish 10c.

Quick and easy. Contains no acid or turpentine. Will not soil the clothes. 41

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto 25 Canada Life Building, Montreal.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine
Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

This Mark on Every Box

ARMSBY'S
FROM THE LAND OF SUNSHINE
FRUITS
TRADE MARK

Means Quality Dried Fruits

The Highest Type of packing
The Finest Fruits

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN
YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited
SOLE DISTRIBUTORS -:- TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service. They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK & Co.

St. Paul St., Montreal.
York St., Toronto.

One FLAG
One NAVY
One SAUCE

HOLBROOKS

¶ If you have any call for a high grade Worcestershire Sauce, all you need is Holbrooks.

¶ It is made in the largest Worcestershire Sauce factory in the world and matured like old wine.

¶ Low priced, rank and tasteless Sauces may attract the cheap bargain-hunting trade, but is it worth while?

¶ It pays us to advertise it and it will pay you to push it. The margin s good.

HOLBROOKS LIMITED

of Birmingham, England

General Offices for Canada and U.S.A., - - TORONTO, ONT.

Manager, H. Gilbert Nobbs

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices. Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

NO PISTOL-LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO.
LIMITED
Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

Aim for the best

Coffee is something on which the whole family express their opinion at the morning meal. Their judgment is in the cup alone. *Aim,* therefore, to supply them with *cup quality coffee. Rideau Hall* is blended from the finest cup selections only, and will please the most exacting.

GORMAN, ECKERT & CO., Ltd
LONDON ONTARIO
Western Selling Agents
MASON & HICKEY WINNIPEG

THE RUSH IS OVER

FOR

St. Lawrence

Sugars

BUT THE DEMAND IS STEADY AND ALL ORDERS ARE RECEIVING PROMPT SHIPMENT.

Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

NO ALUM! NEVER WAS!

Modern Merchandizing Demands Efficient Service

The mechanic near his work can do it efficiently—Same applies to a salesman behind the counter.

THE "WALKER BIN" SYSTEM

will save 25% of your floor space and also of your expense for skilled salesmen—

IS THIS WORTH YOUR CONSIDERATION?

When the aisle from the door to the counter looks like a cow path in a swamp, there should be some boxes and barrels of fruit, vegetables and cakes shifted and the stock placed in bins as shown—leaving a clean, inviting store for the fastidious housewife.

WHICH WOULD YOU PREFER?

Write NOW for Illustrated Catalogue and let us give you an estimate.

NOTICE.—These bins are protected by patent and must not be installed by any one else under penalty of fine and removal of the bins. The company gives notice that it will not permit any infringement of their patents and will enforce their rights under the law.

The Walker Bin & Store Fixture Co. Limited

Berlin, Ontario

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg Man.
Sask. and Alta: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

WALKER PATENTED BINS

Japan Teas

FURUYA & NISHIMURA

Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit.
If there is any difficulty in obtaining H. P. Sauce send a post card to our agents.

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.

H.P. SAUCE

You Should Never Be Without Quick-Naptha

THE BEST 5c line with an extra good margin of profit

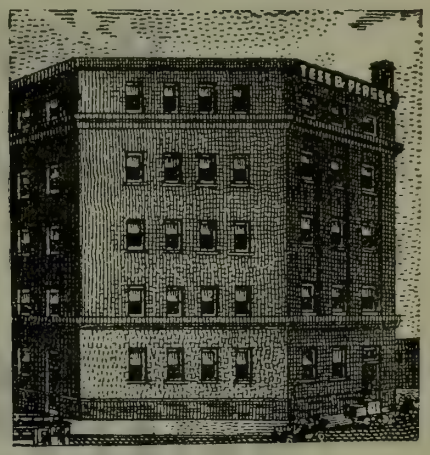
TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



REGINA WAREHOUSE

SASKATOON WAREHOUSE

We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

MOOSE JAW WAREHOUSE

Hirondelle

Marguerite

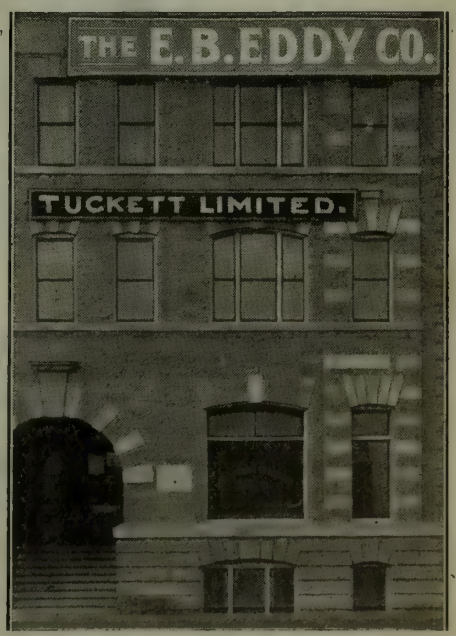
Catelli

and will be glad to fill all jobbers' orders promptly.

CALGARY WAREHOUSE

La Cie. C. H. Catelli, Limitee
Montreal, Quebec

"From the Great Lakes to the Rockies."



EDMONTON WAREHOUSE

BOVRIL

BRINGS TRADE TO YOU
LASTING AND PROFITABLE TRADE

THE ONLY ONE

The widespread publicity campaign of BOVRIL is bringing trade to your store. Every town, village and hamlet in Canada, no matter where located, has an opportunity to learn of the body-building power of BOVRIL—proven by leading authorities of the medical world to be a most valuable aid to digestion and a great body builder.

Are you taking full advantage of our selling help? You can readily see that a little energy put behind BOVRIL means highly satisfactory profits.

Let us send you a series of our very artistic show cards. Keep them in a prominent position and let them also help you sell. A supply will be sent you free and prepaid on request.

The "British Medical Journal"
after the 1911 experiments says: "In the case of human beings, the body-building power of Bovril was even more marked than had been previously shown in the experiments with animals."

The "Medical Times"
in commenting on Professor Thompson's experiments with "Bovril," which proved its great nutritive value, says: "The results were simply startling."

BOVRIL, LIMITED
27 St. Peter Street
MONTREAL

Worth while taking
1 min. 24 sec.
to read this

Judge for yourself

Some of your customers will insist on getting certain brands of tea, which you doubtless know are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by your opinion, and these are the very ones whose trade you are most likely to hold, **providing they find that the goods you recommend are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea, soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

Now, we believe Red Rose Tea is the best tea on the Canadian market, and we believe any independent expert judge of tea will back up this opinion.

If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion; don't be persuaded one way or the other by our travellers or any one else.

Judge it for yourself

If it is the best you will continue to buy it; if it isn't you won't.

T. H. Estabrooks Co., Limited
7 Front St. East, TORONTO

DOES YOUR TEA TRADE PAY YOU?

Are you selling Packet Teas, making profits for the other fellow? Or

are you selling your **Own Blends** making profit for yourselves.

The Up-to-date Grocer looks for **Quick Sales** and **Liberal Profits.**

Our repeat orders prove the Quick Sales.

Our list of Standard Blends shows the **Liberal Profits.**

			COST	SELL
1	Star	Sweet, pungent draw, mixed, suitable for lumbermen and contractors	16c.	20c.
2	Star	Fine liquor, good, regular leaf. Black, Green or Mixed	19c.	25c.
3	Diamond	Choice, flavory, rich liquor, handsome leaf. Black or Mixed	22c.	30c.
3	Diamond	Golden color, piquante liquor. Green	22c.	30c.
4	Star	English Breakfast Tea, a powerful blend of Indian and Ceylon. Fine quality and flavor	27c.	40c.

Freight paid on 100 lbs. in Ontario.

Our usual guarantee holds.

Complete satisfaction or return at our expense.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President HUGH BLAIN, Vice President

The Very Finest

Ceylon Tea is used to uphold the unexcelled reputation enjoyed by

"SALADA"

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

And—Remember—The Sale is guaranteed.

"SALADA" TEA COMPANY

MONTREAL TORONTO

New York, 198 West Broadway. London, Eng., 41 Eastcheap.

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

Cairns' Scotch Jams

have the fresh, natural taste which can only be obtained from most carefully selected and prepared fruits.

Cairns' Scotch Jams and Preserves have made a reputation, not only among Royalty, but among the best trade of the Empire in general. They are everywhere appreciated.

Handle the best in Jams. Quality goods bring and hold trade, and put money into your pocket because quality goods move out rapidly. In Jams, let it be Cairns'.

ALEXANDER CAIRNS & SONS

PAISLEY, - SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.

'CAMP' scores every time!

To *buy* 'Camp' Coffee once is to buy it always — so to *sell* 'Camp' Coffee once is to sell it always — and to sell more of it every day.

Ask your Wholesaler

Sole Makers—R. Paterson & Sons, Coffee Specialists Glasgow

CAMP COFFEE

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.

Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

No other Corn Syrup will do. Your customers want it simply because it is **Crown Brand,**---the purest and finest Corn Syrup obtainable.

Clear as strained honey,---delicious in flavor,---Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it,---because housewives know that Crown Brand is the ideal Table Syrup,---unequalled for culinary purposes, and a wholesome and nourishing food for children,---profitable for you to handle.

The Demand Is There---You Simply Have To Supply It

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Fall Fair window which appeared in the store of Lequime Bros. & Co., Kelowna, B.C. All the fruit was sold and orders taken for six times as much.

New Business with a Fall Fair Window

Kelowna, B.C., Dealers Trim Window with Home-Grown Products and Make Many Extra Sales—Lasting Advertisement as Well as Direct Seller—Exemplifies What Can Be Accomplished on Special Occasions.

A few weeks ago The Grocer contained an article on the advisability of getting the most out of the fall fairs. The fall fair is an important event in the life of the community. It attracts a large percentage of the people from the surrounding district, brings practically every householder in the town out on the streets and even draws in visitors from a distance.

Such events always mean considerable extra money in the pockets of the merchants. The size of the "extra" money depends largely on the degree of aggressiveness the merchant puts into his selling plans.

Attractive Home Grown Fruit Trim.

From Kelowna, B.C., comes the above Fall Fair fruit window. It appeared in the store of Lequime Bros. & Co. in connection with the exhibition, being dressed by W. Kirby, one of the store's salesmen.

A glance at it shows a display that would rival the arrangement of fruits at some of Canada's big expositions. The object of the window trimmer was to show "Products of Kelowna District" as the top show card intimates, and therefore was most appropriate for the occasion. The background is built principally of canned fruit in pyramid style with fresh fruit shown on the top of each exposed can. As the fruit used was of the choicest it was forcibly connected up with the quality in the can.

The main feature of the window, and the one that would be first observed by the onlooker, was the attractive boxes of fruit systematically arranged from side to side. This showing of colors proved an effective drawing card. In front of these boxes was a row of canned fruit with an apple placed on each while the rows of apples and pears towards the front of the window carry out the idea of abundance of the harvest. Bunches of grapes and large fruit are shown on the floor with a few boxes of cigars in the centre.

There were various kinds of apples used, including McIntosh Red, Wealthy, Maiden's Blush, Alexander Warner's King, Gravenstein, Cox's Orange Pippin and Hyslop Crab, while there were three varieties of pears.

The question may be asked: "Did the window sell any goods?"

Here is the statement of Lequime Bros. "The window attracted a great deal of attention and we sold all the fruit displayed and in addition secured orders for six times as much more, mostly to people who were visiting the fair."

Besides being the means of making many direct sales, such a window is an advertisement that will hold its influence for a long time. Scores of people who saw it will, later on, make purchases and some of these are bound to become permanent customers. No better opportunity than the Fall Fair could be presented to get the attention of these people. In fact, it can be secured in few other ways.

Taking advantage of the Fall Fair also suggests taking advantage of every special occasion during the year. If the town has a horse show, an athletic meet, a political gathering, or any other special event, the window should be made to work overtime. Even if some time has to be spent on the work of trimming, it is usually time most profitably spent.

Thanksgiving Importance to the Grocer

Its Approach Suggests the Use of the Display Window as Creator of New Business—Background Suggestions Appropriate for the Occasion—Attention of the Public Should Be Early Secured to Get Best Results.

It is only proper and fitting that we should feel thankful to Providence that bestows the good things of this life upon us. We would hardly be human if we did not. While this spirit of thankfulness should dwell within us at all times, it cannot help but become more apparent after the fruits of the year's harvest and of the year's labors have been garnered and safely stored away. It is then that our thankfulness can be said to have reached its effervescent state. Since the world began, there has been a time after the annual harvest when people have felt like special rejoicing, and so has developed the custom of setting apart one day each year "to acknowledge the goodness of God for the dispensation of His bounties." It is well that it should be so.

October 28 the Day.

This year it has been decreed that Monday, October 28, shall be the day of general thanksgiving in Canada and that day has been proclaimed a public holiday. There is a special reason why Canadians should be particularly thankful this year. Crops have been generally good in all sections, employment has been plentiful in our cities and in fact there is general prosperity.

The merchant has good reason to be thankful for this is all working to his advantage. In addition, Thanksgiving in itself is something to be thankful for because it affords him an opportunity to secure some extra business. In keeping with the spirit of the period people can be expected to be freer with their money. They will want the table adorned with specially good things. This is one method they use to show they are thankful and the grocer who works in unison with that spirit is going to be greatly benefited.

Use a Thanksgiving Window.

One of the necessaries in arriving at this end is a window trim appropriate to the occasion. The grocer should not by any means allow it to pass without taking advantage of it. Another special occasion which follows a few days after and which would also serve as a subject for a window trim is Hallowe'en. Coming so closely together again this year as they have for the past four, a good many merchants will probably as heretofore combine them into a single trim, making it cover both. While there is a similarity which will allow of the combining of the two, still there is range enough for two separate displays if the dealer so desires.

Early Display Advisable.

At any rate he should at least have one display and it should be arranged early. The value of this is that it inspires the people to a greater degree with the spirit of the occasion and this will all be felt by the grocer in increased sales. Some attractive displays may be arranged with the fruits, grains and vegetables of the season's harvest, the trimmer having something to work on that should be possible to construct into a display pleasing to the eye.

In a Thanksgiving and Hallowe'en display, the whole window may be devoted to making up a trim in keeping with the occasion or merely an appropriate background may be arranged and the balance of the window given up to goods which sell at this time.

A Suggested Trim.

Here is a suggestion for a window. The floor is covered with colored paper. The word "Thanksgiving" is spelled out at the front with some kind of grain. Then come pyramids of fruits and vegetables interspersed with smaller pyramids of grain. For the background, the centre piece is a pedestal of wood. A common log sawed square at both ends will serve the purpose admirably. It is surmounted with a pumpkin. Two smaller pedestals at each side are fitted the same and connected together by a fancy cord on which are pinned bunches of grapes. This display will serve for Thanksgiving and may be turned into a Hallowe'en display by transferring the pumpkins into Jack o'Lanterns and the addition of any other Hallowe'en fixtures the trimmer may desire.

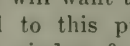
Many grocers will want to devote only the background to this purpose, using the rest of the window for appropriate groceries. In that case the above described background will serve the purpose.

The Background Important.

Here is another suggestion for a particularly attractive background which, while it will mean considerable work, will without doubt warrant it in its attractiveness. A platform 1½ feet high and one foot wide is built at the back of the window. It may be constructed of boxes of a uniform height. End pieces built up three or four feet higher support a heavy board which extending across the top forms a shelf. This whole framework is covered with colored paper ready to add the trimmings. Along the top shelf is placed a row of pumpkins interspersed with bunches of grain tacked on the outer end of the board. Beneath the pumpkins are tacked cobs of corn, the husks drawn back and tacked up in that manner. Fancy cords hang down from the centre and are caught up on either side by the ends being nailed to the side board. Bunches of grapes are pinned on these. The side boards themselves are trimmed with maple leaves. The bottom platform has a series of pyramids of fruits and vegetables. The front of the platform has the word "Thanksgiving" spelled out with cranberries. This is done by putting a pin through the cranberry and tacking on the side to form the letters. The trimmer before he starts to work would do well to make a sketch of this trim and then proceed to arrange it. If the goods shown in the window are to be built up to any height, it might be best to raise the whole background up a little higher.

Goods That Will Sell Easily.

In regard to the goods to be shown in such a trim, most any lines could be displayed, but the lines which will be mostly in demand are those peculiar to any holiday season, and those which border on the luxury class. People will want something a little extra. Nuts, fruits, confectionery and higher-priced bottled and package specialties are all appropriate lines. This is also the season when the turkey makes his grand debut and cranberries take a step into the limelight.



CHEAP AT DOUBLE THE PRICE.

MacLean Publishing Co.,
Toronto, Ont.

Gentlemen:—Enclosed find check for $2.00, being my subscription for Canadian Grocer, which, I am sure, would be cheap at double the price.

I wish to take this opportunity of expressing my appreciation of the valuable pointers to be found within its covers, particularly in the ticket writing series, from which I have learned quite a lot.

Wishing you continued success, I remain,
Yours faithfully,
W. C. HACKWORTH.
South Vancouver, B.C., Oct. 2, 1912.

Why Cocoanut is Scarce and Market Higher

Demand for Nuts Apparently Getting Above Supply — Difficult to Get Supplies—Shippers Will Rarely Give Written Contract—Negro Growers Very Independent Since Prices Went Up—Interesting Facts About Growth of the Nut.

Cocoanut is one of the articles sold in the grocery store that has of late joined the higher cost of living squad. Just recently a firmer feeling has developed and several manufacturers have increased their prices. Cocoanut has advanced more during the past year than for a long period back. Ordinarily it is of a staid sober disposition, little given to fluctuation, and for many years it remained at practically an unchanged figure. But probably resenting being left behind in the general upward movement of prices, it decided to also get in line.

Hard to Get Supplies.

Apparently conditions will warrant the higher figures that have been asked for this article by manufacturers during the past dozen or so months. In fact one dealer puts it stronger and says that "conditions not only warrant the higher price but make it necessary." Not only have manufacturers to pay a higher price but are meeting with great difficulty in securing supplies of the raw material. As a result, at the present time cocoanut is decidedly scarce.

Many Uses of the Cocoanut.

Cocoanut is an interesting article aside from the higher prices that are now being demanded of the grocer for it. Not only should it hold much of interest for the grocer but to his customers as well. Mrs. Jones probably is aware that cocoanuts grow on trees, but does she know that the same tree that produces a decoration for her prize layer cake, also produces a mat upon which her husband may wipe his mud-bespattered boots before he enters her clean and freshly washed floor. The fibrous casing of the nut is used for door mats and other matting of various kinds. The inside of the same nut gives to us our shredded cocoanut as well as our cocoanut oil. Indeed, there are few articles of commerce that can be put to more uses than the cocoanut. Down in its native country, the natives get liquor from the sap, vegetables from the small roots, sewing material from the stems of the leaves and also considerable of their food.

Growth of the Tree.

The tree takes about nine years to get to the proper fruit bearing stage and is good for 50 years or more, during which time each tree will produce about 50 nuts annually. These nuts take about three months to ripen. They fall when ripe, after which they are collected by the natives. The home of the cocoanut is in various parts of the tropics.The tropics as is well known, are frequently visited by cyclones and several plantations have been destroyed in this way in past years and it takes new trees nine years to attain a bearing stage again. The nut that comes from Jamaica is considered as highly valuable for shredding purposes by manufacturers. Here as elsewhere it grows on a palm tree, whose round trunk rises unbrokenly from 20 to 50 feet, terminating in a cluster of leaves that are universally admired. The nut as we know it, is enclosed in an outer casing which makes the complete nut as large as a pumpkin. This casing is broken when the nut falls on becoming ripe and protects the inside fibrous casing from damage.

Negro Grower Not Dependable.

The path of the manufacturer in the way of securing supplies is strewn with many difficulties. In the first place the shippers in Jamaica will seldom tie themselves down to a written contract. The shipper has to depend on the negroes to bring in supplies and the negro is not always a dependable person. When he wants to work he can work, but he is usually as lazy as the proverbial mule. If it rains he sits in his hut and smokes his pipe and as it takes very little to keep him alive, he is under no incentive to work.

Then again nuts have gone up in price so much the last few years that the negro will sell whenever and to whomever it suits him. Cases have been known where a sloop loaded with nuts coming down to a central point to be sold under agreement to a certain party, has been stopped within hailing distance of that party and every nut sold to another buyer who offered a slight advance.

Thus it will be seen that the securing of supplies is often pretty much of a gamble, thus accounting for the present scarcity and high price of the shredded product.

THE NOVA SCOTIA DISTRIBUTORS.

J. W. Gorham & Co., Halifax, N.S., are the Nova Scotia distributors for The Hills Bros. Co. of New York, importers of Camel figs. The name of J. W. Gorham & Co. was by error omitted from the list of Canadian agents in The Hills Bros. Co. advertisement in The Grocer of October 4 on the back cover.

Giving the clerk a "call" in front of a customer is not good business. Wait till the store is empty.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elesewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, OCT. 18, 1912

FARMER ADVISED TO DEAL AT HOME.

Some good advice is given farmers on buying at home in preference from mail order houses in a recent issue of Farmers' Magazine. The article is signed by the "Hired Man," and in the course of his remarks on the betterment of conditions in general on the farm he makes the following observations:—

> "These big guns (referring to financiers), have mergers on everything us farmers use. Why not start farmer's socities in every township in Canada? I don't mean societies like the Grangers we had here forty years ago whose sole object was to see if their blacksmith could not be cut down from a York shilling to 10c. for shoeing a horse or to buy tea from the grocer at 23c. instead of 25c. This picayune, little, small stingy business is not good, simply because our villages and towns are just what make our farm homes attractive so that when we help our home merchant or mechanic it is this fellow that helps pay our taxes and chum with us. It isn't the fellow to whom we send our money 100 miles away that knows us and helps us. He wouldn't speak to us if he did."

If all farmers' papers would follow out this example, a good work would be done for the country as a whole. Farmers would see the desirability of buying their necessities from their home-town merchants, and thus help raise the value of their own farms.

WORKING TAIL END OF SEASON.

While early business in any line is desirable, the tail end of the season can often be turned to good advantage. Some grocers are inclined to give up pushing a line while possibilities for its sales are still quite large.

For instance, many grocers began to forsake the fruit trade a couple of weeks ago. One Toronto grocer felt that there was still considerable business possible as many people are tardy in getting their requirements. He decided to put forth one final, supreme effort with this line. He went down to the fruit market and purchased the largest amount he has bought at any one time this year. Naturally buying a larger quantity he got a closer price. He displayed them profusely inside and outside his store and found that there were many people who had not yet got their full requirements.

Thus, is shown the value of never giving up until you are sure all opportunities are at an end.

PAYING THE MERCHANT.

In a recent issue the MacLeod (Alberta) Advertiser gives the following straight talk to its readers:

"The clerk of the weather permitting, this week will see the virtual conclusion of harvesting operations in this district, and all indications point to a much more expeditious threshing and shipping of the grain than was the case a year ago. It all means that the tide of money will again begin to flow in this direction, and that a good many people who have been somewhat strangers to our national medium of exchange will find themselves reintroduced to the dollar of our daddies. Delighted, we're sure. Of course it will be a nice thing to have even a modest credit balance on hand after the bank advance has been met and the implement dealer's lien has been paid off. The temptation will likewise be strong to pitch in and buy some of the things whose lack has been sorely felt for a good many months past.

"But, Mr. Farmer, don't forget the local merchant who has been 'carrying' you all this weary time. He has uses for money, too. He, too, has notes to meet and drafts to protect, not to mention such little incidentals as food, rent clothing, meals, and shoes for the kiddies. The moral of all this is: remember your debts as you remember those indebted to you, and see that some of the grain money gets into circulation here at once, and the whole community is benefited thereby."

This is excellent advice, and it applies to all sections of the country. The local dealer is too often allowed to wait when customers who have been "carried over" for more or less lengthy periods, spend their money extravagantly or in mail order purchases. It is a good sign that the press is beginning to awaken to the duty it owes the merchant. If more papers would second this advice, the results would be beneficial.

How about clipping this out and showing it to your local editor? It may induce him to insert something to the same effect.

PASSING ON INFORMATION.

Some dealers even yet have the feeling that the less the clerk knows about new ideas and news of the trade, the more satisfied he will be with his salary. They act accordingly, by not giving the clerk the privilege of studying grocery conditions and withholding ideas that would mean money if properly executed.

With others the order is entirely reversed. Clerks are given every opportunity to learn more about the business. Their employers know that the more they know, the better will it be for the business. One of our Western Canadian representatives relates an incident exemplifying the force of the latter. A dealer in Edmonton, Alta., whom he recently called upon, stated that he always passed The Canadian Grocer around among the clerks. "There are many good ideas," he said, "for the clerk on courteous treatment towards customers," and intimated that the more the clerk knows in this regard the more valuable will he be to the store.

Every large store has from three to five or more clerks. They are going to sell more goods and come in contact with more people than the dealer himself, and therefore should be just as well posted on salesmanship ideas and treatment of customers.

It is a mistake not to give the clerks every chance to improve their selling power. If by this power they increase sales, the dealer makes more money, and they are justly entitled to consideration in respect of salary.

TOMATO AND CORN PRICES.

Opening prices on canned tomatoes and corn are out, and from the quotations it is evident that the late, wet season has not been conducive to an extra heavy pack although it is fair on the whole.

Tomatoes have opened at $1.37½ as compared to $1.17½ of last fall. It will, of course, be remembered that the opening price of 1911 was not long held to. Those dealers who had not ordered ahead had to pay much more for their tomatoes later on account of the short crop.

This year the delivery amounts to about 60 per cent. with the Dominion Canners without having to go outside their own factories. Last year this percentage of delivery was only 40 per cent. so that this year's pack is evidently substantially ahead, with an increase of 50 per cent. This would indicate that prices will not take the big climb above the opening figures that they did a year ago. Whether this will be true or not remains to be seen.

Corn has opened at 97½ cents, same as a year ago. Last year the percentage of delivery, however, was somewhere around 89 or 90 while this year the canners announce 75 per cent. The late season must be held accountable for the decrease. Corn, therefore, to apply the above reasoning, should firm up a little more than in 1911.

With pumpkin prices opened at 85 cents per dozen, 15 cents less than a year ago. This should insure a large sale for pumpkin and if sold at 10 cents straight means a good profit to the retailer.

KEEP PACE WITH SEASONS.

A great deal of business is lost by many grocers by not realizing the change of seasons quickly enough and taking advantage of the new opportunities presented by each.

The past few months furnish sufficient examples of this being the case. When the late fruit preserving season commenced, the live grocer was off with the sound of the gong, putting forth his strongest efforts to corrall the best portion of the trade as early as possible. The less progressive man in due time awoke to the fact that fruit was being sold by his neighbor for preserving and also began to push it. By this time the best trade had been secured by the more aggressive dealer.

Then when he was still drumming along on fruit only, the progessive man noticing the advance of the season had switched his greatest efforts to pickling supplies and was off with a goodly portion of this trade before his neighbor got under way.

The two may be likened to woodmen in the pioneer forest. One forges ahead and secures the best timber available. The other follows in his work taking the less valuable stuff. Thus with business. The one dealer puts his efforts behind a line when it is most seasonable and secures the cream of the trade. The less progressive follows and has to be satisfied with what is left.

Just at the present time, the important fact for the grocer to remember is that summer has once more passed into history and that fall with its demand for goods peculiar to that season is now here. The man who hopes to lead in the race for business must keep pace with the seasons.

EDITORIAL NOTES.

No real salesman will make a promise he knows he cannot fulfill.

* * *

Pass the trade paper on to the clerk. If he is industrious he will make it worth your while.

* * *

The best patronage comes from satisfied customers, and broken promises do not make satisfied customers.

* * *

One of the most important things for a young salesman to learn is that courtesy is an essential factor in selling.

* * *

The razor-backed hog can be easily selected from the swineherd. He will usually be found against a tree, "stropping" himself.

* * *

Let the grocer get his staff as enthusiastic over business as the rah-rah boys are over the rugby game and the cash register will play a livelier tune.

* * *

Thanksgiving is the next special event. The window will not have much to be thankful for unless it is so appropriately trimmed that it will attract the crowd.

* * *

With the cold weather comes the season of hot drinks. Cocoa is one of the most delightful cold weather beverages. The grocer would do well to suggest it frequently to his customers.

* * *

Someone is reported to have invented a shoe polish that will shine black, red or tan shoes. If this be true we may possibly see the extremist in dress wearing a 'boot of many colors,' thus going our old friend Joseph, of Biblical history, one better.

* * *

The time the apiarist attacks the hive is when it's full of honey; the time to catch your debtor, is when he has the money. The apiarist some time ago commenced his autumn work; the grocer who now wants his own, should not his duty shirk.

* * *

The rugby season is on. Besides affording the example of exercising lungs, the business man can glean many valuable lessons from the game. For one thing it demonstrates the value of team work. Let the grocer take the cue and get his staff pulling together for a record fall trade. Enthusiasm is an essential feature.

Organizing Routine Inside the Store

The Only Way to Manage a Store Methodically—Brainwork Is Up to the Proprietor—Regular Duties Laid Out in Schedule Removes Considerable Every-Day Worry from the Management—How Many Managers Really Manage?

*By Henry Johnson, Jr.

As a sequel to the story of my auto experience let me tell you about my plans for inside organization. There are certain things that must be done about a store every day. Being such routine tasks, it is folly to direct them specially every day. Yet that is what hundreds of alleged "managers" do. How far can anybody expect to advance in the work of organizing a business who looks after all details every day himself? Answer: Not very far.

An Introspection Suggested.

When I hear a man say that he "cannot get good help" I wonder whether he deserves it. I generally conclude that he does not. I find usually that he "has trouble getting people to take an interest in the business." Then I find on every hand ample evidence that he himself is not manifesting any great amount of interest in the way his store is run. Often he is arbitrary and frequently erratic. He tells somebody to do a thing, but he never tells him why it is done. Usually, he has no general plan, but goes it haphazard every day from the opening of the door to the buying of insurance. Make no mistake. If you do not "take an interest" yourself, you cannot inspire much interest in another.

"The four-flusher fools nobody but himself," as Butler correctly says: Many a merchant is a four-flusher who does not himself suspect it. Introspect a bit on this and see whether you are measuring up to your job.

Organize the Routine Work.

The first step in organization, as I see it, is to get certain things regulated so they will run automatically for the most part. To do this, you must plan; and it must be YOU that plans, for that is your special business. If you will take the bull by the horns and lay out certain work for everybody to do, then you stand some chance of getting it off your mind. If you get details of everyday routine out of the way you will have time to devote to original work—to the advancement and growth of your business. This means more planning all the time; but, as I say, planning is your one best bet so far as your own occupation is concerned. Here is a little of my stuff in this line. It was composed after careful consideration of each man, boy and girl—their places, their capacity and the suitableness of the work for each. It runs along now that it has become established, though it required a few hours during the first few days of its incipiency. Now I hardly think of any of these things, but am free to plan other things.

RULES AND DUTIES—JOHNSON & SON.

We ask for the hearty co-operation of everyone to the end that these RULES may mean something. They are designed to make the work systematic and therefore really easier for each of you.

Punctuality is essential. If the hour is seven, be here at seven. If the time is eight, be here at 7.50 so that you may be all ready for the day's work absolutely on time.

It is desirable that all cleaning and straightening-up be done before 8.30 a.m. No washing or scrubbing can be done anywhere in sight of the customers after 8.30 a.m. Thus it is imperative that everyone be at his post ON TIME, and get right at the daily duties—else the whole scheme falls down.

These rules will be amended from time to time. If you think of ways to improve the work your suggestions will be more than gladly welcomed. But DO NOT CHANGE ANYTHING unless you have the order in the regular way—then all will go smoothly. Let us consider and amend; but let no change occur until there has been full consideration and the change has full authority behind it.

Yours for Better Work,
JOHNSON & SON.

No. 1—Manager.

General superintendence of store at all times.

Every morning handle and direct the work of dressing windows with fruits and vegetables.

Monday—Wind clock; see that No. 4 (shelving and bins) is cleaned and restocked; see that Nos. 4, 5, 6 and 7 are dusted; handle all deliveries.

Tuesday—No. 5 to be restocked and cleaned; Nos. 4, 5, 6 and 7 to be dusted; handle deliveries.

Wednesday—No. 6 to be restocked and cleaned; all dusting as noted; handle deliveries; in evening, sharpen knife.

Thursday—No. 7 to be restocked and cleaned; dusting; handle deliveries.

Friday—Restock Nos. 4 and 5; dusting; deliveries.

Saturday—Dusting; deliveries.

No. 2—Chief Woman Clerk.

Every morning at 8 get prices on vegetables and fruits correctly written up, making three copies.

Every morning at 8.15 go over No. 10 (cracker dept.).

Every morning at 8.40 begin calling up customers; continue until orders are all in. Then work on orders until trade begins, after which time remain in front waiting on trade unless specially directed to work elsewhere.

During the day, whenever there is slack time, direct and help No. 4 in her work—not doing any of it yourself but showing her how it should be done. Meantime, have your eye on the front always to care for trade.

Monday p.m.—Go over No. 1.

Tuesday p.m.—Go over shelving below No. 1.

Wednesday p.m.—Go over nut bins and mark stock in any part of No. 1 or shelves below.

Thursday p.m.—Go over first counter; restock boxes, replace worn labels, etc.

Friday p.m.—Go over second counter in same way.

N.B.—Report any stock which is running low; ask manager to have same brought from cellar as you may need it any time.

No. 3—Second Woman Clerk.

Begin promptly at 7. No need for special instructions until these duties are done.

Monday—Clean and restock sections Nos. 12 and 16; clean meat counter; dust from front to refrigerator including counters and cases.

Tuesday—Clean meat counter; clean both show cases; general dusting from No. 12 to No. 8.

Wednesday—Clean and restock No. 11; fil up No. 12; dust from No. 16 to refrigerator; clean meat counter.

Thursday — Clean meat counter; clean and restock No. 9; dust from No. 12 to No. 8.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Friday—Clean meat counter; clean and restock No. 8; dust from No. 16 to No. 8.

Saturday—Clean meat counter; dust entire department.

No. 4—Third Woman Clerk.

Duties begin at 7 a.m.

Monday—Clean bread case; put away bread; dust Nos. 1, 2, 3 and show cases.

Tuesday—Clean candy and bread cases; bread; dust 1, 2, 3, etc.

Wednesday—Bread; polish all pickle covers; dust 1, 2, 3 and show cases.

Thursday—Arrange No. 2; bread; dust 1, 2, 3 and show cases.

Friday—Polish No. 3 and pickle covers; bread; dust as above.

Saturday—Dust as noted; bread.

No. 5—Stock and Chore Man.

Care of all stock; become familiar with cellar and upper store room, and KEEP ORDER at all times.

Every morning do as directed by manager or Mr. Johnson on windows, etc. Every p.m. store away incoming stock.

Remainder of time on Monday, Wednesday and Friday devote to cellar and stock therein and therefrom.

Remainder of time Tuesday and Thursday devote to upper store room and stock therein and therefrom.

All stock received to be carefully entered in receiving book which is obtainable from Mr. Johnson or manager and which must be immediately returned to office.

Believer in Schedules.

These are samples of the minute detail into which these directions go. The rules for conduct are similar in that they go into matters of dress, politeness, cleanliness, care of stock, care of premises, etc., according to the person for whom intended.

We are so far from perfect that I feel only limited satisfaction in what has been done; but that little has helped a lot—and we are said to have a presentable store. I know, too, that I get time to do more work outside of my store than most men do in their places of business. Yet nobody who finds me in my store will care to say that I seem to be idle.

I am a believer in system and schedules. I know they work because I have worked by them successfully for years. Maybe what I have outlined will prove helpful to some of you. I hope so.

More than 40 varieties of rice are cultivated in Siam.

It is estimated that the annual trade in cocoanuts amounts to $20,000,000 or upwards.

Vote Goes Against Early Closing By-Law

Ratepayers of St. John, N. B., Reject Proposal — Defeat the Bill by Big Majority—Laboring Classes Vote Strongly Against It—Why Plebiscite Was Taken.

St. John, N. B., Oct. 15.—(Special)—The little corner grocery and its right to keep open as late as the proprietor was willing or his customers demanded, was the chief issue in a plebiscite which was taken in St. John on Tuesday last. The vote was for or aginst the adoption of a proposed early closing law and was of unusual interest on account of its being the first time to call into operation the provisions of the new city charter which provides for the initiative, the recall, the referendum and the other modern improvements which usually accompany the commission form of government adopted here last spring.

Incidentally the result was not encouraging to those who expected to achieve their ends by this means as the Early Closing bill put before the people in this way was defeated by a decisive majority.

Partly as the result of changing business conditions and partly as the fruit of the agitation carried on from time to time by the clerks, many of the larger stores close at six o'clock and most of the larger groceries at 6.30 or 7 o'clock. In many parts of the city, however, chiefly the residential sections and more particularly the districts peopled by working men and their families the smaller stores think it necessary to keep open later.

Last Year's Law Repealed.

Efforts had been made by the Early Closing Association, composed chiefly of clerks, with a few of their employers, to make the early closing more general and when persuasion failed they sought to succeed by law. An Early Closing law limiting the hours of closing was passed last year, but proved unsatisfactory and was repealed. The Association drew up another law, with some changes to meet the objections which had been made to their first effort, and presented it to the city commissioners. The commissioners decided against its adoption and the association then petitioned for a plebiscite on the matter under the initiative clause of the new charter. They succeeded in getting the required number of signatures, 1,400, but the vote went against them by a majority of 481.

Workingmen's Strong Opposition.

The opposition was especially marked in the workingmen's part of the city, although it was carried by two to one in three of the north end sections where the agitation had its birth and waxed the strongest.

Following items are from the issue of The Grocer of Oct. 21, 1892:—

"A Toronto broker wrote to one of the largest tea houses in London, Eng., for the agency at Toronto. They replied that they were negotiating with another gentleman to represent them at Toronto, but if he would be their agent at Ontario they would appoint him."

Editor's Note.—Twenty years ago the geography of this country was evidently not very well known. But to-day it would be difficult to find a business man in the Old Country who was not acquainted with every province of Canada.

* * *

Senator Ogilvie, Dr. Reid, M.P., Mr. Benson, president, and Mr. Thompson, secretary of the Starch Co., whose factory is situated at Cardinal, Ont., waited on the Minister of Railways and Canals the other day about the water power at Cardinal, by which their machinery is run. The canal improvement interferes with the power which is supplied by water from the canal."

Editor's Note. — The Edwardsburg Starch Co. was not only in business twenty years ago, but for over 50 years. In 1909 the 50th anniversary of the founding of the company was celebrated.

* * *

"Canadian dairy butter appears to have recovered its position as an exportable stock. It has now had two good years, the last one better than the first."

Editor's Note.—It is different to-day. There is mighty little butter being now exported from Canada as we need it all for home consumption. This is one forcible evidence of the great advances this country has made in the last two decades.

Some of Poland's salt mines have been worked uninterruptedly for more than 600 years.

Opening Prices on Tomatoes and Corn

Tomatoes at $1.37½ and 20c. Above Last Year—Delivery Will be 60 Per Cent. —Corn is Same Price as Last Year—Pumpkin is Cheaper—Rangoon Rice Has Declined 15c. Per Cwt.

QUEBEC MARKETS.

POINTERS—

Sicily Filberts—Up

Canned Tomatoes—Opening prices.

Rice—Down.

Montreal, Oct. 17. — Wholesalers are now in the midst of the fall business and a general good trade is reported on all sides.

The opening prices for tomatoes are placed at 1.35 to $1.37½ but the actual selling price is $1.60, so that the former quotations had hardly time to dry on the paper before they were changed. Corn opened at 95—97½ but actual selling price is $1 to those who had not booked ahead.

Rice, subsequent to favorable crop reports, has declined considerably.

SUGAR.—Locally, demand for sugar is fair, refiners receiving the usual seasonable business.

There was a slight stiffening in the European market owing to the war scare but things have eased again owing to good reports about growing crops. The continuance of fine weather has of course tended to encourage sales on the other side.

Granulated, bags	4 85
Granulated, 20-lb. bags	4 95
Granulated, 5-lb. cartons	5 15
Granulated, 2-lb. carton, per cwt.	5 15
Granulated, Imperial	4 70
Granulated, Beaver	4 70
Paris lump, boxes 100 lbs.	5 60
Paris lumps, boxes 50 lbs.	5 70
Paris lumps, boxes 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
Crystal diamonds, 100-lb. boxes	5 60
Crystal diamonds, 50-lb. boxes	5 70
Crystal diamonds, 25-lb. boxes	5 90
Crystal diamonds, 5-lb. cartons	6 40
Crystal diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 50-lb. boxes	5 25
Powdered, 25-lb. boxes	5 45
Phoenix	4 85
Bright coffee	4 80
No. 3 yellow	4 70
No. 2 yellow	4 60
No. 1 yellow	4 45

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—There is no new molasses coming forward as yet, but demand for stocks held is good, and a heavy season is now setting in.

Syrups are moving freely, the colder weather stimulating an already good trade.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38¼-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.— Just what effect the Balkan situation will have on the market here cannot as yet be gauged, though it is perfectly evident that it will seriously hamper negotiations with those countries producing fruits for shipment to this country. As code cablegrams will be denied transmission to the affected area, it can readily be seen what trouble will arise.

Both Smyrna figs, and Sultana raisins will naturally be affected, while prunes from Bosnia and Servia and Greek currants must also feel the pressure. It is reasonable, therefore, for us to predict higher prices all round.

It is evident that coast packers are counting on the near East situation to bring about a decided stiffening, as a strong situation now exists for California prunes and raisins. They are evidently arguing that any interference with shipments from Turkey and Greece will mean a falling back by most countries on the coast for supplies.

Evaporated peaches and apricots are a great deal cheaper than last year, while evaporated apples are also on lower side, as will be seen by change in quotations.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 08
Evaporated peaches	....	0 10
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb. not cleaned	0 08¾	0 09½
Currants, fine filiatras, per lb, cleaned	0 07	0 07½
Currants, 1-lb pkgs, fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06½
Dates, Hallowee, loose	....	0 06
Pards	....	0 11
Figs, 3 crown	0 07¾	0 19½
Figs, 4 crown	0 08	0 10¾
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07¼
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 18
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	1 80	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.— Coffee, following reports of damage to crop, and lack of news of favorable opinion about flowering, has started an upward movement in price and it is likely that a further advance will be scored if the present bullish feeling continues. Of course, the primary advance has so far had no effect on local prices. Market here rules steady with a good amount of business doing.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICE. — Following on activity in market last week, things have taken a lull, so to speak, none of the lines at present showing up in any particular way. Nutmegs are quiet while peppers are likewise. Cloves show some strength but not same as during past ten days.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Sicily filberts have advanced this week according to prediction in a recent issue. The market is still firm and further advance is likely.

Sicily almonds on the other hand according to cable from Palermo are a little easier, in spite of strong feeling prevailing last week. Locally the demand is good, and a number of lines are moving freely.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 11
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Strange to say a decline has taken place in Rangoon and Japan market although it was anticipated that the present high level would be maintained for some time to come. The general good appearance of the crop and favorable reports as to growing weather have eased the situation some, with the result just noted.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75

Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS—

Rice—Rangoon down 15c per cwt.

Sugar—Still easy.

Opening prices on balance of canned goods.

Toronto, Oct. 17.—Trade this week is reported of a fair order, volume of business being quite up to standard for season. Most of it is for immediate requirements but some shipping of goods beyond the lakes for early winter requirements is being done. How ever this business has not really got under way. In fact many of the new lines of goods have not yet come to hand.

With the wane of the preserving season, retail demand for sugar has slackened. Prices on sugar remain unchanged, but there is an undertone of easiness as conditions of the growing crops are extremely favorable.

The opening prices on tomatoes and corn and other late canned goods not previously named have been announced. Tomatoes are $1.37½ per dozen for group A, which is 20c per dozen higher than last year. Corn has opened at 95 to 97½ cents.

SUGAR. — Refined sugar shows no change from week ago, $4.95 being quoted in Toronto. The situation remains about the same, an undertone of easiness still ruling. Demand is now back to normal basis and with conditions still favorable, it merely means matter of time until lower quotations will be felt in refined prices.

Excellent reports come from Europe regarding beet crop while Cuban cane is proceeding well. It is felt that the Cuban crop will likely exceed the highest yet produced if all cane in the fields can be turned into sugar by favorable conditions of labor and weather.

Extra granulated, bags	4 95
Extra granulated, 20-lb. bags	5 05
Extra granulated, 5-lb. cartons	5 25
Extra granulated, 2-lb. cartons	5 25
Imperial granulated	4 80
Beaver granulated	4 80
Yellow, bags	4 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 [illegible]
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 25-lb. boxes	5 55
Powdered, 50-lb. boxes	5 35
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 70
Paris lumps, in 50-lb. boxes	5 80
Paris lumps, in 25-lb. boxes	6 10

SYRUP AND MOLASSES.—The cool weather is proving beneficial to trade in corn syrup. According to manufacturers both wholesalers and retailers are taking hold and trade is getting off to a good start. Retailers should recognize that the season for syrups has now opened and that stocks should be looked to.

Syrups—	Per case.
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 [illegible]

DRIED FRUITS.—One of chief features in dried fruit market is low prices which are being quoted on California seeded raisins. Prices opened at extremely low level but there are still lower figures being quoted. "Unheard of low prices are being quoted, especially on 1-lb. choice," said a dried fruit broker this week. "We have low prices but are being underquoted. Prices are being offered on coast now that would allow seeded to be sold to the retailer at 6½ to 7 cents, thus allowing them to be sold at 3 lb. for 25c." Local wholesalers bought considerable when prices were higher than to-day's figure but apparently recent low prices have brought additional business. The high prices for Valencia raisins are seemingly not having any steadying tendency on California. Said one broker this week: "I don't suppose there is one box of Valencias being sold this year to 10 last year."

War cloud in Europe is causing some speculation as to whether dried fruits will be affected. It will probably have a tendency to interfere with natural conditions in all Mediterranean fruits, but most of big cargoes have now left the East.

New crop dates will soon be on market and will meet with good reception as stocks of old goods are cleaned up here.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Choice, 25-lb. boxes	....	0 18
Slabs	....	0 16
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 11
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected, new	....	0 09
Valencias, old stock	0 08	0 08½
Seeded, 1 lb. packets, fancy	....	0 08¼
Seeded, 16-oz. packets, choice	....	0 08¼
Dates—		
Hallowee', full boxes	....	0 06½
Package dates, per 1 lb.	....	0 07
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

COFFEE.—A fair tone of steadiness is maintained in coffee both here and elsewhere. While local jobbers may not make any immediate change in quotations, steadiness is expected to prevail.

Continued unfavorable news from Brazil concerning growing crop acts as stimulant to general markets. There is another feature in the decreased receipts compared with the same date last year, the deficiency being in round numbers about one million bags. New York markets continue to fluctuate to a considerable extent.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Some companies have reduced price of celery seed to 40 cents. In fact some firms did not go up to record price that primary markets really warranted. It is probable that price will not go below 35 cents. Cloves still hold their firm position, while peppers, both black and white, are steady. There is a fair volume of trade at present time. Requirements for pickling season are pretty well to an end but there is a fair call for general purposes.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 [illegible]
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 50
Shredded cocoanut, in pails	0 16¾	0 17¾

NUTS.—Cooler weather always instils more life into nut trade. It brings with it season of evenings around the fire in the home and the consumption of nuts is naturally increased. The Thanksgiving holiday will also mean a larger demand for this line, and dealers would do well to feature them during the coming week.

There is a general steady tone to prices on practically all lines of new crop nuts. The first shipments of new crop Tarragona almonds are due in a few weeks. New walnuts are expected here by end of month. Brazil nuts still hold their firm position.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12

Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 12
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

RICE AND TAPIOCA.—One of the unexpected happenings during past week was a 15-cent reduction in price of Rangoon rice. Reports which have been current did not lead wholesalers to expect this move. However, it has come and locally this grade is now quoted at $3.83 per cwt. Somewhat better prospects in Far East is said to be cause of reduction. High prices have slackened purchasing to some extent and decline may cause a little move activity.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—There is really no change in the situation. Canadian stock is next to a nil quantity and no new crop has arrived, nor are there any reports of prices being quoted on new crop. In meantime Austrian are finding a good demand. Prospects point to good heavy demand for beans during the coming winter.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60
Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½

CANNED GOODS.

TORONTO.—The opening prices on tomatoes, corn and other lines hitherto unannounced, have been named. The rear guard of canned good prices for 1912 have features of both joy and sorrow. Pumpkin, for instance, has opened at 85 cents for 3's which is 15c lower than last year. The feature, however, is the high price at which tomatoes, the big canned goods line, has opened. This year's opening price is $1.37½ for group A, which is 20 cents above last year, and a record figure. It cannot be said that this was or was not a surprise as dealers had little idea of what figure prices would open at.

With increased factory facilities in Ontario, and the loads of tomatoes which vines carried this year, prices have opened at a higher figure than ever. Canners state that the weather conditions interfered with the packing and that the cost of packing was high this year. The delivery will be 60 per cent. Last year it was 40 per cent. Last year prices opened at $1.17½ and were immediately jumped up to $1.40 to $1.50 by jobbers.

There is an inclination on the part of some houses to jump prices again this year. One firm said they would have no more than would fill orders and that they would ask $1.45 for any new orders taken. Others would sell at the opening figure.

"I will give you all you want at that figure," said one jobber. "The speculative value on tomatoes this year is going to be nil. The man who has loaded up without enough tomatoes to carry him over until next fall, stands to lose the amount it costs him to carry them. I don't think tomatoes will go above the present figure. Last year with a 40 per cent. delivery, we only had to import a small quantity from the States, while this year the percentage is 60. That means that we have 50 per cent. more tomatoes as well as many new factories' output. There is another feature in that British Columbia can get tomatoes from California at a lower figure than they can bring them from Eastern Canada."

Those retailers who ordered tomatoes from firms at $1.10 per dozen certainly got in right this year as it will mean 50 cents per case extra profit on their goods.

Corn opened at 97½ for group A which is same as last year. The delivery is 75 per cent. Squash and succotash are also the same as last year.

Pumpkin pie should be a more general article of diet this year, as canned pumpkin is 15 cents per dozen below last year's price. There will probably be a full delivery.

MANITOBA MARKETS.

POINTERS:—

Sharp reductions in canned apples, pears, peaches and blueberries.

Winnipeg, Oct. 16.—Good progress is being made in the threshing and marketing of the Western grain crops and receipts of wheat are now averaging the enormous amount of 1,000 cars a day.

Trade conditions are favorable.

Wholesale merchants report that their men on the road are securing large orders for winter supplies and spring orders are already coming in volume.

Industrial conditions remain excellent, there being plenty of work for all workers and the volume of cash trade still maintains its high record.

In groceries there is little to report. Prices are steady, and business active. New prices have been announced locally on some of the new pack of canned goods. Apples, pears, peaches, plums and blueberries are lower. Other lines for the present are unchanged.

The demand for sugar is still heavy but it can hardly be expected to be maintained at the present rate much longer.

Collections are somewhat slow but will undoubtedly improve now that the crop is moving out in earnest.

SUGAR.—Sugar prices have taken a drop of 10 cents per cwt. since last report. This is in sympathy with the Eastern market which is weak. The Western consumption of the commodity is still very heavy.

Montreal and B.C. granulated, in bbls.	5 40
Montreal and B.C., in sacks	5 35
Montreal and B.C., yellow, in bbls.	5 00
Montreal yellow and B.C. yellow, in sacks	4 95
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 00
Powdered sugar, in bbls.	5 60
Powdered sugar, in boxes	5 60
Powdered sugar, in small quantities	5 40
Lump, hard, in bbls.	6 30
Lump, hard, in half-bbls.	6 35
Lump, hard, in 100-lb. cases	6 30

SYRUPS.—There is nothing new to note in syrup lines. There is a good average demand likely to improve with the advent of winter.

2 lb. tins, per case		2 48
5 lb. tins, per case		2 88
10 lb. tins, per case		2 76
20 lb. tins, per case		2 77
Barrels, per 100 lbs.		4 22
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—The situation remains unchanged and no local price changes are to be recorded although the market for several Californian lines is reported to be weak.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 07⅛
70-80s, 25s, s.p.	....	0 07⅛
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅛
50-60s, 25s, s.p.	....	0 08⅛
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 25
Fine, selected, 28s, s.p., per box	....	2 40
4-crown layers, 22s, s.p., per box	....	5 35
4-crown layers, 14s, s.p., per box	....	1 25
4-crown layers, 7s, s.p., per box	....	0 70
Ne plus ultra, 32s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08½
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

BEANS.—Advices from Ontario report that the bean crop which promised well in the early part of the season will be only 80 per cent. of an average. Harvest is now in full swing and should fine weather continue the crop should be saved in fine condition.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 00
Whole peas	2 75

COFFEE.—Advices from New York point to a condition of great strength in the coffee market. Advances in price are anticipated. Teas are steady.

Coffee—		
Green Rio	....	0 18
Roasted Rio	....	0 22
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾

TEAS.—Market for quality teas still remains firm.

Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade in nuts is normal and shows satisfactory increase over last year. Almonds and pea nuts are reported as excellent crops.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 23
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 18
Sicily filberts	....	0 11½

Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

WINNIPEG.

PRODUCE AND PROVISIONS.—Butter and cheese are firm but unchanged. Eggs have advanced 3 to 4 cents. In cured meats the market is very steady. Reserve stocks of butter are said to be low and winter prices are expected to rule high. Lard has made sharp advance.

Lard, tierces	....	0 15½
3 lb. tins, cases	....	9 65
5 lb. tins, cases	....	9 55
10 lb. tins, cases	....	9 50
20 lb. pails, cases	....	3 15
50 lb. tubs	....	7 70
1 lb. bricks	....	0 16½
Cured Meats—		
Hams	0 17	0 18½
Long clear	....	0 15
Short clear	....	0 15
Shoulders	....	0 15¼
Bacon	0 21	0 22
Cheese—		
Ontario large	....	0 [illegible]
Ontario twins	....	0 16¼
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 30	0 32
Dairy	0 20	0 24
Eggs, fresh laid, Manitoba	0 28	0 30

CREDIT MEN'S ASSOCIATION GROWING.

Winnipeg, Oct. 17. (Special).—At the last meeting here of the Association of the Canadian Credit Men, it was announced that a branch of the Association had been opened in Regina, in Montreal and St. John, N. B., with a secretary-treasurer in charge at each city. It was further announced that the general manager, Henry Detchson, would attend the next monthly meeting of the B. C. Canadian Credit Men's Association in Vancouver to make final arrangements for the inclusion of that Association in the Canadian body. The British Columbia Association has signified its desire to join the Canadian Association and when this is completed the Canadian Credit Men's Association, Ltd., will operate in every province in the Dominion.

The legislation committee announced at that last meeting also that the "Bulk Sales Act" was to be passed by the provincial legislature in Alberta at its next legislature and the Federal Minister of Justice at Ottawa has definitely promised his attention to the amendment of the criminal code governing false statements.

STRENGTH OF QUALITY TEA MARKET.

With regard to a Ceylon tea auction, the London Grocers Gazette of Sept. 21 says:

"The auction, this week, we find showing vast improvement as regards quality, and this being appreciated, smart advances were paid. There was evidently strong support in the room from more than one important quarter and the tone ruled very firm. The poorer medium offerings, as well as common, were on the down grade. There was again some appalling rubbish among the lower grades which everybody could quite well do without.

"There is a fair-sized sale for next week, but quantities from now onward are expected to drop off very rapidly, and no doubt the prospect of this is tempting the buyer to come in while he can."

Chilliwack Merchants' Business Problems

R.M.A. of That Town Holds Banquet and Invites the Business Men—Value of Organization Pointed Out—One Speaker Suggested Couldn't Limit Credit Time to 30 Days.

Chilliwack, B.C., Oct. 14.—A complimentary luncheon given recently by the Retail Merchants' Association, was attended by some thirty local business men.

The object of the gathering as intimated in the invitation card, was to outline the aims of the association in its effort to solve the problems which confront the business man, to raise the standard of doing business, to improve the fraternal relations, which would permit and make easier to obtain the best results from organization not only in regard to matters of more immedate concern, but also as affecting other interests in the city and valley.

In the addresses and discussions these were well set forth, and the advantages of the business interests of the city being united for the common good, emphasized, showing the benefits which could and would accrue from a success of the asociation along these lines.

A luncheon was at first held after which the meeing was called to order by President W. L. Macken, manager of F. J. Hart & Co. He addressed the gathering on the subject of "Business Men and their Relation to Each Oother, or our Common Interests."

He pointed out particularly the necessity for the creation of a spirit of fellowship, a discussion of common problems, and united action in the furtherance of mutual interests.

G. H. W. Ashwell, of G. R. Ashwell & Son, gave a brief outline of "Our Association, its importance, its worth and how to use it." Mr. Ashwell spoke of the value derived from attending the regular meetings, and the improved conditions and benefits shared by the members and urged all present to become actively associated.

The fact that one of the speakers was C. A. Barber, the editor of the Chilliwack paper shows a wise move on the part of the merchants. If all merchants secured the thorough co-operation of the newspapers in their town much good could be easily done towards keeping trade at home.

"The place and part our Association should take, in the larger interests of the valley," was the subject presented by Mr. Barber. Interests in which the Association should make its influence felt and in which it could be of practical benefit were civic life and civic government, educational matters, the Board of Trade, public improvements in the municipality, the production, marketing and sale of the products of the valley, pointing out that in co-operating with these various interests, the merchant would not only render great benefit, but would also in so doing assist in the solving of his own problems.

The subject of the marketing of fruit drew forth considerable discussion, J. H. Ashwell, manager of the Chilliwack Canning and Preserving Co., emphasizing the need of co-operative handling of the fruit products. F. A. Hewer, G. P. Chamberlain and W. L. Macken also spoke on the question.

J. Burton of Denmark Q Burton, answered the question "Can we make our Association a success and how?" decidedly in the affirmative. Mr. Burton had only one answer and that was an enthusiastic "yes" and pointed out how it could be done, in a way that was clear and concise. He advocated organization, co-operation and modern business methods.

"The credit business and its perplexities," met with earnest treatment by J. Hammar. Mr. Hammar essayed a large percentage of sound sense and enthusiasm and there was lots of "meat" for thouhgt and action in the "jaw bone," as he termed it, as dispensed by a man who has had considerable experience with the methods employed by big concerns and agencies in this phase of business. Mr. Hammar advocated a 30-day limit to small credits. The credit business was poor business for both the business man and the customer, he declared.

H. J. Barber laid stress on the important features discussed. He was gradually getting his business on a cash basis by educating the people to the fact that a cash business paid both parties best.

M. H. Nelems addressed the meeting briefly on the points of the benefits possible to such an organzation, and the needs of co-operation in furthering the interests of the city and valley.

Current News of the Week

Quebec and Maritime Provinces.

Onesime McAbbee, grocer, Montreal, died last week.

D. Tremblay & Co., general merchants, La Tuque, have dissolved.

John Moisan & Co., general merchants, Drummondville, Que., have dissolved, Clara Wadleigh continuing under the same style.

Among the companies that have recently been incorporated in the province of Quebec are the following: J. I. Blair & Co., grocers; Golden Ray Co., manufacturer of cleaners; Mitchell & Peniston, grocers; Viau & Frere, biscuit manufacturers, all of Montreal.

F. H. Seller, head of Beer & Goff, Charlottetown, P. E. I., died rather suddenly at Toronto on his way home from Winnipeg, where he attended the Oddfellows convention. All the grocery stores in Charlottetown closed on the afternoon of the funeral out of respect for his memory.

The firm of Thom & Cameron, who have been represented for many years by Jones & Swan, of Barbados, have dissolved this connection, and are opening their own offices there under the management of W. W. Nurse. A representative is at present in Canada appointing agents, the Montreal district falling to J. Russel Murray, G. N. W. Building. Buchanan & Ahern, of Quebec city, have been appointed for that district, and before long the remaining portions of the country will be looked after by other agents.

Ontario.

R. Stockhill, grocer, Toronto, succeeded by J. McKenzie.

Wm. Amsbury, grocer, of Toronto, has been succeeded by R. C. Morris.

The estate of Geo. Porter, London, Ont., has been sold to W. J. Reid.

J. St. Jean, grocer, of Pembroke, Ont., has been succeeded by Lawrence Tanny.

The Toronto branch of the E. B. Eddy Co. have removed to their new building at 73 Wellington St. West.

T. B. Escott & Co., wholesale grocers, London, have sold their Owen Sound business to W. T. Harris & Co., Ltd.

E. Brown, a Galt, Ont., shoeman, claims he has invented a white paste shoe polish that will shine either black or tan shoes.

B. Gray has sold his general store business in Conn, Ont., to Donald McFadzean who was formerly a farmer of that vicinity.

Sarnia, Ont., expects to get a new factory to establish there to manufacture jams, pressed fruits, etc. The name of the negotiating company has not been made public.

Last month 6,180 pounds of fish were confiscated by the medical health officer of Toronto, as well as considerable bread, butter, vegetables and fruit as being unfit for food.

Allan Clark, with Charlton Bros., grocers, Lakefield, Ont., is taking a week's holidays. He was in Toronto during the week, later going to Hamilton and Pickering. While in Toronto he called at the office of The Canadian Grocer.

H. B. Buell, of Syracuse, N.Y., was the speaker at the first general meeting of the Ontario Division Canadian Credit Men's Association held at McConkey's, Toronto, on Thursday night. His subject was "Credits and Credit Giving."

Western Canada.

J. W. Watson has opened a grocery store in Edmonton, Alta.

Geo. Smith, general merchant, Innisfail, Alta., is selling out.

W. Dunbar, grocer, of Winnipeg, has been succeeded by J. Waite.

A general store has been opened at Youngstown, Alta., by Hart Bros.

C. R. Pexton, general merchant, Delburne, Alta., has sold to W. N. Brokenshire.

J. M. Toombs has sold his general store at Kindersley, Sask., to Ross and Stewart.

Wm. Urquhart, general merchant, Crossfield, Alta., is disposing of his business.

W. W. McRae, general merchant, Balgonie, Sask., has been succeeded by Jones & Jones.

H. G. Smith, Limited, wholesale grocers of Regina, Sask., have been incorporated at $250,000.

G. W. West, of "The Arcade Store," Innisfail, Alta., has sold to Chisholm & Checkley, two Eastern men.

The City Grocery, Edmonton, Alta., under the management of Mr. Nix, is opening a branch store for groceries and meats on 24th Street. This firm has an auto delivery system.

Des Brisay's general store at Mission, B.C., was robbed of $300 recently. The safe was blown open but the yeggmen got away without anyone hearing them.

A. K. Ferguson, who has been associated with Kilgour, Rimer & Co. for a number of years, but who was appointed secretary-treasurer of the Regina branch of the Canadian Credit Men's Association, Limited, has now been transferred to head office as assistant general manager of the association. Walter Edwards, who has been operating the official assignee business of the National Trust Co., Ltd., in Regina, has been appointed to fill the position of secretary-treasurer of the Canadian Credit Men's Association, Limited, at Regina.

SMUGGLING CHARGE MADE.

Individuals Accused of Taking Orders For Goods Sold By U. S. Department Stores.

A charge comes from Deer Island, New Brunswick, and is made by a merchant, that a number of individuals there are taking orders for goods sold by one or two United States large department stores and smuggling them into Deer Island. In a letter to the Grocer the merchant says:

"I wish to ask you to write the Customs Department regarding the business being done here by individuals who are canvassing for and smuggling goods over from Sears Roebuck & Co., Chicago, and also from Larkin & Co., large dealers in toilet articles, drugs and sundries of every description.

"This business is not being done by merchants but by families who are daily on the road with order-sheets from these firms. They are a hard people to deal with and as they sell very cheap goods, it makes it difficult for us to compete."

The Grocer has placed the matter before the department as requested by the merchant and developments are now awaited.

Just before going to press The Grocer received the following letter from John McDougald, Commissioner of Customs: "The Editor, Canadian Grocer,—

"I have the honor to acknowledge receipt of your letter of the 11th instant respecting alleged smuggling of goods at Deer Island, N.B.

"The complaint will be thoroughly investigated as soon as possible and is being referred to the chief preventive officer for this purpose."

Delay in Manitoba Flour Price Change

On Account of Unsettled Wheat Market Due to Balkan Trouble —Reductions Announced in Western Canada However—Shortage of Rolled Oats at Some Centres — Big Demand for This Line.

Once again has the unforeseen interfered to delay the expected. There has been no change as yet in price of Manitoba flour as anticipated. At least there has been no general change, although there are some reports from the West of reductions by some mills, ranging from 30 to 50 cents per barrel in keeping with the basis of new wheat. A week ago dealers expected that some of the mills would lead the way at any moment, but so far there has been no announcement. The reason assigned for this is the uncertainty that has prevailed in the wheat market of late. One of the outstanding reasons for this has been the Balkan trouble in Europe which has served to somewhat upset present conditions.

"In the face of present conditions," said one miller this week, "we would be foolish to make any change, at least until things become more settled. We must take the future into consideration. There is no use in making a reduction to-day and then have to change it in a week or so to meet the changes in the raw material market. Flour was booked for a reduction but this trouble in Europe has caused millers to hold off."

The quality of the new wheat is good and much in advance of last year. East of the lakes its use is not yet general but is becoming more so. Those mills situated in the centre of supply in the West are of course able to get new crop wheat in advance of those East and this may account for lower prices being announced out there first. One of the large Canadian banks after a comprehensive examination of crop conditions in the West estimates the wheat yield at 196,000,000 bushels, and that of oats at 224,500,000 bushels.

New oats are badly needed in many parts of the East and millers will be glad when supplies begin to come along in good quantities. On account of the lack of raw material there is a shortage of rolled oats at some centres. Toronto, for instance, is particularly bad off in this respect in both package and sacks.

The demand for rolled oats has been specially good so far this fall, the cooler weather that has set in proving beneficial to trade. Dealers who are pushing rolled oats at the present time are getting good results.

MONTREAL.

FLOUR.—There is no change in local situation. There is a steady feeling in market for old crop wheat flour and no change is anticipated immediately. Towards the first of next month a reduction may take place but this depends entirely on market conditions. A good demand is coming from country points to replenish stocks which have run low owing to hand to mouth policy till now in force. It is learned that some mills have made a big hole in their stocks in order to fill demand.

Little is being done with new crop wheat flour as buyers are awaiting developments before placing orders.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 80
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS.—A fair volume of business is passing at former prices. Some substantial orders have been booked and the market remains strong.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—No change has been made in price of Manitoba flour on this market as yet. A week ago it was thought probable that a change might come at any time but the trouble in the Balkans is given as a reason for delay in readjusting prices. Miller say there is no use setting a price until future of market becomes more settled. The use of new wheat for grinding is not yet general and this is also a cause for delay.

Winter wheat flour shows no change during the past week and there are no special features to report. Delivery of wheat is tardy and there is not much flour offered.

CEREALS.—A shortage of rolled oats still exists on this market and with some companies situation is quite acute, and they are far from able to fill their orders. This is the case in both sacks and package. Milling companies have run out of old oats and are unable to get any appreciable quantity of the new crop. Supplies from the West have been late and slow in coming forward.

MILL FEEDS.—There is no change in prices of mill feed, bran still bringing $23, and shorts $27. Steadiness prevails as demand exceeds supplies.

WINNIPEG.

FLOUR AND CEREALS.—The flour market is in an unsettled condition. Some of the western mills have already announced a reduction of 50 cents per barrel, others of 30 cents. The initative it is understood has come from one of the large milling interests in Saskatchewan. A general reduction of 50 cents per barrel is not improbable.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.	....	2 85
Rolled Oats—		
20 lb. sack	....	0 60
40 lb. sack	....	1 15
80 lb. sack	....	2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
49 lb. sacks	....	1 15

Experiments have been conducted this year in shipping fresh figs from California to the New York market. They arrived in first class condition. Unlike some of the other deciduous fruits, figs cannot be picked before they are ripe —they lack flavor if matured after they have left the tree—but these experiments show that ripe figs, carefully handled and quickly cooled, can be shipped across the continent in refrigerator cars. It opens the field for another fresh fruit.

Rot In Potatoes Causing Some Concern

Wet Weather Has Affected Potatoes on Low Land — Hopes That Later Stock May be Alright—New Grapefruit is of Excellent Quality—Big Crop This Year — Florida Oranges Will Also be Big Crop.

At the present time, reports of rot in potatoes from several sections are causing no little concern as to probable situation during coming winter. It is well known that the yield in Canada is large this year but there are some fears entertained that rot may reduce the amount of saleable stock considerably. Much wet weather has caused rot to set in in many low districts, at least in the early potatoes. The first shipments from New Brunswick were unfavorable in this regard and now Ontario is finding fault for the same reason and prices are firmer. It is possible that the later and better matured stock may not be affected. At least this is to be hoped.

The first shipments of Florida grapefruit received on Canadian markets were of excellent quality and this combined with low price expected this year should mean a greatly increased consumption of this line. Further reports confirm the news of a large crop. The Citrus Exchange estimates that about five times as much grapefruit will be shipped from Florida this year as last as the crop will be fully 50 per cent. bigger than any previous year. Hundreds of acres of groves which are bearing for the first time this year will ship, and the old groves, moreover, have heavy yield.

Oranges are not coming forward yet but will shortly. The orange crop is later than usual this year, being about three weeks behind last season. One estimate puts the crop fully 50 per cent. greater than last year, which would make the yield between 7,000,000 and 8,000,000 boxes as last year's yield amounted to nearly 5,000,000.

Next week should be a brisk one in fruit in anticipation of Thanksgiving. Fruit always sells more freely around a holiday. Preserving fruits are on the wane, grapes now being the prominent line and selling well.

MONTREAL.

GREEN FRUITS. — Fruits are still moving along though the basket variety is not asked for as much as during previous weeks, due to the late preserving season being practically over. Lemons are somewhat firm while the other lines are also in a strong way.

Apples, fall, No. 1	3 50	4 00
Apples, fall, No. 2	2 75	3 25
Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 50	5 00
Limes, box	....	1 25
Oranges, late Valencias	....	4 75
Pineapples, Cubans, cases of 24	....	6 50
Grapes	....	2 25
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	....	4 00
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES. — The market seems to have lost some of its sting, though dealers have no reason to complain. The potato situation is becoming easier and prices are more reasonable. Cabbage has been coming along freely while carrots are also in good supply. Spinach is not so plentiful now.

Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	1 75	2 00
Potatoes, Green Mountains, bag	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — Peaches for a long time held the centre of the stage on the local fruit market, but the position has now been usurped by grapes. For the past week or so the supply of peaches has been dwindling, and this will continue until the zero mark is reached. Grapes are in good supply at 18 to 20 cents per basket.

Grapefruit made its appearance on the local market towards the end of last week. Florida being the source of supply. The advance shipments are of excellent quality. They are selling at $5 per case of 80 and 96. Florida oranges will be in shortly and will be reasonable in price this season, as will also grapefruit.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	8 50
Grapes	0 18	0 20
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Musk melons, basket	0 25	0 35
Oranges, late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	....	1 00
Grapes, Tokay, per box	....	2 00
Idaho plums, box	....	1 25
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 68	0 90
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, 11 qt.	0 50	0 65
Quinces, basket	0 45	0 50

VEGETABLES.—The big feature of the week is the firmer feeling in potatoes. It is well known that there is a large crop of potatoes in all sections of Canada this year. The strength in market is due to rot which is showing up in many sections. The first shipments which were received from New Brunswick did not turn out well. The stock from Ontario is also showing signs of the same thing and dealers are wondering if the low prices which were expected this year are not going to come. Much of the stock received so far has not been fully matured and it is still possible that the later ones may not be affected. It is to be hoped so.

Cucumbers are about a thing of the past. Tomatoes are selling at 30 cents per basket. Green corn is now up to 15 cents per dozen.

Beets, new, Canadian, basket	0 20	0 25
Carrots, per dozen bunches	....	0 20
Cabbage, new, per crate	....	1 25
Celery, per doz.	0 35	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	....	0 40
Cucumbers, picklers, basket	0 75	1 00
Marrow, bushel basket	....	0 10
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25
Potatoes, Ontario, per bag	0 99	1 00
Peppers, green, basket	0 35	0 40
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 35	0 40
Mushrooms, basket	1 00	1 50

WINNIPEG.

FRUITS AND VEGETABLES.—Ontario apples of first rate quality are now plentiful and cheap. Florida grapefruit is now in at $6.50 per case. Lemons are a little dearer. Peaches and plums about over for the season. Native cucumbers are off the market and imported cucumbers are quoted at the high price of $2.50 per dozen.

Fresh Fruit—		
Cranberries	....	11 00
Florida grapefruit	....	6 50
Pears	....	4 00
Assorted Ont. apples	3 75	4 50
Snow apples	....	6 00
Oranges, Valencia	....	5 50
Bananas, bunch	2 50	3 50
California lemons, crate	....	8 50
Limes, box	....	2 00
Washington apples	....	2 00
Cucumbers, per doz.	....	2 50
Grapes, blue, basket	....	0 30
Grapes, Tokay, case	....	2 75
Peaches	....	0 90
Plums	1 10	1 20
Washington peach plums	....	1 50
Cucumbers	....	2 50
Celery, doz.	0 50	0 75
Tomatoes, Ont.	0 75	1 00
Potatoes, per bushel	....	0 35
Jersey sweet potatoes	....	6 50

CHEESE SOLD BY SHOW CARD.

You can't expect to sell the goods unless people know you have them. Grocers have been advised of the possibilities in the sale of fancy cheese but putting in a stock of itself will not work up any extensive trade. You must let people know that you have the several different varieties.

One Toronto grocer last week determined to do this by means of a show card. It referred to the different kinds of cheese handled giving their names—Pimento, Swiss, Roquefort, Gorgonzola, Limburger, Stilton and cream. This was being hung outside the door so as to catch the eye of the passerby as well as regular customers. Results were good.

A WEIGHTY PROBLEM.

Great was the pride of the old salts at St. Andrews in their ability to figure. A summer visitor pasing by while a group of fishermen were listening to one of their number boasting of his prowess in juggling figures, stopped and asked if he might submit a problem, which was:

"If you were to catch two hundred pounds of cod and sold the catch at five cents a pound, how much would you make altogether?"

Receiving no immediate reply he passed on. Coming back an hour later the summer visitor found the fishermen deep in thought. Asking if they had found an answer to his question, he was asked to repeat it, which he did. A look of relief spread over the face of the old salt who had been boasting. "No wonder I couldn't answer it," he said, "all the time I was figuring on mackerel."

No Conformation of Duty Removal Report

More Ontario Canners Heard from and All Deny Knowledge of the Petitioners Who Are Said to Have Made Request from Government—Tone of Statements Intimate that Pack of Tomatoes this Year Will Be Larger than Last.

Since last issue of The Grocer a number of other Ontario canners have been interviewed on the report that canners are alleged to have asked the government to remove the duty on canned goods coming from the United States. Not one of those heard from states that there is any truth in the newspaper report so far as they are concerned.

Knew Nothing of It.

"I knew nothing of the matter," states one canner, "until I saw the rumor in the papers and I know nothing more now."

"There is no truth in the statement whatever as far as we are concerned. Such a step would be simply ridiculous. The canners of Canada are well able to supply all the requirements of the Canadian people with good goods at a fair price."

Still another firm contradicts the rumor.

"One thing is certain," stated a representative, "the canners this season will pack sufficient goods to supply home demands, as the crop is exceptionally good, particularly so in Western Ontario."

"By this time," one firm stated, "you have no doubt noticed through the press that we lost no time in contradicting the report from Ottawa regarding asking for the removal of duties on tomatoes and so far we have been unable to learn who the petitioners are."

Expect Fairly Large Pack.

In referring to the Canadian pack this firm said that while the season had been an abnormal one they believed that when completed it would be found that the pack was considerably in excess of last year.

Cucumbers preserved whole for use as if in natural fresh form are imported from Switzerland.

THE WEEKLY FISH COLUMN.

Some dealers complained bitterly this season about receiving small herring. They should remember that the fishermen do not use a whistle or "fish yell" to bring the big ones to the net.

Did you ever go fishing and get in your mess one large trout and the balance just big enough for one mouthful? Well, it is just the same with deep sea fishing.

The fisherman has no easy task. He expects consumption no matter whether his fish be large or small.

The percentage of consumption of fish in Canada is greater per capita than in the U.S.A., although the latter country can boast of 100,000,000 population.

Don't tell a customer that you can get her some brook trout. The season is over.

It is surprising how few know what a finnan haddock is. It is a fresh smoked haddock and got its name years ago when the first haddock were smoked in Findon, Scotland. The proper spelling would be "Findon Haddock," but some canny Scotchman has dropped the "d" and thus made the pronunciation easier.

If a customer asked you for a few facts about the bloater, could you give her any? A bloater is simply the round herring bloated and smoked, while the Kippered herring or kipper is merely a herring split and smoked.

Fresh halibut is becoming mighty scarce, in fact it will soon be off the wholesalers' lists, but the frozen stock can always be relied upon.

It is a little too early yet to ship frozen herring. The halibut can evidently stand a greater degree of cold than the shivering herring, as it will not thaw out so quickly. Perhaps the medical authorities will realize in the frozen halibut, at that rate, the possibilities of securing fine ice bandages for the head. That certainly would be getting fish on the brain.

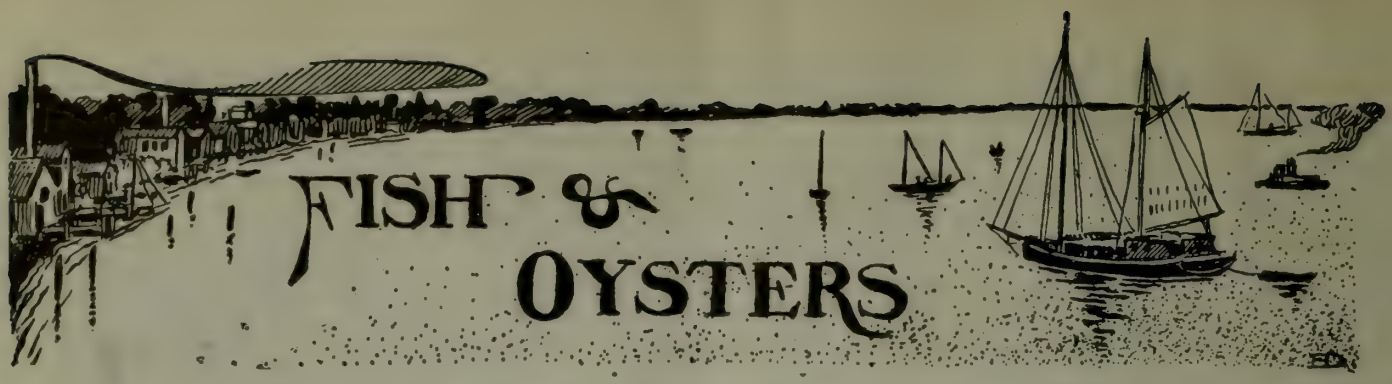
The demand for smoked fish is becoming enormous. We are not surprised. There is a good large profit for the retailer.

It looks as if smoked fish will be in heavy demand the whole year round, instead of in seasons. It is simply up to the retailer to make it so, and he can. The packers will willingly do their part.

Some lines of fish are moving up in price. They believe that the "high cost of living" fiend has no right to make "fish of one and flesh of the other."

The deep sea fishermen don't tell as many "fish stories" as the fresh water anglers, although some will tell you about landing a whale in a net!

Steak cod is very scarce just now. Stormy weather has prevented good catch.



The Oyster Trade is Off to a Good Start

Compares Favorably With Last Year in Spite of Somewhat Unfavorable Weather—Oyster Quality Was Poor at First of Season—Is Now Rapidly Improving — Retailers Have Now More Time to Give to Fish Department.

The oyster trade has already got off to a good start this season, according to reports received from different centres of the Dominion. In fact, on some markets it is stated to be slightly in advance of the same time last year, and that in spite of weather that has not been altogether favorable to demand. It is true also that quality of the oysters was not good at the beginning of the season. On account of the cold summer spawning was late and the oysters were accordingly late in attaining their growth. They are developing rapidly of late, however, and before long will have attained a prime condition. It is stated by one oyster authority that by the middle of November the quality will be better than last year. With improved quality and a run of continued cool weather, a healthy and active tone should set in. Dealers would do well to get behind this line right away, as the possibilities are already large.

There is a more active tone to the fish trade of late. Dealers are finding more time to devote to it, as other lines are not claiming so much of their attention. One dealer in Toronto, for instance, who of late has been giving the major portion of his time to fruit, has now with the dwindling of the preserving season turned more of his attention to fish. This week he received his first shipment of prepared and smoked varieties. He put a display of them in the window with a show card and the first day sold an appreciable quantity. This shows that the people are ready to buy these lines if they are presented to them.

QUEBEC.

MONTREAL. — Fresh halibut is becoming scarce, but there is plenty of frozen stock at reasonable price. Haddock and cod are also arriving freely while the smoked fish are well looked after also. Oyster season is now in full swing, both bulk and shell selling now.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 04½
Halibut, per lb.	....	0 12
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 10
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	.8, 10, 11, 12	
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	1 90
Boneless strip cod, 30-lb. box	....	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 00
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 00
Holland herring, half bbl.	....	5 50
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	18 00

SMOKED.

Bloaters, box	....	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	0 18
Kippers (small), per box of 50 fish	....	1 10
Smoked salmon, per lb.	....	0 25

SHELL FISH.

Solid meats—Standards, gal., $1.75; selects, gal.	....	2 00
Boiled lobsters, per lb.	....	0 20

ONTARIO.

TORONTO.—The fish trade has a fairly brisk tone for this time of year, the colder weather proving beneficial. With the dwindling of preserving and pickling season, retailers have more time to give to fish department and this will be to its advantage. Fresh white fish are scarce at the present time, and some frozen stock is being used by local firms. One house reports that it will have to use frozen halibut also in a week or so. Trout and herring are plentiful, however.

It was stated by one oyster man in close touch with the situation, this week that consumption of oysters so far this season compares favorably with that of last year, in spite of fact that weather has not been altogether conducive to demand. On account of the cold weather during the summer the oyster growth at the beginning of the season was backward, but by middle of November it is expected to be ahead of last year.

There is some difference in the prices quoted by different firms on oysters. For instance, selects range from $1.75 to $2.00 per gallon, those asking the higher price claiming that theirs are of better quality.

FRESH CAUGHT FISH.

White fish, per lb.	....	0 12
Lake trout, per lb.	....	0 12
Steak, cod	0 06	0 08
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 count	....	2 00

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 35

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 00
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

MANITOBA.

Winnipeg.—There is a good demand for oysters which are quoted 25 cents per gal. lower than in last report. All lines of fish are in good demand with prices unchanged.

Fish—		
Oysters, per gal.		2 75
Fresh salmon		0 15
Lake Winnipeg whitefish, lb.		0 06½
Fresh pickerel		0 08½
Steak, cod		0 10
Trout		0 12
Halibut		0 10½
Finnan haddies		0 08
Bloaters, per box		1 50
Holland herrings, keg	0 72	0 79
Kippered herrings, box		2 00
Labrador herrings, half barrel		3 80
Mackerel, salt, keg		2 75

It was stated by one oyster man in close touch with the situation this week that consumption of oysters so far this season compares favorably with that of last year, in spite of fact that weather has not been altogether conducive to demand. On account of the cold weather during the summer the oyster growth at the beginning of the season was backward, but by middle of November it is expected to be ahead of last year.

Produce & Provisions

Speculation as to the Future of Butter

Opinions Vary Considerably—Some Think Large Fall Make Will Ease Prices—Others Think Demand From West Will Prevent any Accumulations—Egg Receipts Falling Off — Hogs Considerably Below High Mark.

There is much speculation as to the future of the butter market and opinions expressed vary to no little extent. A general steady feeling was reported in last issue, and it still continues with a tendency to higher quotations at some centres. There are many reasons given why the market should rule one way or the other during the balance of the fall.

There are those who are inclined to think that with the closing of cheese factories and a turning to production of butter there should be tendency to easiness. The making of cheese is generally given up about beginning of November and if the flow of milk continues on a fair scale there should naturally be more butter made. This will depend on the character of the weather after the first of the month. An open fall might probably mean that these predictions would come true.

On the other hand it is argued by certain dealers that the demand from the West will take care of any surplus stocks in the East and prevent accumulations that might cause easier turn in market. Then against this it is argued that the West has already a considerable quantity in store in the East, particularly in Montreal, and that it is a question as to whether they will want much more as New Zealand will shortly enter as a factor into the Western supply. In fact Vancouver is reported to have already ordered a considerable quantity from this direction. Thus, with so many things entering into the situation it is difficult to size the future up with any degree of certainty.

Egg supplies continue to show falling off at practically all centres and accordingly there is a general steadier feeling at most centres which in some cases is likely to turn into an advance. On all markets it is necessary for dealers to do considerable scouting in order to fill their orders while in some instances it has been necessary to break into storage stocks in order to fill demands. This is certainly starting in rather early on storage stocks and would seem to indicate we are going to see high prices for eggs this year. It will be remembered that prices were well up into the jewelry class last year.

Poultry and more especially turkeys will receive considerable attention during coming week in view of Thanksgiving demand. There are different opinions expressed as to possible supplies. It seems that this holiday comes a little too early for turkeys to be in the best of condition. This is not so some years, however.

MONTREAL.

PROVISIONS.—Market is steady for all lines and amount of orders being booked is considered quite satisfactory considering. Plate beef has been in request but packers say that with price of beef so high it is absolutely impossible to fill orders at prices mentioned by inquirers. Even at $17 or $18 a barrel packers would hardly come out on the right side.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10¾
Cases, tins, each 10 lb., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14⅝
Cases, tins, each 3 lbs., per lb.	0 14¾
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb	0 10
Tubs, 50 lbs. net, per lb.	0 14¼
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10⅝
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10¾
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—The strong feeling which has prevailed in market for the past few weeks is the chief feature to-day and there does not seem any possibility of a lowering just now. Prices are working towards higher level. The chief cause is of course, the dropping off in supplies, over 40,000 packages being the amount of deficiency to date below corresponding period of last year. Of course the population is growing, and consumption naturally increases, but even so wholesalers are at a loss to know just what to attribute the large drop in the make to. Local demand is good and with big demand from outside sources it looks as if higher prices will be in force next week.

Creamery blocks	0 30
Dairy tubs, lb.	0 26

EGGS.—Prices are still moving upwards and it looks as if record prices will be reached this year. Wholesalers have been disappointed over the continued dropping off in supplies and no relief seems in sight just now.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY. — Demand is becoming more marked and with a little extra supply market has presented more activity this week. Turkeys are most in demand and full price is being paid, the other lines being asked about but not so extensively.

Turkeys, No. 1. per lb.	0 25
Turkeys, No. 2, per lb.	0 22 0 24
Chickens, per lb.	0 18 0 22
Fiwls, per lb.	0 15 0 16
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS. — The firmer feeling that was reported in short cut pork last week continues and some firms are

quoting still higher figures. One firm reports good demand for this line and quotes it at $26 to $28 per barrel. Supplies are now in somewhat better condition than a short time ago but there is still a shortage of backs and long clear. However, most houses are able to fill orders.

The improved hog movement reported last week has continued and prices have during the week registered decline, being quoted this week at $7.90 at country points. There is still a slight undertone of easiness.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 25
Live hogs, at country points	....	7 90
Dressed hogs	12 00	12 50

BUTTER.—There is a somewhat firmer feeling in butter this week as shown in just slightly higher figures that are being quoted by a few houses. Creamery prints are this week quoted at 28 to 30 cents. There are still those inclined to think that when factories begin to change from cheese to butter there will be an easier turn in the latter article. Still the opinion is expressed by some that the demand from the West will prevent any accumulations here. The West, however, has a considerable quantity in store in Montreal now.

	Per lb.	
Fresh creamery print	0 28	0 29
Creamery solids	0 28	0 28½
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Egg receipts are not coming along as freely as they have been and it is only with difficulty that wholesalers are able to fill demands. It is reported that some dealers have had to call storage stocks to the rescue but most firms are able to fill orders from current receipts. It is a feature of satisfaction that the quality of present arrivals is better than some time ago. This is due to cooler weather.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 25	0 26

CHEESE.—As noted last week there is an easier feeling in cheese. This is shown in lower quotings at country boards but local prices remain unchanged. There will probably be a tendency to change from production of cheese to butter if present basis of prices continues. Indeed a few factories have already made the change.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—Next week will be one of considerable importance in poultry in anticipation of the Thanksgiving trade. Turkeys are particularly connected up with this holiday, but other lines should also be in demand. Dealers seem to be a little uncertain as to how supplies will be as different reports come in from country points. As dealers have just been paying what they thought poultry was worth for storage purposes, the tendency has been slightly easier of late and it is probable that price may show a slight advance during the coming week.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 12
Spring ducks	0 10	0 11
Old fowl	0 08	0 09
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—There is no change in the general situation. Demand is on a fair scale.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Good Trade in Fresh Sausage Possible

Now That Weather is More Conducive to Their Handling and Sale—Many Grocers Featuring Them — One Village Grocer Has Already Worked up Good Trade This Fall—How His Order Takers Use This Line to Advantage.

There are many grocers who handle fresh sausages during the entire year but there are others who are inclined to give up the handling of them during the summer months. Because of the higher temperature unless the grocer has proper storage and display facilities, he will find it difficult to keep them in good condition and at the same time show them in an efficient manner. At least, this seems to be the case with a good many.

Now, however, with the weather becoming cooler, the season for fresh sausages is opening up in full force again. This time of the year is particularly conducive to the sale of this line and those dealers who handle them regularly are putting greater efforts behind them while many dealers who handle them at no other time of the year are taking them up.

Bring Other Trade.

Most dealers find them an excellent line to carry in their provision department. People are always on the lookout for what they term "a change" in the meat line. This serves the purpose admirably. When people get to know that the dealer handles them regularly, they will make a point of coming for them and generally when they are enticed into the store to buy this line, they find something else they need. Thus they are important from the fact that they draw other trade as well as the trade in themselves.

How Grocer Worked Up Trade.

A dealer in Havelock, Ont., a village 100 miles east of Toronto, has already worked up a considerable trade in fresh sausage this fall. He began early in September to handle this line which he gets in at regular intervals by express. The first shipment moved slowly but he began to announce to his customers that he would be receiving them on certain days each week and he has now no trouble in disposing of them. They are a line that must be sent out quickly or the quality will become slightly impaired. They are generally shown on the counter with a price card attached. A provision ad. which this dealer has recently been running in the local paper also makes mention of them.

Help to Order Takers.

This dealer takes orders from his customers twice a week and his order men find this line an excellent leader in getting an order started. Frequently if the order taker can get one article on his list others will follow when they otherwise would not. For instance, if a housewife thinks she does not require anything, sausages are mentioned to her. Frequently this line appeals strongly and with the order started, other articles will probably follow. "Specials" of this nature can be turned to good use in order taking.

Packed in Cartons.

A new method of packing sausages has been adopted by some manufacturers who are now putting them up in one pound cartons. The feature about such a method is that it impresses customers with the sanitary handling and in addition the grocer is assured that he is selling a pound for every pound purchased.

At any rate perfect cleanliness should be observed by every grocer who handles this line. It appeals to the customer, or at least unsanitary handling has the directly opposite result. Sausage should be kept at such a temperature that the quality will not be impaired. They should be cleared out before this is possible.

For the dealer who has not a set trade, it is best to get shipments at regular times and with which customers are made acquainted so that they may be sold out in the shortest time possible. To avoid the trouble of ordering for each day, most companies book orders to be sent out on these certain days.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 doz. in case	1 25
¼-lb. tins, 4 doz. in case	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.: Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss.	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

	Per Case
East of Fort William, Ont.	
Eagle Brand, each 4 doz.	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each, 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3.90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case)	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ..	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28

Cafe des Epicures, 1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique, 1-lb. amber glass jars, per doz., $4.00.

Presentation (with tumblers) $3 per doz.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	7 00
32 oz. (all flavors) doz. ...	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 06½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Luue," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces, lb.	0 10
Tubs, 60 lbs.	0 10¼
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10
Cases, 3 lbs., 20 to cs...	0 11
Cases, 5 lbs., 12 to cs...	0 10⅞
Cases, 10 lbs., 6 to cs....	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz...	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz...	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz..	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross $10 20	
Floriola soap, per gross...	12 00
Straw hat polish, per gr...	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

The Proper Care of Oysters

There are many false ideas with reference to this subject. There is one thing the dealer should firmly establish in his mind that he does not require expert knowledge, and that he should not fuss with his oysters. All they want is to be left alone with lots of ice on them. There is absolutely nothing else you can do for them; never wash or put fresh water in them, neither should you put your ice among the oysters; keep them in a compartment package, preferably a Display Case, where ice and water will be separated from your oysters. Sell them as you receive them and get a price that will afford your doing so. When you add water to cheapen your oysters, you are short-changing both the customer and yourself. If it was a case where the water simply took up the space on so many oysters, it would not be so bad, but as soon as you put fresh water among your oysters you immediately depreciate materially every oyster the fresh water comes in contact with, so that what you give your customer is not as good; you have really not treated him as fairly as though you simply took a few oysters out of his pint or quart package. The dealers who are making money out of the oyster business to-day are those who are getting the price, and put the stock out the best they know how.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

We are the only exclusive oyster house in Canada. We devote our time and energy to the one thing we know best. If you desire information pertaining to the proper handling of oysters, forward us your enquiries. We will reply to the customers of our competitors with the same courtesy that we extend to our own patrons. We are anxious to have oysters properly handled and in this way increase their consumption.

CONNECTICUT OYSTER CO.

50 JARVIS STREET **TORONTO**

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1. 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 55
5-lb. tins, 1 doz. in case...	2 90
10-lb. tins, ½ doz. in case.	2 80
20-lb. tins, ¼ doz. in case.	2 75
Barrels, 700 lbs.	3½
Half barrels, 350	3¾
Quarter barrels, 175	4
Pails, 38½	1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 90
5-lb. tins, 1 doz. in case...	3 25
10-lb. tins, ½ doz. in case.	3 15
20-lb. tins, ¼ doz in case.	3 10

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).

2's—2 doz. to case, per doz.	0 93
3's—2 doz. to case	1 45

Winnipeg.	Per doz.
2's—Tins, 2 doz. cases.....	1 20
3's—Tins, 2 doz. cases.....	1 75
5's—Tins, 1 doz. cases.....	3 20
10's—Tins, ½ doz. cases..	5 30
20's—Tins, ¼ doz. cases...	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case, per doz....	1 35
3's, 2 doz. case, per doz....	1 95
5's, 1 doz. case, per doz....	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz....	1 60
3's, 2 doz. case, per doz....	2 35
5's, 1 doz. case, per doz....	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case.	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb.. retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen $0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

GUNNS QUALITY MAPLE LEAF BREAKFAST BACON

APPETIZING AND SATISFYING

Selected from choice, well nourished young pigs, in perfect condition. Each piece square trimmed and nicely streaked with lean. Cured in its own juices in hermetically sealed boxes, which gives it a most delicious flavor impossible to produce in the old way. No breakfast complete without it. Fried to a delicate brown and served crisp with Gunns Quality Marked Eggs makes a dish that will arouse and satisfy any palate. Specify Maple Leaf brand when ordering. It will help to build up your provision department.

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO, - - - ONTARIO

F. W. FEARMAN CO.
Limited
HAMILTON

For nearly sixty years we have been curing Bacon at Hamilton, Ontario. To-day our trade extends from St. John's, Newfoundland, to Vancouver, B.C., and in all this vast territory there is no finer product than Fearman's "Star Brand" Breakfast Bacon.

If you have not tried this in your provision department, send us a sample order, and we know you and your customers will be pleased with the result.

All meats cured under Government inspection.

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,
on hand. We just want your request.
The best of macaroni at thoroughly reasonable prices.

Write

H. E. VIPOND
197 St. Paul St., MONTREAL

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.
Owen Sound, Ontario

The Probs:

THE probabilities are that again this year the Ripest and Best, New Messina Lemons will be

"St. Nicholas" "Home Guard"

Order them from your wholesaler.

J. J. McCABE
Agent
Toronto, - Canada

Thorne's

Clear Gums
AND FRUIT PASTILLES

in all the usual fruit flavors, packed in 4 lb. or 2 lb. tin boxes. Boxes of Clear Gums make an excellent display in your window or on your shelves.
Fruit Pastilles and Chrystallized Gums in the usual flavors — all ready sellers.
Prices and samples from

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.
The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

CAPE COD CRANBERRIES

Fancy Jersey Sweet Potatoes

Florida Grape-Fruit

These seasonable lines you should now be selling at a good profit. Let us supply you with the best quality.

New Dates, New Figs

Let us have your orders now for shipment from first arrivals. Figs expected this week.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Your Displays ARE VALUABLE

Not only are your window displays important, but your counter and interior displays are invaluable for introducing. Use "Sterling" goods to improve your counter and window exhibits, and you will find the result very satisfactory. Moreover, "Sterling" Brand products appeal to the taste when once used. Every bottle of "Sterling" pickles, chow chow, catsup, is a long-remembered advertisement for you.

THE

T. A. LYTLE CO., LTD.

Sterling Road

TORONTO, - - ONT.

LABOREMUS

REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

MOVE ON

to progress and prosperity by handling only the best lines obtainable. A line that can be relied on for satisfaction - giving qualities.

MEADOW CREAM SODAS

are rich, crisp and light; average about 50 to the pound. Just a little more care in the baking, with the best ingredients, is the secret of their popularity—the public like them and the dealer likes to handle them—they mean money in the pocket.

THE
W. J. Crothers Co.
KINGSTON - - ONTARIO

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

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Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

SOCLEAN

(The Original Dustless Sweeping Compound)

MORE PROFIT TO THE DEALER

Soclean pays a liberal profit at every sale, and it has proven a repeating seller and trade winner everywhere. Are you in on this profit producing line? Display it, introduce it, and you will be the gainer.

MORE VALUE TO THE CUSTOMER

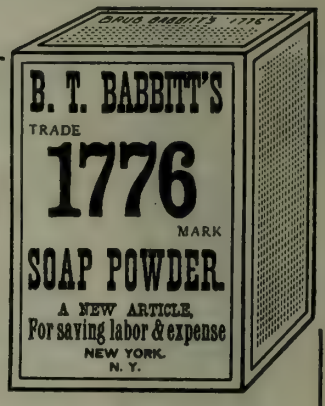
We could not improve the quality, so we improved the quantity. The 25c package has been enlarged and the 50c and $1.00 packages have been reduced to 40c and 75c respectively. Your patrons appreciate the merits of Soclean, they will appreciate these values.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCLKING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

"Babbitt's" Is The Original Soap Powder



Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.

NEW YORK

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

DWIGHT'S

BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :-: MONTREAL

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

Fruit Jars

PROMPT SHIPMENT

"Perfect Seal,"

"Schram," "Gem"

or "Crown"

ALL SIZES.

ORDER NOW.

Walter Woods & Co.

HAMILTON - WINNIPEG

It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

A Bath Without LAWRASON'S is like

Porridge Without Salt

Lawrason's Snowflake
BATH POWDER AND WATER SOFTENER
(PERFUMED ANTISEPTIC)

is a line that will add prestige to your store and a line that the public has long been looking for. It pays the dealer a good profit and is moderate priced to the consumer. Neatly packed in green and red lithographed tins, with nickeled screw tops.

LAWRASON'S SNOWFLAKE AMMONIA

equals in power any similar powder on the market selling for twice its price (5c). This statement is supported by a $500 guarantee.
This ammonia will save 90 per cent. soap, and is the best for all household and disinfecting purposes.
Fall Housecleaning will soon be in the air—this is the dealer's opportunity.

Write at once

S. F. Lawrason & Co.
LONDON - - ONTARIO

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George **Ontario**

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

SUCCESS

Jam
Jam
Jam
"King" Compound

We have sold hundreds of cases of our jams during the past three weeks, and the demand is still heavy. There's a good reason, too—**Quality Superb.**

Are You Stocking?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co. **Winnipeg**
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THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue :

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Sardines

Are a Healthy Food

By Special royal permission.

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and ecomonical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS

J. W. Bickle & Greening

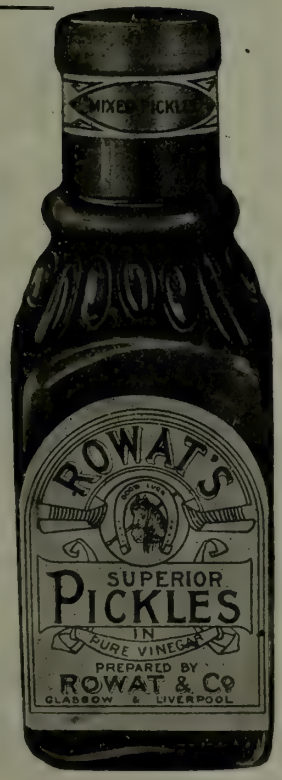
(J. A. Henderson)

Hamilton, - Ontario

Put them out in front

The more you put QUICK SELLING goods like ROWAT'S PICKLES out in front of your customers, the more they are induced to buy their needs at your store. They are sure to come back for more when they once try these.

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing are features that recommend ROWAT'S.



ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:

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CONNORS'

High Class Sea Foods BRUNSWICK BRAND

We have the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack our goods scientifically in the most sanitary tins obtainable, and in consequence—WE HAVE

THE GOODS AND THE REPUTATION.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., Limited

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

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LAURENTIA MILK IS

PURE:—Positively no bacteria, no poisonous germs, no disease.

RICH:—Flavor equal in richness to the best Jersey milk.

STANDARD:—Every bottle contains practically the same proportions of solids and liquids.

DIGESTIBLE—More so than any other milk.

BETTER EVEN THAN CERTIFIED MILK

NON-PERISHABLE:—Keeps in the finest condition until opened, in any temperature, without ice.

The LAURENTIA MILK CO., Ltd.
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Telephone—Adelaide 2760

ANTI-DUST SWEEPING POWDER

ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

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QUINQUINOL

The Original Stock Food.

Has been awarded three diplomas.

Packed in artistically finished tins.

Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

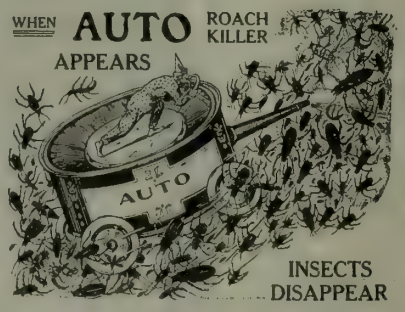
50 Per Cent. Profit Guaranteed.

Quinquinol Stock Food Co.

69 St. Timothee St., Montreal

AGENTS

Here's A Winner



Auto-Roach Killer

The surest exterminator of the detestable roach and all other insects. Positively guaranteed to *kill.*

Put up in neat tin with funnel attached, through which powder can be shot into crevices where insects abound.

Big Profit All Round.
Write for Territory.

AUTO-ROACH KILLER COMPANY
Montreal

We have cleared the largest factories in the city here of all insects, and can produce testimonials

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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

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An Invaluable Book for the Manufacturer, Jobber and Retailer.

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You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line, and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.

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Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

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CLASSIFIED ADVERTISING

WANTED

Grocery Salesman, hustlers only apply; Saskatchewan territory.

Campbell, Wilson & Smith, Ltd.,

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BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

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FOR SALE — GROCERY AND BUTCHER business combined, in live Eastern Ontario city. Person retiring, must be sold. Apply Box 448, Canadian Grocer.

BUSINESS FOR SALE—IN GOOD FRENCH town, six miles from Edmunston, N.B. Turnover $15,000 to $20,000 a year among farm community. Write for particulars. H. U. Daigle, St. Jacques, N.B.

GOOD GROCERY AND FRUIT BUSINESS for sale—in rapidly growing central Ontario manufacturing town of 7,000. Turnover nearly $15,000. Fine opportunity for one or two young men with $1,000 capital. Apply Box 450, Canadian Grocer, Toronto.

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MAN, 38, AT PRESENT IN ENGLAND MANaging grocery store, and secretary of local gas company, would like situation in Canada, preferably British Columbia. Good references. Address Box 449.

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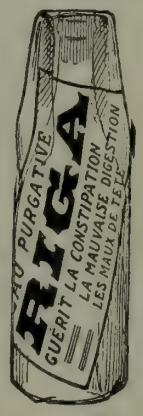
The Greatest Purgative



Just the thing for the Medicine chest. In fact a most pleasant beverage.

50% PROFIT GUARANTEED

Cures Constipation and all Stomach troubles.

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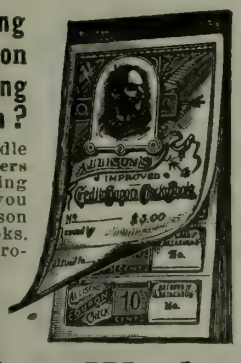
La Societe des Eaux Riga
MONTREAL

Are You Using Allison's Coupon Books, or Losing Money, Which?



You CAN'T handle credit customers WITHOUT losing money unless you DO use Allison Coupon Books. Thousands of grocers all over America find it mighty profitable to use them.

How They Work:

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes—NO LOSS OF MONEY. ALLISON COUPON BOOKS are universally recognized as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana

"A little nonsense, now and then, is relished by the wisest men."

Read This Little Joke

Harassed Prisoner:

"Pray, great chief, why do you keep me tied up so long?"

Cannibal King:

"A thousand pardons, my dear missionary, but we are waiting for the consignment of paper bags from Montreal."

Get ahead of the Cannibal King—and order your fall stock of ERMALINE BAGS NOW

There is a good demand for Ermaline Bags, and you might as well get the profit.

Send us a postal for samples—we will be glad to send them free of charge.

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508 Eastern Townships Bank Bldg.
MONTREAL

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All grades carried.

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adds new life to old pots and pans, etc. Each mend only costs 2 cents. 100% profit. Big seller. Jobbers, write for discounts.

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Nothing like a fine, attractive showcase in the store.

We Can Please You.

Years of experience has made us capable.

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Goods Highest Quality
Price Always Right

That's Our Policy.

COUVRETTE & SAURIOL
Wholesale Grocers - - - Montreal.

TURKISH DELIGHT AND CHOCOLATES

The very best that can be produced. Delicious confections that sell. Write

ORIENTAL PRODUCE CO., MONTREAL

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MacLaren Imp. Cheese Co., Ltd., Toronto.

STILTONS

ENGLISH STILTON CHEESE

From Prize Dairies

Rich, Ripe and Blue.

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Give the proper smoke.

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AETNA BISCUIT CO.

Limited
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Are the people for High-class Biscuits and Confectionery.

COON SHOE POLISH
FAVORITE STOVE POLISH
UNCLE SAM DRESSING.

You may carry the "other fellow's" goods, but sooner or later you'll find the above are O.K.

Uncle Sam Dressing Co., Lanorale, P.Q.

CATSUP and PICKLES

Quality Superb.

Write now.

H. BOURQUE & FILS - MONTREAL

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

For Disinfectants of any kind

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MONTREAL GERMICIDE,
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Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

WRITE TO
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SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—

Suchard's. Suchard's. Suchard's.

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Address

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AGENTS

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SISTER'S STARCH
CHINESE LIQUID BLUE
COOK'S PRIDE BAKING POWDER

Do It Now.

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When writing advertisers kindly mention having seen the advertisement in this paper

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Bitter Oranges and Peels

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The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

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Wholesale Commission Brokers and Manufacturers' Agents
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Domestic and Foreign Agencies Solicited.

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Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

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Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

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EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

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WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
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THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

I have ready for shipping three car loads of imported
HAND PICKED WHITE PEA BEANS
In 220 lb. sacks. For price on quantity required write, wire or phone
NORMAN D. McPHIE
Wholesale Grocery Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

Wire us for prices on
Winter Apples
By the carload
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS, Greek cleaned, in half cases, before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

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H. R. SILVER, LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

W. S. CLAWSON & CO.
Manufacturers Agents and Grocery Brokers
Warehousemen
ST. JOHN, N. B.
Open for a few more first-class lines.

Manufacturers' Agents and Brokers' Directory

(Continued.)

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Brokers and Commission Merchants, Manufacturers' and Millers' Agents,

HALIFAX, NOVA SCOTIA.

Domestic and Foreign Agencies Solicited.

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T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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McLEOD & CLARKSON

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

L.H. MAJOR and J. SOUBLIERE, Limited

Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

The BROWN is the only convenient Bag Holder

Occupies no counter space. The bags are held in position by a gravity—no perforation of bags necessary. Handy. Saves Time. Will last a lifetime. For sale by jobbers everywhere. Ask your jobber or write

The Brown Mfg. Co.
Creston, Iowa, U.S.A.

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders, is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Not a Substitute

MAPLEINE

Is an original flavoring, producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrup.

Order of your jobber, or

Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE, - WASH.

Ask your wholesaler for this package

WHY NOT

sell your customers Jams and Jellies that are richest in fruit, most delicious in flavor and fullest in quantity?

L. & B. BANNER BRAND
JAMS and JELLIES

contain all these good qualities---Packed in 2, 5 and 7 lb. gold lacquered tin pails, and 30 lb. wooden pails.

THEY ARE SUPERB.

LINDNER & BENNER
291 ARTHUR ST., - Phone Park 2985 - TORONTO

REPRESENTATIVES:
Laing Brothers, Wholesale Grocers, Winnipeg, Manitoba
The Ames B. Gordon Co., Toronto, Ont.

TEAS!!
TEAS!!
TEAS!!

Your stocks of teas are probably running low. Before replenishing your stock, send for samples of the undermentioned. We have some surprising bargains.

JAPAN TEA.
From 18 to 50c, in 5, 30, 40, 80, 90 lbs. boxes. Fannings and Siftings from 10 to 15c in 70 and 80 lbs.

CEYLON AND INDIAN.
Black Teas
From 23 to 42c in 50 and 90 lbs. boxes, and in 5, 30, 50 lbs. sealed tins.

CEYLON GREEN.
From 15 to 25c in 80 lbs. boxes.

CHINA TEAS.
Imperial Pea Leaf Pin Head
From 15 to 37½c, in 30 to 45 lbs. boxes.

YOUNG HYSON.
From 15 to 18 cents.

Insist on "VICTORIA" and "PRINCESS LOUISE" Japan Teas, packed in 5, 30, 80, 90 lbs. boxes.

The best on market.

Always in stock:
Package teas, Salada, Lipton, Tamilkande Brands.

Write for
"Le Soleil" Vegetables
and "F. Lecourt" Mushrooms
Write, Phone, Wire

Laporte, Martin & Cie.
Limitee
Tel. M. 3766 **568 St. Paul Street**
Montreal

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Shooting at Random

That is what you are doing, Mr. Manufacturer, if you are trying to build a successful business through Western Canada sales without an organized selling staff.

Here we are on the ground with the best representation in every pulsating point of this successful country—we can serve you and serve you well.

Large track warehouses at Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

Get in touch with us.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality

will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st - - -	$5.00	1st - - -	$5.00
2nd - - -	3.00	2nd - - -	3.00
3rd - - -	2.00	3rd - - -	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

Everybody's asking for it.

There's a big demand—especially at this time of the year—for Edwards' Desiccated Soups.

Grocers who lay in a good stock of Edwards' Soups can depend on a ready and steady sale, for these goods are widely and vigorously advertised—and the customers the advertising creates, the soups themselves will keep.

Edwards' Soups take up very little space in your store, they are practically no trouble to stock and there should be

A Substantial Profit

on the season's sales.

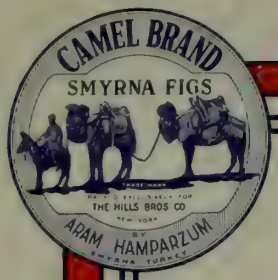
Send your orders early and be ready to meet the demand which the advertising will create.

EDWARDS' DESICCATED SOUPS

Edwards' Desiccated Soups are made in three varieties Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

DISTRIBUTORS:

W. G. PATRICK & COMPANY, Toronto and Vancouver.
W. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.



You Can Corner *the* Fig Market

By purchasing the **CAMEL BRAND** of Smyrna Figs you will be able to secure the fig business in your locality because of the superiority of the goods.

Camel Figs are the only ones put up by the well known packer, Aram Hamparzum. His name on each box guarantees the choice quality of the figs and the absolute cleanliness of the package. Dealers who have had opportunity to realize how easily they sell, and consumers who have tasted the delicious fruit, are alike insistent that no figs on the market equal the Camel Brand.

Representatives in Canada are:

MONTREAL, QUE.—W. C. Christmas.
TORONTO, ONT.—Eugene Moore.
WINNIPEG, MAN.—Escott & Harmer.
CALGARY, ALTA.—Gilbert F. Cardell.
ST. JOHN, N.B.—E. T. Sturdee.
LONDON, ONT.—Geo. H. Gillespie.
HAMILTON, ONT—J. W. Bickle & Greening.
HALIFAX, N.S.—J. W. Gorham & Co.

Sole Distributors for Canada and the United States

THE HILLS BROTHERS CO.

NEW YORK CITY, U.S.A.

Packers of the popular
"ROYAL EXCELSIOR" and "DROMEDARY"
Package Dates

THIS IS THE 1,298th ISSUE OF

CANADIAN GROCER

PUBLISHED
THE MACLEAN PUBLISHING ... LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, OCTOBER 25, 1812 No. 43

L C Harkness (D H)
34 Royal Bank Bldg

A Trade Winner!

One of the most attractive sellers
ever introduced to the grocery trade

INSTANT POSTUM

is regular Postum in concentrated form —nothing added.

Made in the cup
No boiling required

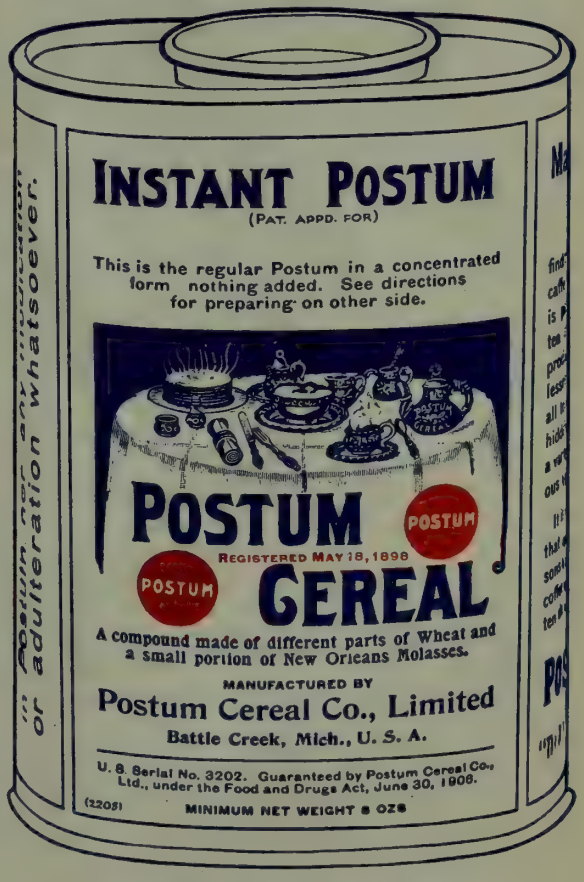
Has a delicious flavour that people like.

Is backed by heavy advertising of its merits, that move it quickly.

Like all products of the Canadian Postum Cereal Co., Limited, Instant Postum yields good profit to both wholesalers and retailers.

Sale Guaranteed

"There's a Reason"


INSTANT POSTUM
(PAT. APPD. FOR)
This is the regular Postum in a concentrated form nothing added. See directions for preparing on other side.
POSTUM
POSTUM
REGISTERED MAY 18, 1898
POSTUM
CEREAL
A compound made of different parts of Wheat and a small portion of New Orleans Molasses.
MANUFACTURED BY
Postum Cereal Co., Limited
Battle Creek, Mich., U. S. A.
U. S. Serial No. 3202. Guaranteed by Postum Cereal Co., Ltd., under the Food and Drugs Act, June 30, 1906.
(1205)
MINIMUM NET WEIGHT 8 OZS
"Postum" cannot be sold in any combination or adulteration whatsoever.

50-cup tin sells at 30c.
100-cup tin 50c.

Canadian Postum Cereal Co., Ltd.
Windsor, Ontario

A GOOD FOUNDATION

There is nothing more important in building than a secure foundation. Do you see the connection between this and "SURPRISE" Soap as applied to your own business?

"Thistle" Brand Canned Fish

The buyers of quality have a particular desire for Thistle Brand fish — they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tested Thistle Brand would be useless. The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught — at the water side. Sell "Thistle" Brand and you sell the best.

Fish of Quality

Good Paying Lines

Olsen & Kleppe Sardines

The trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

PACKED IN NORWAY

ARTHUR P. TIPPET & CO.

Montreal *Agents* *Toronto*

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

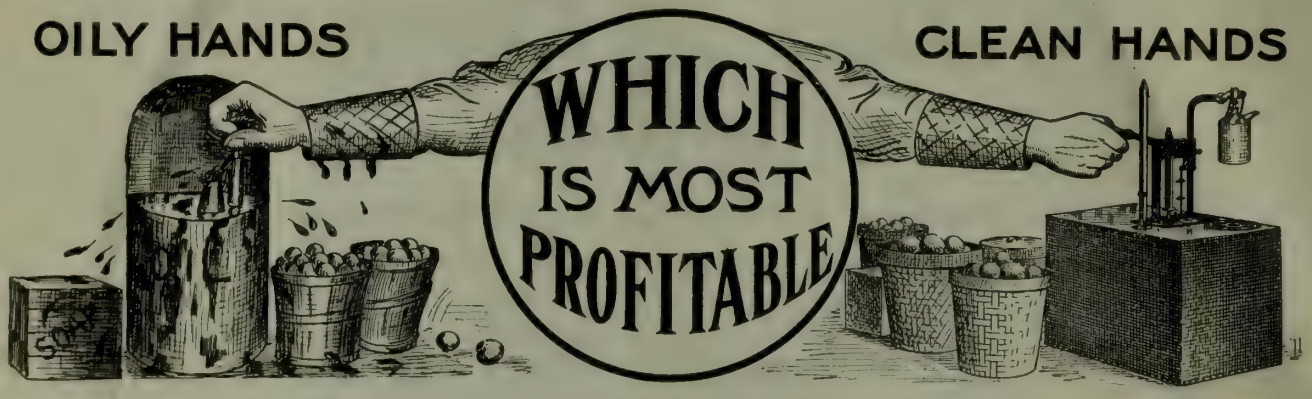
1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

OILY HANDS **CLEAN HANDS**



Loss of oil means loss of other articles as well, because oil taints everything it touches, and even the odor will taint butter, lard, bread and many other foods. You will **increase your whole business**, besides **making money on oil** when you get a

BOWSER

SELF-MEASURING OIL TANK

because it will please your customers by its cleanliness and accuracy. Unless you have a BOWSER OUTFIT you not only **lose money** on the **oil itself**, but you also permit the oil nuisance to drive customers off to trade with your competitor who **has** a BOWSER. The grocer who uses the old style tank **pays for** a BOWSER OUTFIT **without getting** it. The BOWSER OUTFIT does away with measure and funnel, tells the right price to charge for any quantity of oil, tells how much oil is left in your tank. If you want an oil "business" instead of an oil "nuisance," write us for free book No. 222, and full particulars.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

The System Comprehensive

—BORDEN'S

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original

FROM the very details of the feeding of the cattle to your customers' table the Borden vigilance never ceases. The Borden System was inaugurated back in the early fifties by Gail Borden, the founder of the company. Since then it has been perfected to the last degree, forming itself into one endless, strong-linked chain.

The system of producing Borden's milk products under the most sanitary conditions, reaches from the dairy to the home, and the most rigid regulations are observed throughout the entire process of condensing. The result is the best and purest milk products, with the highest awards wherever exhibited. Eagle Brand Condensed Milk is the original. Some of our other Brands are: "St. Charles," "Peerless," "Jersey" and "Reindeer," also Reindeer Brand Condensed Coffee.

"Borden's" means Purity in Milk Products.

Borden Milk Company, Limited

Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

SELLING ARGUMENTS

There are selling arguments that are good and there are selling arguments that are better.

In reply to enquiries from the consumer, we have found that it is much more effective to quote oysters in pints, rather than quarts. In years gone by oysters were handled very differently from what they are now. The consumer feels that the price has been advanced, but the value they receive for their money at this time is greater than that which they received ten years ago; that is, they are receiving more solids or actual food properties. The family that required a quart of oysters under the methods that prevailed a few years ago, will only require a pint under the present methods, and will really obtain more satisfaction. There, of course, continues to be more or less watering of oysters, but this method is wrong, and will, as a natural result, be its own undoing. How often the consumer purchases oysters, depends entirely upon the satisfaction obtained in eating them, with the result that it is up to every dealer to put the oysters out in the best possible condition, and obtain a price that will afford his doing so. Obtain the best oysters possible, put them out in the best possible condition, and the trouble of getting a price for your stock will be pretty well taken care of.

We can supply you with the necessary quality; the rest of it is up to you. COAST SEALED oysters stand for more with Canadian trade to-day than all other brands combined.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

CONNECTICUT OYSTER CO.

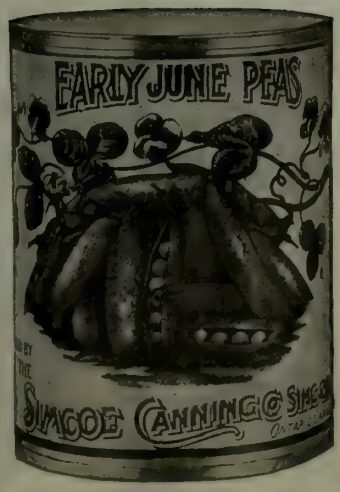
50 JARVIS STREET **TORONTO**

STOCK NOW FOR WINTER

Buy the best, quality
guaranteed by

DOMINION CANNERS LIMITED

HAMILTON - - - - CANADA



Lawrason's Snowflake

(Perfumed, Antiseptic)

Bath Powder and Water Softener

Lawrason's Snowflake Ammonia

Put Your Salesmanship Behind These Goods

The popularity of Lawrason's moderate priced articles for cleansing and purifying is increasing rapidly, and the merchant who puts his salesmanship behind these goods will not only add prestige to his business, but will make a good addition to profit margin. The profits are good and the goods are of superior strength and quality.

WRITE AT ONCE

S. F. Lawrason & Co.

LONDON - - ONTARIO

OUR GUARANTEE OF QUALITY

Established 1845

Always Look for Our Name and Trade-mark

— ON —

Baking Powder, White Pepper, All Gingers, Nutmegs, Cream Tartar, Black Pepper, Allspice, Cloves, Etc.

Spices of every nature, whole or ground as required, guaranteed by us to be the best obtainable. We ought to know—over half a century established.

CORKS AND CAPSULES

We are making everything in the way of corks and capsules. We are prepared to supply brewers, druggists, ginger ale and soda water factories, in fact anyone in need of **good, honest, substantial corks,** machine or hand made, as desired. If you use them write for quotations.

S. H. EWING & SONS

MONTREAL, - - - - - QUEBEC

Ask Your Wholesaler for this package

Clark's Pork and Beans

Plain Chili Tomato Sauce

A matter of importance to every merchant is the extent to which the lines he carries are KNOWN by the public. Goods of quality well and widely advertised are worth infinitely more to him than the unknown brands, the sale of which consumes such considerable time and energy.

Clark's Pork and Beans

Are the Beans for Your Trade

The QUALITY is indisputably the BEST.

The ADVERTISING is extensive and reaches all consumers. You have not this work to do.

CLARK'S SELL THEMSELVES

W. CLARK MONTREAL

ARE YOU SELLING FISH?

Do you know that it is one of the best paying lines that you can handle?

You don't have to create a demand for

Canada Brand Pure Boneless Cod

IT SELLS EASILY AND NETS A HANDSOME PROFIT.

BONELESS FISH.

Canada Tablet ..... 20 1 lb. Tablets.	Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate ..... 12 2 lb. Boxes.	Mariner Brand .....25 lbs. Bulk.
Canada Strip .....30 lb. Boxes, Whole Strips	Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes. Eastern Hundreds ..... 100 lb. Boxes.

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

OCEAN BRAND

Haddies **Kippers** **Bloaters**

Are the choicest and fleshiest possible. Get some from your wholesaler.

WRITE

NORTH ATLANTIC FISHERIES, LIMITED

Selling Branch:—47 William Street, MONTREAL

MR. GROCER!

Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co., LIMITED

Berlin, Ontario

REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

NO PISTOL-LIKE REPORT

When a Dominion Match is struck it lights silently, without sputtering or sparking. It is the kind you should sell your customers, you will make no mistake if you push the sale of the DOMINION SILENT MATCH.

DOMINION MATCH CO. LIMITED

Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE

BISCUITS

So great is the demand for this new introduction that during the first three months the quantity sold amounted to 83 million Biscuits.

See that "P.F." is on every Biscuit

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only a moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS.

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.

The Most Improved Egg Carton on the Market.

Made of one piece of paper, durable, strong. For simplicity and rapidity excell all others.

QUALITY—ECONOMY—PERFECTION

all centre in our SELF-LOCKING CARTON. Nothing like it on the market. You cannot afford to use any other.

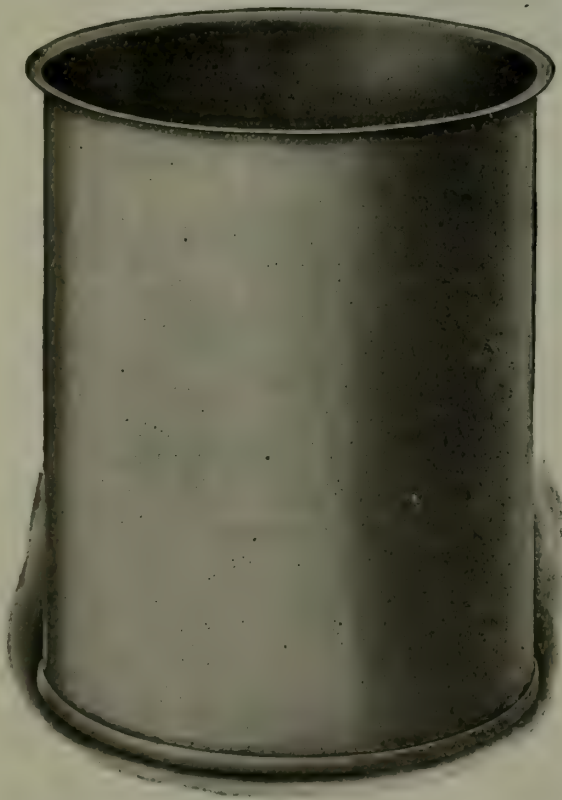
ONE OF THE LARGEST DEALERS IN CHICAGO

employed four girls to set up cartons. Now he uses the SELF-LOCKING CARTON, and one girl does the work.

The Egg Carton is covered by Canadian and U.S. Foreign patents, and any infringements will be prosecuted to full extent of the law.

Send for further particulars to

Self Locking Carton Co.
(Incorporated)
507-509 S. Clinton St., CHICAGO, ILL.



Sanitary Cans

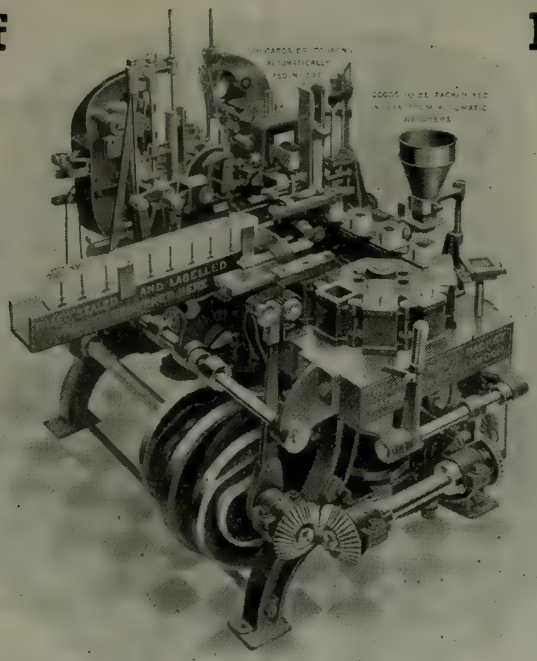
"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

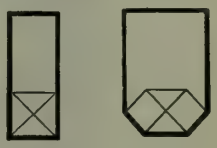
BAG-MAKING & PACKETING

Machinery of Every Description



Labelling, Wrapping, etc., etc.

Bag Machines



With folding in both these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

Lovell's Bag and Packet Machinery, Ltd., London, Eng.

Your Line Will Get the "Glad-Hand" in the West

if you introduce it right and if it is right.

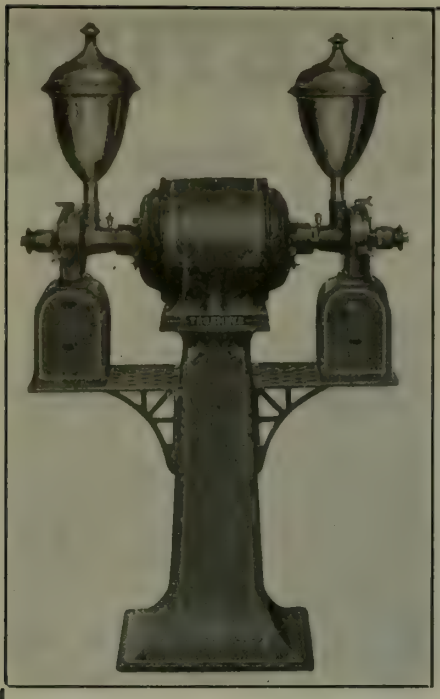
Our long experience in the Commission business in Alberta gives us a standing with the trade not enjoyed by others. This section is in the heart of the most thriving district in the World, and the trade, which is now increasing rapidly, will reach unlimited proportions very soon.

Let us introduce your line here and you will be assured of getting the Western "Glad Hand."

McKelvie & Stirrett

Calgary

Branch Offices: LETHBRIDGE, EDMONTON



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemner Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc.

Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

There is one Sugar that never suffers in comparison with other brands —that is never criticized by the most fastidious—that always pleases and holds the most desirable trade—and that is

Redpath

Extra Granulated SUGAR

For over fifty years no other sugar has stood so high in the estimation of Canadian housewives, or proven so thoroughly satisfactory to Canadian grocers.

The new 2-lb. and 5-lb. Sealed Cartons provide the ideal way of selling sugar, and still further emphasize the leadership of Redpath Extra Granulated.

The Canada Sugar Refining Co.

MONTREAL LIMITED

BRAND'S A.1. SAUCE

For over 100 years, Brand's famous A1 Sauce has had an international reputation as a relisher for fish, flesh and fowl.

Brand's A1 Sauce and Invalid Specialties were granted the highest possible award—THE GRAND PRIX—at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Sold at a price that is within the means of everybody; its users are universal.

An effectual display of Brand's A1 Sauce will produce a ready sale which will profit the grocer and give satisfaction to the customers.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Some Important Features

of

STIMPSON

Automatic Scales

1. 100 lbs. weighing and computing capacity.
2. A tare beam that can be locked when not used.
3. A low base and large platform.
4. A total adder that makes it possible to compute to the full capacity of the scale, or 100 lbs.
5. Electric Flashlight which illuminates the scale while the goods are being weighed.
6. An absolute check against giving of overweight and the saving of time in weighing goods.

QUESTION: Can you afford to do business without one?

Stimpson Computing Scale Co.

Detroit, Michigan

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine **for you.**

COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

Our Extensive Advertising has made Holland Rusk known to Everybody.

HOLLAND RUSK is a byword in thousands of homes from Maine to California, women everywhere know this "dainty Dutch delicacy," made in the "old country way." You ought to have a dozen packages displayed on your counter because once your customers start buying it, they'll find so many ways to eat it, they'll always buy it. Just a hint to you—HOLLAND RUSK makes the most delicious toast for a WELSH RAREBIT, so whenever you sell cheese for a RAREBIT, sell also a package of HOLLAND RUSK. This is so easy it only needs a word of suggestion from you.

HOLLAND RUSK CO.

HOLLAND, MICH.

Valuable premium coupons in every package increase sales. Send for list of gifts.

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power—so sure to give satisfaction, that it pays to sell it as often as possible. It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

LET THE GOLD DUST TWINS DO YOUR WORK.

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

A USEFUL PACKAGE

The attention of Merchants is called to the fact that

St. Lawrence Granulated

is being packed in 25-lb. packages. A handsome package and a handy size. The demand for this sized package is increasing wherever they are known, and are proving very convenient to consumers.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

This is the Season For

James Dome Black Lead

Keep your stock well sorted up. The demand throughout the country is increasing.

JOBBERS

should ask our agents to show them our samples of JAPAN TEAS and Fannings. We have a good assortment on spot and arriving.

FURUYA & NISHIMURA

Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit.
If there is any difficulty in obtaining H. P. Sauce send a post card to our agents.

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.

H.P. SAUCE

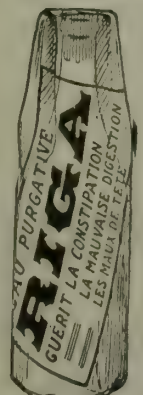
Meadow-Sweet Cheese

has certainly "taken hold" throughout the country, for ever since we entered our larger premises we have been very much rushed. We, however, are not surprised, because we have got an article in "**MEADOW-SWEET**" which is undoubtedly "**The King of all Package Cheese.**"

10 Cents Retail. Dandy Profits.

Mr. Grocer, you can sell this line and lots of it. The price is within the reach of everyone. The quality will please even the "kickers."

THE MEADOW-SWEET CHEESE
29 and 31 William Street - - - Montreal, Canada



50% PROFIT GUARANTEED

Sell Your Customers

Riga Water

A most pleasant beverage and purgative water that should be in every home.

Cures Constipation and all Stomach troubles.

Strongly Recommended by the Medical Board.

WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

Next Week's BUSINESS

depends on this week's Sales. On the quality of them, not on the amount. On the satisfaction, or otherwise, that customers derive from their purchases. It is significant that "GIPSY" has won golden opinions amongst those Stove Polish users who will have nothing but "the best." While "satisfaction" holds business you cannot afford to ignore

GIPSY STOVE GLOSS.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

'CAMP' pays Buyer and Seller alike!

No better Coffee Essence can be bought—or sold—since no better can be made.

'CAMP' pleases your customers—ALWAYS 'CAMP' shows you a good profit. You do the 'summing up'—then ask your Wholesale House about supplies.

R. Paterson & Sons, Coffee Specialists, Glasgow

CAMP COFFEE

THE E. D. S. mark on Jams, Jellies, Catsups, Pork and Beans, etc., stands as a guarantee for quality, purity and deliciousness in table delicacies.

Moreover, E. D. S. products are backed by the approval of the Government Inspector of Foods (Government Bulletin No. 194 pronounces E. D. S. goods 100% pure.)

E. D. S. pure fruit and vegetable products are well advertised—a well advertised article is generally a good seller.

The dealer who handles E. D. S. goods makes no mistake—his business benefits.

Made only by

E. D. SMITH

WINONA :: ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Attention, Mr. Grocer !

Are you satisfied that you are giving your customers the best value in tea and coffee? Also, are you holding their trade? Unless you are giving them the best, you will not and cannot hold them. The only sure way to build up a winning Tea and Coffee Department is to supply your customers with the leading beverages,

"MELAGAMA"

Tea and Coffee—We guarantee your Tea and Coffee trade will increase, by selling "MELAGAMA" exclusively. Order a 100 lb. box To-day.

MINTO BROS., 45 FRONT ST. EAST **TORONTO**

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Aim for the best

Coffee is something on which the whole family express their opinion at the morning meal. Their judgment is in the cup alone. *Aim,* therefore, to supply them with *cup quality coffee. Rideau Hall* is blended from the finest cup selections only, and will please the most exacting.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

Facts When You Want Them

You can have, at a moment's notice, an accurate, up-to-the-minute statement of the important items of your Business if you use

The National Office Register

This machine makes printed records of office transactions, and adds and classifies what it prints.

It compels a correct entry, furnishes information and protection on moneys handled and records kept, and at the same time an immediate personal audit on any or all departments of the business.

It saves time, labor and expense, and simplifies office system. Can be built to meet your particular requirements.

Write for Free Booklet

The National Cash Register Company

285 Yonge Street, TORONTO **Canadian Factory, TORONTO**

Owing to the large increase in sales of

"NUGGET"

WATERPROOF

SHOE POLISH

we have had to obtain larger premises.

NEW ADDRESS

The "Nugget" Polish Co., Limited

9, 11 and 13 Davenport Road **TORONTO, ONT.**

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from $25,00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. **Toronto, Ont.**

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Every pound of

CHASE & SANBORN'S COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN

MONTREAL

GROCERY

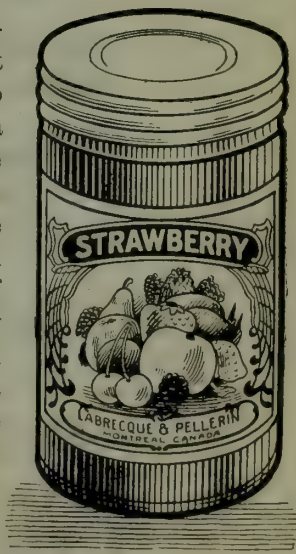
Advertise The Fact

that you sell "PURITY" SALT. It is a sure sign that you are pleasing your customers. Your customers can buy staples in any store, but they will go a long way to get a high-grade table salt. The people **will have "Purity" Salt,** therefore we say, stock this quality article and make known the fact you have it for sale and watch how rapidly it sells.

THE
WESTERN SALT CO., Limited
Mooretown, - Ontario

"King" Brand Jams

Every dealer has a number of customers who want a real good jam, but who are only willing to pay a moderate price. We are able to offer you goods, which will not only please that class, but which will appeal to the palate of those always ready to pay more. Further, we are in a position to prove that KING BRAND JAMS are equal, if not superior, to any other brand on the market.



Labrecque & Pellerin, Montreal

AGENTS:

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO MONTREAL WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

FIRST ARRIVAL OF

Acme
Brand
Registered

New Shelled Bordeaux Walnuts

For November First Delivery

We can also quote you interesting prices on

No. 1 Broken Walnut Pieces. No. 1 Bordeaux Halves.
No. 1 Chabert Halves.

W. G. Patrick & Co., Limited

IMPORTERS

Toronto Montreal Winnipeg Vancouver

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

The Cup is the Final Test

Our **Standard Blends** composed of the choicest growths of India and Ceylon, **Challenge** comparison with any teas on the market!

Send us your order **now.** **Offer** them to your customers. **Watch** your increasing **Tea Trade.**

We **guarantee success** and will take back at our expense any Blend not entirly satisfactory.

			COST	SELL
1	Star	Sweet, pungent draw, mixed, suitable for lumbermen and contractors	16c.	20c.
2	Star	Fine liquor, good, regular leaf. Black, Green or Mixed	19c.	25c.
3	Diamond	Choice, flavory, rich liquor, handsome leaf. Black or Mixed	22c.	30c.
3	Diamond	Golden color, piquante liquor. Green	22c.	30c.
4	Star	English Breakfast Tea, a powerful blend of Indian and Ceylon. Fine quality and flavor	27c.	40c.

Freight paid on 100 lbs. in Ontario.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

TORONTO

J. F. EBY, President HUGH BLAIN, Vice President

Last Week We Sold In All Branches Combined 177,555 pounds of

"SALADA"

TEA

Can anything prove more conclusively to the Grocer that "SALADA" is the most desirable of all teas to handle?

The public want it in ever increasing quantities.

"SALADA"
TORONTO

"SALADA"
41 Eastcheap, London, Eng.

"SALADA"
198 W. Broadway, New York

KIT

COFFEE
"perfectly simple to make
Simply perfect when made"

ARE YOU GETTING YOUR SHARE OF "KIT" PROFITS ?

Another Shipment has just arrived. Special Advertising and Samples supplied free—this month.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

WHAT'S GOOD FOR ROYALTY IS GOOD FOR YOUR CUSTOMERS

Royalty has appreciated the delicious, fresh, natural taste which can only be obtained from the most carefully selected and prepared fruits—fruits as are used in the production of

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

Handle the best in Jams. Quality goods bring and hold trade, and put money into your pocket because quality goods move out rapidly. In Jams, let it be Cairns'.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.

KEEN'S OXFORD BLUE. The truest and best of blues; known the world over by every good housewife. It represents perfection of quality and real economy.

For sale by all the Canadian Jobbing Trade

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

Agents for the Dominion of Canada

Taking Advantage of the Season

Right from the start of the cold weather the demand for

CROWN BRAND CORN SYRUP

Attains its greatest volume. Most grocers are aware of this fact, and sell five times more Crown Brand than any other Corn Syrup.

Users of Crown Brand know that it is a heat producing food—wholesome and nourishing—a delicious table delicacy for Fall, Winter and Spring use.

For children, during school days, Crown Brand forms a splendid food — being strengthening and stimulating. Mothers know this, and insist on getting Crown Brand Corn Syrup.

The Demand Is There---You Simply Have To Supply It

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Last year's Christmas window in the H. O. Kirkham store, Victoria, B.C. This was an exceedingly handsome display.

Pushes Fancy Lines by Window Display

Methods of a Victoria, B.C., Firm for Increasing Turnover in Such Goods—Good Profits in the Luxuries—Something About Their Last December's Christmas Display—Large Provision Department Maintained.

It is a well-known fact that fancy lines of groceries give the most substantial profits to the dealer and for this reason a good trade in them is desirable. While a certain business in staple groceries will come of itself, in most lines of fancy groceries some special efforts must be put forth to acquire anything like an appreciable trade. Demand for these lines must be worked up in most cases by special methods.

Many Western Canadian grocers have gone strongly after the trade in fancy groceries in recent years, spurred on by the larger profit and also by the desire to gradually raise the standard of goods sold. One of these firms is H. O. Kirkham & Co., Ltd., of Victoria, B.C., who make a specialty of carrying the finest class of groceries and provisions and also make it a point to sell them.

Selling Through Displays.

One of the methods that have proved effectual in bringing these lines into greater prominence and extending their sale has been attractive window display. This firm have large premises on Fort St., where they commenced business in December, 1910, and here their windows prove of great value as an agent in creating demand for goods. Fancy lines have a way of appealing themselves to customers if they are properly displayed.

Last December this firm had a particularly attractive Christmas window. That it attracted no little attention will be guessed by an inspection of the trim which is reproduced on this page. That it was attractive cannot be denied. Its arrangement, the class of goods shown, the manner in which they were shown with the addition of the floral and other decorations all combined to make an especially pleasing display.

Fancy Lines in Glass.

The goods shown were those which are called for around the Christmas season. One of the features of the display was the showing of many lines such as olives, pickles and fruit in high glass display jars with closed top. Another feature is the shelf which extends along the back, thus considerably increasing the display space and adding to the appearance of the background and window in general. Particular care was taken by the trimmer to guard against crowding and to have the window symmetrically and evenly balanced. The result was a display that appealed to both the eye and the palate, and this is the aim of every grocery display.

Use Efforts to Increase Turnover.

The main thing in fancy groceries is to work the trade up to such a point that the turnover of each line is large enough to well warrant a stock being carried. However, it is not possible to make the turnover nearly as large as in staple groceries, except in the case of some special good selling line. For instance, some fancy imported lines in stock are only turned about twice a year, straight groceries once a month, but meat and poultry is turned over about twenty-four times a year.

Specialize on Provisions.

The Kirkham provision department is quite an extensive one, a big feature being made of poultry as well as choice cuts of other provisions. Display is also an important factor in selling these lines, among the fixtures to allow this to be done to advantage being a long counter-refrigerator display case which keeps the meats in perfect condition, shows them up well and also serves as a counter.

Strive to Give Efficient Service.

The staff employed in office, stores and delivery is now around forty and steadily increasing. The members aim to give polite and efficient service, realizing that it is one of the best advertisements a store can have. Attention is given to delivery as promptness in this department is essential. Regular district deliveries are maintained, and all the horses used by this firm are worked only half a day.

Inducing the Public to "Shop Early"

Christmas is Now Only a Couple of Months Distant and Plans Should be Made Early—Letter on Question of Service Which Had a Good Effect—Advantage in Purchasing Early Should be Emphasized on all Regular Customers.

As regularly as the Christmas season rolls around the cry goes up through the daily press "shop early." No one knows better than the retailer the goodness of this advice—if it were only taken by the general public. But does the average dealer by his own initiative supplement the co-operation of the daily paper by aggressively 'going after' the Christmas shopper and seeing positively that he or she does shop early?

What Methods Are in Use.

These are questions that each and every retail grocer should ask himself: 'What methods do I pursue to get the early Christmas shopper?' 'How can the bulk of the non-perishable goods be got into every customers home long before Christmas eve?'

In the Fall Campaign Number of The Canadian Grocer was an article descriptive of the methods of a Hamilton, Ont., dealer for selling Christmas goods early. He pointed to the power of newspaper advertising and window display and to the importance of announcing the arrival of the first dried fruits, peels, etc., which he claimed were always the best. He hammered home this point about quality with the result that he had the bulk of his Christmas trade in dried fruits, etc., completed soon after the arrival of the first goods.

To get the public to shop early some inducement should be offered them. This Hamilton dealer offers quality. Others, by seizing hold of market features should the crop be short, sell sometimes by pointing out the price advantages in early purchasing. With still others service is made the inducement.

Service is Emphasized.

From the accompanying illustration will be observed one method used last year by Michie & Co., King St., grocers, Toronto. This was a letter sent out to customers early in the season with a view to getting purchasers to shop early. The buyer is appealed to on the service platform. The comparisons on amount of business done during certain days prior to Christmas are forcibly emphasised by the length of the lines. The talk which follows is reasonable and at the same time strong enough to get the attention of a good many customers the result being that more purchased Christmas goods well in advance.

Handicap on the Dealer.

Unless the public can be induced to buy early, the dealer has no chance to efficiently handle his own customers nor those extra ones which always come round at Christmas times. By getting regular patrons of the store to purchase all their non-perishable goods two weeks or a month before the holiday, the dealer is in a splendid position to give adequate service to the "strangers" as well as customers when Christmas week arrives. As it is there is always too much business crowded into Christmas eve.

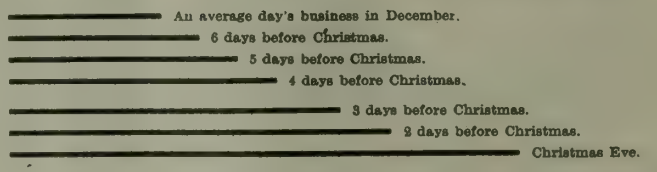
However, nature is prone to delay, possibly thinking that values will be better just before the holiday. If this idea is dispelled from people's minds, if they can be shown that delay is dangerous both in so far as price, quality, and service is concerned, they will undoubtedly buy much of their Christmas goods early.

"It is a positive delight to meet a man you feel you can trust," remarked the individual with the high forehead.

"Oh, I don't know, I prefer a man who pays cash," replied the man who kept the grocery store.

IMPORTANT!

MICHIE & CO., LIMITED


An average day's business in December.
6 days before Christmas.
5 days before Christmas.
4 days before Christmas.
3 days before Christmas.
2 days before Christmas.
Christmas Eve.

THIS illustrates exactly the intense strain that is put upon Store Service and delivery during the last three days before Christmas.

¶ Much of the strain of the last three days could be distributed over the week if our customers would order EARLY everything but goods of a perishable nature.

¶ The Wines and Liquors, for instance, will keep indefinitely and your order NOW can have better attention than during the rush of the final days.

¶ —And this applies to all Staple Groceries, Xmas Crackers, Stockings, and everything but Fresh Fruits and Dairy Produce.

¶ Do not leave your WHOLE order until the last thing, because you must leave SOME of it. Let us have all you can now, for early delivery, and we shall be the better able to give good service to all, with satisfaction to our customers and to ourselves.

¶ We respectfully urge the importance of this, and solicit your kind co-operation.

MICHIE & CO., LIMITED.

Reproduction of a letter used by Michie & Co. to get customers to shop early.

Display Goods the Hunter Will Require

Deer Season Opens November 1 and Followers of the Big Game Will Want Heavy Larders—All Kinds of Canned Goods Should be Shown—Meat Extracts, Soups, Tobacco, Cigars and Matches are Other Necessary Lines — Displays Ought to be Made Now.

When you emerge into the open these fine fall mornings just as the strengthening sun is banishing the chill from the morning atmosphere, and take a deep breath of the crisp fresh air, where is it your fancies ramble as you betake yourself to your place of business?

If a canvas were made, it would probably be found that the thoughts of most of us point in the same direction. How we wish we were out on our favorite hunting grounds, invigorated by the intoxicating fresh air that is found among the hills and rocks, standing at the rnnway while an alert ear follows the baying of the hounds in the distance and awaits the appearance of the approaching game.

Known as the Buck Fever.

The very thoughts send a thrill of delight through many a person. With some it is the first sign of an approaching fever that cannot be checked and which must be appeased. The wilds are calling and the call must be answered. They know it is so, and so they begin to carefully form their plans to betake themselves to the woods at no distant date.

Such is not the case with every person. It would not be well; but the individual who is a follower of the hunting game and who feels the call of the wilds at this season of he year, can hardly withstand it. He must respond He is all on edge until he once more finds himself in his favorite haunt. Different kinds of game attract him.

Deer Season Opens Nov. 1.

Already this fall, there have been many excursions in quest of some of the smaller members of the animal and bird knigdom, but Nov. 1, marks the opening of the season for deer and moose—the monarchs of the forest—and then the big portion of the fall hunting season can really be said to be here.

"And what has all this to do with the grocer and the grocery business?" the reader may ask of himself. "The grocer is a busy man, his business requires his close attention and he has little time to give to following the monarchs of the forest, no matter how invigorating the exercise may be."

Where the Grocer Comes In.

Yes, it is probable that a good many grocers will not be able to betake themselves to the hunting grounds, but there is nothing to prevent them from thinking of the hunting season; and if they think deeply enough, it will by no means prove a waste of time. On the contrary it will be greatly to the advantage of their business. That invigorating air will develop an appetite of appreciable proportions, which must be appeased during the recess periods when the hunter is not on the trail.

To get down to brass tacks without further preliminaries, the hunter will need an extensive list of food articles along with him and this is the way in which the hunting season is going to prove most beneficial to the grocery trade in general. The hunting ground is generally far removed from any place where food supplies may be secured and accordingly, the huntsman will require a good supply. He will purchase these at the store where he believes his wants can best be cared for, and it is the grocer who shows him the goods most temptingly who is going to get the business.

What the Window Will Do.

One of the best methods which the grocer has at hand of catching the eye, and securing the business of the intending huntsman is by good window displays. Here, the attention of both customers and non-customers may be attracted. One of the most important features to such a display is an appropriate setting that will connect up the goods shown with the purpose with which they are shown. The more realistic this setting is made, the more business it is likely to pull for the grocer.

Suggestive Background Needed.

While a realistic setting is desirable, if the trimmer feels that he has not the time to put in an elaborate one, a simple construction will serve the purpose. Even such a simple arrangement as a few guns in the window, or a deer's head or a picture of a hunting scene will be suggestive. If more time can be expended on the work, a hunter waiting at a runway, gun in hand, might be represented. For the grocery store, a good setting is that of the hunter's camp with a camp fire and a table set ready for a meal.

Goods That Can Be Shown.

The window should show all those goods which the hunter usually takes along with him and some others. The display should assist him materially in selecting his hamper of goods. Canned goods will of course be an important feature. Hot beverages that may be speedily prepared is another item that should not be forgotten. In addition to the staple lines of canned goods such as tomatoes, peas and corn, there are pork and beans, corned, roast, boiled and ready lunch beef, jellied veal, potted tongue and veal. Along the fish line, the grocer has to offer salmon, sardines, herring, smelts, anchovies and lobsters. Cooked ham, cheese and condensed soups are some other lines. Preserved fruits is another item. As stated before the beverage line is an important one. Here there is tea, coffee, cocoa, condensed coffee, meat extracts and a line which should not be forgotten is condensed milk because the fresh article is seldom obtainable near the camp. The list of goods which the hunter might want is extensive and general stores could include such lines as pots and pans, blankets, guns, ammunition, gloves,, boots, etc.

Don't Overlok the Staples.

In fitting out the hunter such incidentals as salt, pepper and sugar should not be left out. Last but by no means least come matches and tobacco. In fact, it would be well to feature the latter line as hunting without plenty of tobacco is almost as bad as lacking in ammunition.

In regard to the arrangement of the window, outside the setting, little can be said. Here, the trimmer can follow his own ideas. In keeping with the "rough and ready" idea of camping, a good idea might be to place a rough finished box or case in the window and arrange the goods on and around this box. It would be well to use show cards to increase the selling power of the window and one feature outlined on these show cards might be the carefulness with which goods are packed so as to carry safely in transit, not matter how rough the road may be.

The Time is Now.

The present is an excellent time for the arrangement of a hunting window. Deer hunters will shortly be betaking themselves to the woods, and windows should be arranged now in order to interest them. There is always much to be gained by timeliness.

Some advertising just at this season in the local paper can be used to good effect. When combined with window display as well as personal salesmanship, the business secured by the three united should be appreciable.

"So you don't want no huckleberries?"

"No; I have changed my mind. I see your cat is asleep in these huckleberries."

"That's all right, mum. I don't mind waking the cat up."

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, OCT. 25, 1912

THE ACCEPTANCE OF DRAFTS.

There are yet a great many retail dealers who look upon the draft system of collecting accounts with displeasure.

Why this should be, is difficult to ascertain. No doubt the average reason would be that it is considered a reflection on the credit of the dealer. But there are no grounds whatever to substantiate this. The other day The Grocer asked an accountant closely in touch with methods of banks and financial agencies if the acceptance of a draft had any tendency to lower the credit standing of the merchant in the eyes of these institutions.

"Emphatically no," he replied, "no bank or financial agency would think of such a thing as long as the dealer had money in the bank to meet the account."

In fact he claimed it would tend to strengthen the credit of such a merchant, because if he paid by cheque he might occasionally delay payment and thus possibly lower his credit standing in the eyes of the bank and the financial agencies.

Payment by draft helps particularly the dealer who has not much time to spare in looking after a number of books. When the draft comes in all he has to do, if he already does not know the amount of invoice, is to look it up and accept. There is no doubt many wholesale firms are given considerable unnecessary trouble through this unwarranted prejudice against the draft. It is an easy, sound, business method of disposing of accounts and does not at all reflect on anybody's credit so long as it is accepted.

SHOULDERING RESPONSIBILITIES.

One of Elbert Hubbard's epigrams is, "Responsibilities gravitate to the person who can shoulder them," and The Fra has again as usual expressed himself very lucidly.

Everybody knows too that the man who shoulders the responsibilities is the individual who is most in demand. He is the one who can command a salary instead of a wage, and it is up to the clerk himself whether he advances to the salary stage or remains where he is.

Many of our best traveling salesmen on the road today were at one time clerks in the retail stores. They proved their value by their capacity to shoulder responsibilities and have thenceforth been in demand. Others have developed into some of the most successful merchants of the day.

It is, too, the duty of every employer to see that his salesmen and other employees are given responsibilities to attend to. If he finds their capacity lacking after a reasonable trial, they are a detriment to the store and should be weeded out.

PROPER DEGREE OF FRIENDLINESS.

It is desirable that the merchant and his clerks be friendly with customers. But is there such a thing as overdoing friendliness? One grocer at least believes there is. To explain how, he tells of a commercial traveler who called upon him recently.

"He had evidently got well loaded with information before leaving the local hotel," said this merchant, "for although it was only his second call on me, he walked right up to the desk and said, 'Hello, Bill How are things going with you?' and then went on making enquiries about the several members of the family as if he had known us since childhood. I recognized his aim, but thought that he was overdoing it a little."

In the same way there is probably a possibility of the retailer appearing too friendly with customers whom he has only known a short time and thus defeating his own purpose. The degree of familiarity adopted towards a customer by a retailer should be based on the length of acquaintance and also the kind of customer being dealt with. With some one can be much freer than others. This can only be gauged by a study of the customer.

Friendliness, however, should be more of the genuine character and not that assumed for the time as is frequently the case in order to please the customer and put him in a better purchasing mood.

MEETING BUSINESS.

There can be no contradiction of the statement that business always comes quickest to the man who goe farthest to meet it.

The retail dealer who sits behind the counter in an uninviting store and worries over slackness of trade is responsible for the wrath of stagnant business falling on his shoulders. He must get out and hustle. This does not mean literally outside the store, but he must use every means at his command to attract the trade that is going elsewhere or not being done at all for lack of aggressiveness on his part.

Now that the biggest season of trade of all the year with most stores is looming above the horizon, every dealer has opportunities to "meet" the coming business if he will. An aggressive campaign must be early got under way. Plans for regular window displays should be made at once and advertisements drafted for the newspaper in order that strong announcements can be made at the psychological moment. As soon as new dried fruits

are received, efforts should be made to get them into the hands of regular customers.

By going out to meet business in this way, the dealer is bound to sell more goods than by the procrastination method. Delay means loss to the grocer. He must, therefore, eliminate delay.

CLERKS AND NEW SYSTEMS.

System is a splendid thing, but it must always be remembered that the man who formulates the system is not the one upon whom its success depends. It is the man behind the counter who is largely responsible for the success or failure of the plan. It is therefore very necessary to secure the co-operation of the man behind the counter.

Perhaps dealers hardly give sufficient time to advising their clerks of the new systems they are introducing. Such explanations are absolutely necessary to the success of these schemes. How is the clerk to enter into the spirit of the project if it is not properly presented to him?

In different stores the appeal to the clerks may be made in different ways. One large establishment has a recreation club, and at meetings of this, brief announcements of new systems are made, the saving or the better service these are expected to give, being thoroughly explained, and the clerk's co-operation asked.

In another establishment, of smaller size, the proprietor explains his new projects to each clerk. He never fails to get whole-hearted co-operation.

Clerks are generally willing to do their best for the man who employs them, but it is human nature that they will be more thoughtful of their employer's interests if these interests are laid before them in a tactful way. Orders are all very well, but more genuine co-operation is secured by asking, and consulting, than by giving orders. The merchant who succeeds best is the one who can inspire his employees with the feeling that they are working with him but not for him.

BE ENTHUSIASTIC.

"Be a good listener, be honest, study your business, keep healthy, and, of greatest importance, be enthusiastic," were the principal points emphasized by a speaker at a salesman's convention recently.

A great many manufacturing concerns to-day are conducting salesmen schools for the education of men in their particular line. The sole object is that by a thorough and complete education of both new as well as old men, they expect that they shall gain such knowledge and such facts relative to the particular article, to make them enthusiastic.

Why should not the retail dealer aim to create a greater enthusiasm among his sales force, just as do these manufacturing firms? By brief conferences at periods when business is not rushing, hints as to advisability of practising the above points could be judiciously thrown out.

Enthusiasm is based on belief in the goods being sold, and belief in the store itself, and every salesman in the store should study enthusiasm, remembering that an enthusiastic man always gains confidence.

CUT DOWN IDEAS.

All will remember those trousers, which, in the old days served first father, then big brother, then you. They were not discarded because they were too large for you. They were cut down. Strange as it may seem there is a lesson in these old trousers.

A number of dealers to-day are lamenting the fact that their business is small, that they have not a large number of men working for them. They read of a fine business method. "Yes," they say, "that would avoid losses and would help in ordering, but the system is for a man with a big business. I can not use it." Let such men think of those long serving trousers. Let them cut down the methods which come to their attention to meet their own needs. It is doubtful if one man in a hundred gets an idea which is exactly suited to his business. But the idea shows him what his business lacks. He can apply another man's system to his own particular use.

Why, the man doing business on a fairly small scale has a better chance to operate money saving systems than has the manager of a large concern. He can give a closer personal supervision to the operation of the system. Let not the small dealer call a halt, therefore. Let him cut down the ideas of others to suit himself, but let him use them.

EDITORIAL NOTES.

Don't be afraid to do more than you are paid to do, and don't shirk responsibility.

• • •

The more responsibility placed on the store employees, the more time the proprietor has to develop sales.

• • •

If the uncertainties of the grocery business were eliminated, failures would soon be reduced to a minimum.

• • •

Unless the exact cost of placing a line of goods in the store is known, how can the dealer intelligently fix the selling price?

• • •

Better lose a sale than to make the positive statement that goods will be delivered at a certain time when there is no certainty that they will be.

• • •

If you can't go hunting yourself, the next best thing is to get some money from the man who does before he goes. He may never come back.

• • •

If any department in the store is not paying interest on investment, spruce up the department instead of eliminating it. Others are making money from it and why not you?

* * *

A carpenter without tools to work with will waste an enormous amount of energy in a day. Same applies to the merchant or clerk without present day fixtures and equipment.

• • •

Too much business is being crowded into Christmas eve. If only the dealer could sell his customers the majority of their goods ten days before, what a merry Christmas he would have!

System in Management---Store Equipment

Delegate Responsibility on All Employes and Reward Their Accomplishments—By This Means They Develop Their Degree of Usefulness to the Business—Value of the Best Tools and Appliances.

*By Henry Johnson, Jr.

I have the following good letter:

Oct. 4, 1912.

Henry John, Jr.—

Dear Sir,—Your letter on store management, re employing a manager, has been the most interesting of any.

I will suggest to the Dashville grocer in Western Canada, that he make every clerk in his employ a manager over a certain amount of floor space, and teach him to buy the stock and arrange it to sell. Have each one give an itemized account of every article damaged and to what extent. The more responsibility a clerk has the better man he will be. The general manager should know every man personally and direct him personally. By this system you avoid discord —each man is independent of any other. He need take no order from any save his manager.

In this manner all losses would be accounted for and the cause known.

Each and every clerk should be made to feel and to know that he is part of the force that drives a large business to success. And as each of these managers of departments increases the earnings, increase his pay and watch him hustle.

Respectfully,
Chas. E. Sandford.

That is a straight, practical suggestion. It carries some of my own plans, ideas and practices an important step forward over anything I have yet evolved in my own business. I shall work it out in my own store at once.

Responsibility Develops Men.

I will say, however, that I have known for so many years that I have forgotten when I did not know it, that responsibility is the great developer. This has become so obvious to me that I always marvel when I hear a man say that he cannot get good help or he cannot get anybody to shoulder any of his responsibility. The delegation of responsibility should begin when the boy comes into the store and should continue without interruption so long as he stays in the store. To get results, the boy must be set to doing something and only the most general directions must be given to him. Left to his own devices, he will think or he will stop still and wait for further orders. When he waits in this way, I tell him to go ahead and use his own brain. "The Lord gave you a brain to use. If you do not use it, you might as well have a turnip on your shoulders. Go ahead. Make a few mistakes. I'll tell you very quickly if you do not do right. Then you will get it right; then also you will not forget it all so quickly as if I did all your thinking for you."

Not Enough Management.

There is generally too little management—which means too little logical thinking on the part of the boss and consequent disappointment with results which, after all, are of our own making. When I hear a man say that he cannot get organization or system into his business, I think it is his own fault. I further think that there are not less than 180,000 other grocery stores on the continent all of which are running and many of which are making money—yet this complainant is running one only and acknowledging that he fails at the job.

In most businesses the employer does too much work and too little planning, thinking, organizing. I do less work in proportion to the size of my business than, I think, most men do. Yet I daily feel that I do too much as it is. I love to handle groceries. It is a positive pleasure to me to pile goods on the shelves, arrange them neatly and logically and generally make them attractive; but I have to check myself in this, for that is work not only which clerks should do, but which it is their right to do in the interest of their own education. It is my business to lay out their work. I fail whenever I do what they should be not made to do but allowed to do.

* * *

Fixture Matter Important.

One of the ways in which we do not do justice to our business is in the matter of tools and equipment generally. For many years I have worked on the theory that the best appliances and plenty of them is the best investment I can make. I know that this may run to extremes. Then we have the fixture fever and lose out on that tack; but most of us can go a long way, a very long way indeed, on this tack and not get into the wind.

Twelve years ago I fitted out my store with the finest kind of oak shelves and counters. There must be no misunderstanding about this. I put in nothing whatever that was merely ornamental; but everything of the best materials and every item thoroughly practical. To-day I am removing that equipment to a new store and, barring some refinishing, there is nothing to be done to it. This is because it was good to start with. Yet in the twelve years my depreciation charge has wiped it all out; so you can see that it was a good investment.

Has Installed Computing Scale.

Twenty-five years ago, in the days of the elder Johnson, we bought some agate bearing scales and later, in my own time, say fifteen years ago, I bought some more of a later design. These are as good, as sensitive, as efficient to-day as the day they were unpacked; but they have been set aside now for the most accurate line of computing scales I have been able to find. These last I am satisfied, will last me about as long as I shall need to use scales—and I feel that the investment will prove to be a good one. I have seen numbers of men fool themselves thus in two ways: (1) Through not having the scales which were accurate enough for their requirements and (2) through not having enough scales. If a clerk has to walk twenty feet to weigh an article, that time and energy is a constant expense to the business. Such waste motion will very rapidly cost more than the price of many sets of the finest scales made.

Uses the Auto Delivery.

I never tried to "save money" on a cheap wagon that I did not regret the step. Only a few wagons of ours have been of the bargain counter type. Mostly they have been specially made for us and have cost accordingly; but they have lasted long, have given good service, have "earned their keep" every day of the year. Now I have taken on auto-delivery, as may be seen any day about my store and in our town; and I have no regrets. I do not think I have got it all yet. I am sure that I shall do better with deliveries and the cost thereof in six months than I am doing now. But I know that we are doing much better than we used to do and I expect to keep right on doing better.

Elevator With Ton Capacity.

It is poor economy to buy a hand elevator. Those things are man-killers and cost extravagantly in time and energy. My elevator will carry a ton to the third floor in less than one minute, taking up a platform truck with 38 or 40 sacks of flour and taking the man along with the load. Thus, one man can handle that flour and do it easily and quickly. Think of the economy of time and labor.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Beware of Waste Motion.

Every bit of waste motion and energy frittered away in useless hard labor that you can cut out of your business is good management and true economy. First cost may seem heavy, but if you spread it over a term of years, it becomes negligible—and the results are great. Good paper conveniently placed; plenty of the strongest bags properly scattered where they can be reached with few motions; rapid accounting systems—all these things are true economizers. Then let you and me devote ourselves to the really high grade work of planning and making sales, and the business can and will grow beyond anything possible under any scheme of "saving" the needful investment in good tools.

Buying Methods Discussed by Grocers

Some Advocate Hand to Mouth Policy as Best—Breaking Back to Buy Ahead Condemned—Business Tax Up for Discussion—Views on Canned Goods Situation—Association Endorse David Bell as Aldermanic Candidate.

Toronto, Oct. 24—(Special). — The methods which the grocer should follow in the purchasing of his goods was one of the interesting subjects that came up for discussion at the monthly meeting of the Toronto Retail Grocers on Monday night. The opinion was expressed by many of those present that in most cases, on the whole, a hand-to-mouth policy would be the most profitable for the dealer. As one dealer put it, "the policy of the retailer breaking his back trying to finance the purchase of goods which he has bought ahead is a foolish one." But that buying ahead is sometimes profitable is shown by the remark of one dealer, "I have made a good deal of money by buying ahead at the right time. In this way I have made as much as 30 to 40 per cent. on sugar."

"Some years, as for instance last year, we made money by buying our canned goods ahead. This year, however, we will make practically nothing by this policy," remarked one dealer.

"There are many retailers breaking their back trying to finance the purchase of goods which they should never have attempted," was the comment of Neil Carmichael.

Money and Storage Space Used Up.

"Taking one year with another," advised J. S. Bond, "I believe it would pay not to buy ahead. We use up our storage space which is worth something and we have our money tied up and while sometimes we make a little, other times we do not."

"I know grocers," broke in another, "who had the money to buy ahead, but who bought a few cases or boxes at a time and they are the fellows who made the money. Some fellows will buy a car of sugar and nearly have to break their backs paying for it, in some cases having to sell it off cheap to customers in order to get the money to pay for it. A fellow who has to do that is not following the right buying methods."

Business Tax Discussed.

The business tax came up for discussion, being introduced by Frank Johnston. Wm. C. Miller explained that a large number of Yonge street dealers had protested against the high business tax but found that was not in the hands of the city but governed by provincial laws. He understood that the city council would apply to the Ontario Legislature for a change in the system of assessment.

"It affects the downtown district mostly, and not so much the small dealer," remarked one member. "I really think it is not detrimental to majority of small retailers. It catches the fellow who should pay a high business assessment."

"If your property has advanced you can afford to pay the extra business tax," said J. S. Bond.

"But it affects the fellow who has a rented store," argued D. Bell. "I consider it a rank injustice to have the business tax figured on the value of the property instead of amount of business done."

Grocer Endorsed for Alderman.

The Toronto Retail Grocers are going to take more interest in municipal affairs. Wm. C. Miller in a fiery speech, maintained that the retail grocers should be represented in the city council. "Nearly every other department of trade has or has had a representative in the council but this the grocers have never had, at least not in recent years. I understand that members will come forth at the coming election with the purpose of having annulled some of the legislation which the grocers have had enacted during the past year and it is only proper that the grocers should have some one there to guard their interests. It requires a man engaged in the grocery business to understand our needs."

Other members including J. G. Bond, D. McLean, Frank Johnston and Neil Carmichael also maintained that the grocers of Toronto should be represented in the city council and the association unanimously went on record as endorsing David Bell, 702 Yonge street, as a candidate for alderman in Ward 3 in the coming election. Mr. Bell has been in the grocery business in Toronto for 17 years.

Cold Storage on Carpet.

"If prices keep going up at the rate they are now, the consumer will soon not be able to pay the prices we find necessary to exact."

"I wonder if cold storage has anything to do with high prices. I think the government should see that every cold storage is cleared out at least once a year."

"The U.S. law makes it necessary to clear out cold storages every six months."

"I don't think cost of living would be cheaper if we had no cold storage. I believe it is a god send. If there is an overplus of butter in June, it can be put in cold storage and kept there till winter when butter is scarce. I believe on the whole, it decreases the cost of living."

Views on Canned Goods.

"What do you think of the price of canned tomatoes?"

"I don't see why they should be so high. Raw tomatoes are not much dearer than when tomatoes sold at 75c a dozen.

"Look at the larger demand, however. There is a lot of new country to supply."

"I hear one factory made contracts at $1.10 per dozen, and peas at $1.02½."

"Another factory booked tomatoes at $1.25."

"I see one grocer is selling new tomatoes at 2 for 25c."

"I won't sell any at that price. I am getting 18c for an extra fancy brand."

MARKET NOTES FROM HERE AND THERE.

Chili during 1911 exported 8,518,200 pounds of walnuts.

The Grenoble walnut crop in France is showing a prospective outturn of 60 per cent. of the yield of 1911.

The 1912 crop of potatoes in the U.S. is estimated at 396,000,000 bushels compared with 292,737,000 last year.

California planters are elated over the success of the almond crop, the yield having proved the best in the history of the State.

Estimates of the number of barrels of grapes that will be shipped from Almeria this year are now generally placed at 1,700,000.

Selling Goods at Loss is Poor Business

An Instance Where Pork and Beans Costing 60 Cents per Dozen Are Sold at Five Cents Each Tin—Means Direct Loss Without Taking Cost of Doing Business Into Consideration—Value of a Cost Book.

Selling goods at little or no profit is still the big trouble with a great many retail stores. Some dealers seem to have the idea that because they sell an article at a cent above invoice cost they are making 12 cents on a dozen. A great many others cling to the three-for-a-quarter and six-for-a-quarter selling method regardless of any advance that may have taken place recently.

Selling Pork and Beans at a Loss.

Just the other day a dealer pointed to the trouble he was having with customers who claimed they could buy a small tin of pork and beans for 5 cents in some stores. This grocer was asking 6 cents.

"I do not understand," he declared, "how they can exist on such methods. Why, those beans cost us 60 cents a dozen and we would absolutely lose money on selling them at that price taking into consideration only invoice cost plus freight."

As a matter of fact a dozen of these tins at 5 cents would bring the grocer just 60 cents which the invoice shows he paid for them. He is out freight, if any is charged, and his cost in turning them over which in the average store amounts to from 12 to 15 per cent.

If these one-pound tins were sold at 6 cents, the margin above invoice cost would amount to 12 cents on a dozen. Twelve cents on a turnover of 72 means a total margin of 16 2-3 per cent., which in a great many cases would a little more than cover cost of doing business. If sold at 7 cents the margin would be two on seven or about 28½ per cent. on turnover, which might be considered somewhat steep except by a store giving a very high grade service.

What Cost Book Would Do.

But the point is why should any dealer sell this line of pork and beans for 5 cents? It must be because he had not recently looked up his cost. And here is just where a Cost Book, as shown in an article in the Fall Campaign number, would come in handy. A. G. Bain & Co., of Hamilton, Ont., who operate the Cost Book in question, know exactly where to look to find the cost of any article. Pork and beans is tabulated on a certain page and every time a salesman wants to sell them pork and beans, the buyer looks up this Cost Book. If he should happen to forget what they cost him before, the information comes to his attention. With such a book there is little chance for a dealer to unknowingly sell any article at a loss.

No Money On This Salmon.

The dealer above who has had trouble with pork and bean prices is also frequently told that competitors are selling salmon at 15 cents which costs them a fraction over 14 cents a tin.

This system of retailing is what is keeping the grocery trade down. The dealer who sells one article at cost will no doubt do the same with others. He therefore will naturally get a lot of business from competitors on these lines; but if he loses money on them, of what use are the sales? If he loses much money it is only a matter of time till he goes out of business.

Lowering Standard of the Trade.

While such a dealer is getting trade and losing money, competitors have to suffer through no fault of their own. This all checks the uplifting of the standard of the grocery trade.

In the matter of emphasizing the necessity of getting a fair profit on every grocery article, the retail associations are doing great service. Meetings at which this phase of retailing is talked over means time well spent.

Great Care Necessary in Extending Credit

In Address Before Canadian Credit Men's Association Stress Is Laid on Honesty, Capital and Ability—The Greatest of All Is Honesty—National Association Is Proposed.

Toronto, Oct. 24 (Special).—"Honesty, capital and ability are the three important and essential elements to be taken into consideration in extending credit." So said H. B. Buell, of Syracuse, N.Y., at the first fall meeting of the Ontario division of the Canadian Credit Men's Association at McConkey's on Thursday night last in his address on "Credit and Credit Granting." While his remarks were addressed to wholesalers and manufacturers they should also contain much of interest to the re tail dealer.

Credit was defined as the capitalization of reputation. Honesty, capital and ability are the three elements to be taken into consideration in extending it. Unless a man is honest, credit is unsafe regardless of the other two. Too many men to-day are trying to struggle along with too small a capital. With present strenuous competition, unless a man has sufficient capital to take advantage of all opportunities, such as taking all discounts, he has a hard row to hoe. And last but by no means least, unless a man has the ability for proper use of his capital, although he is honest, may prove an unsafe man to whom to extend credit.

Must Be Authentic Information.

Credit should be granted, he said, on specific information and not on intuition or surface conditions. A full and complete statement of financial condition, showing both live and dormant assets, should be required. Fire insurance is important and it should be seen that customers are adequately protected in this regard. Inquiry should be made into the personal habits and integrity of the person to whom credit is extended.

Sparks from the Credit Speech.

"Credit once impaired is hard to regain."

"Incompetence is largely the cause of failures."

"The man who fails will generally find the trouble in himself."

"With two men of equal capital, one may succeed while the other will not."

"Insist that your debtor be sufficiently protected against loss by fire or refuse the credit."

"The man of good habits will make a more desirable customer than he that is not so."

"Be decent to the underdog. He may be on top to-morrow. Help him get there."

National Association.

There was a large attendance at the meeting. It was announced that a branch of the association had been opened at Vancouver, B.C., thus completing a chain from the Atlantic to the Pacific. "The next step," said A. G. Malcolm, the chairman, "will be the formation of a national association."

There are 750,000 acres planted with cocoanuts in Ceylon. Forty full grown Ceylon cocoanuts will produce one gallon of oil. It requires 170 to 200 nuts to make 112 pounds of dessicated cocoanut. One hundred and twelve pounds of copra will produce four or five gallons of oil.

Sugar Declines During the Past Year

How and Why Market Dropped From High Level Last Fall to $1.10 Per Cwt. Less—Figures Show a Gradual Fall—What are Prospects for the Future?—Part Played by the Weather.

A fact in regard to sugar that many grocers at the present time fail to fully realize is that it is at a comparatively low price, especially when compared with the range of recent years or with usual prices at this time of year. It is true that last year this staple of the grocery store soared to a dizzy height but it is also true that gradually but certainly it has been worming its way down to a reasonable level. The price of sugar on the Toronto market to-day is $4.85. Look at these figures ruling on Oct. 25 for the previous three years:—

1911	$5.95
1910	4.90
1909	5.40

Last Year's Price High.

This means that sugar is lower at the present time than it has been at this season for a number of years back. A comparison shows that one year ago, prices were exactly $1.10 per cwt. higher than they are to-day. The grocer well knows the story of last year's nightmare experience in the sugar market when exceedingly dry hot weather put a crimp in the growth of the European beet crop and made history by sending prices scurrying to the highest point that had been attained in 22 years.

One year ago this record price, namely $5.95 on the Toronto market was ruling. Then the approach of an appreciable cane crop in Cuba cast a shadow that caused prices to break in December. In fact this was the first downward movement sugar had shown since the previous February. Further concessions followed until the end of January, by which time values had been forced down to $5.45. Then conditions in Cuba took an unfavorable turn, sending refiners scurrying to cover and strengthening refined sugar by 20 points.

Declines Were Inevitable.

But not for long. The yield in Cuba began to show up more certain, estimates had to be extended and gradually step by step, the market had to bow to the inevitable and descend from the high perch it had held. Europe which the year before had played the lion, this year played the lamb. It had nothing sensational to offer; on the contrary, bearish news was prominent so that right through the preserving season a tone of weakness prevailed. This is a very unusual order of things for in past years when demand has been at its best there has ben a tendency to strength. This year declines took place right in the middle of the preserving season. Here are the year's changes:—

Sept. 1, 1911	$5.55
Sept. 8, 1911	5.75
Sept. 14, 1911	5.95
Dec. 7	5.85
Dec. 21	5.75
Jan. 5, 1912	5.65
Jan. 12, 1912	5.55
Jan. 26, 1912	5.45
Feb. 9, 1912	5.55
Feb. 12, 1912	5.65
Mar. 29, 1912	5.55
Apr. 5, 1912	5.45
May 31, 1912	5.35
June 21, 1912	5.25
June 28, 1912	5.15
Aug. 16, 1912	5.05
Oct. 9, 1912	4.95
Oct. 17, 1912	4.85

An Eye on the Future.

But this is all past and gone, and is now merely a matter of history. While the unusual changes which have marked the past year and a half are interesting, another factor of interest is what the future probably holds in store for this particular article. This is something which the grocer would really like to know.

Well, there have been two downward changes of 10 points during the present month but the end is acknowledged to be not yet. While there are always differences of opinion, and while sugar always holds a marked degree of uncertainty, it is held that sugar may probably see another couple of declines or at least the present raw market seems to warrant that. However, by the time they have arrived, the raw outlook may have changed enough to mean still further reductions.

Points to Low Market.

The truth of the matter is, prospects at present looming up are causing the opinion to gain ground that we are going to see low sugar before the end of the Cuban campaign which begins in January. This year's European beet crop is large, in fact it might be described as very large and with the present prospects of being followed up by a large Cuban cane crop, is creating the impression that low prices are ahead.

For instance one authority says that Cuban cane reports continue highly favorable and the crop will likely exceed the highest yet produced, if all the cane in the fields can be turned into sugar by favorable conditions of labor and weather. However, there is nothing of certainty in regard to this. In fact there is much uncertainty. The Cuban crop does not begin its outturn until January, and is, therefore, still in its swaddling clothes, so that it would be nothing but a guess, to predict the course of prices up to February next,, although the present conditions are favorable for reasonable values.

Two Posers.

"How low will sugar go before February next?" one sugar man was queried this week.

"When is the world coming to an end?" was his very pointed reply.

"It is difficult to tell how far the pendulum will swing back," he continued. "I think the tendency is to expect too much of a decline in the immediate future. I would say that the present level of the raw market will probably warrant a couple of declines..

"As to further ahead, it is difficult to predict. Sugar is always sugar. During the last period of high prices in sugar, the high point of 5.75 on the Montreal market was reached in Feb. 1905. Then began a series of continued declines until the low point of $4 was reached in March, 1906."

That was a total decline of $1.75 from the high point. Sugar this time has so far reacted $1.10 per cwt.

OPENING ANNOUNCEMENT.

King Bros., of Wingham, Ont., in announcing the opening of their new store in the local paper say, "We are now settled in our new premises and extend to all a cordial welcome to visit us whether to buy or not. We now have one of the finest and brightest stores outside the cities and it belongs to our customers for trading purposes and we want every transaction to be pleasant and profitable to them." Some of the mottoes used by this firm in their advertising are "Good Goods," "prices right,," "we want your trade."

Customer—"Do you keep coffee in the bean?"

New Clerk—"Upstairs, Madam; this is the ground floor."

The Pulse of the Grocery Markets

Refined Sugar Declines During Week—Now 1.10 Per Cwt. Lower Than Year Ago—Many New Lines of Dried Fruits Arriving—Figs and Dates Coming to Hand—Nuts in Demand for Thanksgiving.

QUEBEC MARKETS.

POINTERS—

Sugar.—Down 10c., now $4.75.

Evaporated Fruits.—Some changes.

Rice.—Steady.

Montreal, Oct. 24.—The week has seen another general decline in sugar, due of course to the fine crops of beets and cane.

In dried fruits there have been a number of price changes, and it is certain that more will be recorded next week, for new shipments of several lines will be then received.

Rice is weak. The belief is that the market may go still lower, and no heavy buying is being done.

SUGAR.—Raw sugar has been reduced in price, and refined has followed by another 10 cents since last report. The decline is of course due to the splendid crops in Europe and in Cuba. The tendency is still downward.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The cool weather has brought a stronger demand, and as stocks are good this can readily be met. It seems the season will be a heavy one. No price changes have occurred.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS. — Quotations on prunes, given below, are really nominal. As a matter of fact there are hardly any prunes to be had—only a few sizes are available here. Europe is said to be buying heavily.

New dates are expected early in November. These, of course, will be quoted at considerably higher prices than those given below. At present dates are rather scarce. Hallowee loose, indeed, are not available.

New raisins are expected this week. This also will mean a change in prices. Indeed, prices generally are stiffer than for some little time. Part of this feeling is credited to the Balkan trouble.

Evaporated pears have dropped considerably, and there have been a number of changes in figs.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 08
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 07	0 07½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅜	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—A bearish movement has started at the Havre. It is claimed that reports of damaged crops were somewhat exaggerated. The fall off on the primary market has brought no changes locally, even as the advance brought none.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—The market is exceedingly quiet. Locally, ordering is fair, but there is no excitement. Peppers and cloves are firm.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—The coming of the Thanksgiving season has seen the usual increase in demand for nuts. The larger orders, however, have not brought any advance in prices, though such an advance is considered as quite possible. Spanish shelled are especially scarce. Chestnuts, on the other hand, are somewhat more plentiful.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Word comes that an advance in rough rice is booked for next month; that the planters' association still holds high ideas; yet there is no future buying noted. On the other hand the impression seems to prevail that lower rice may be looked for. Present prices, even at the decline of last week, are high. Crops are promising. Leaving manipulation out of the question, therefore, a revision downward is deemed possible, at least in some quarters.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS:—

Sugar.—Now down to $4.85.

Dried Fruits.—Many new lines arriving.

Celery Seed.—Down to 40c.

Toronto, Oct. 24.—A fair volume of business in general lines is reported by jobbers this week, and October is expected to measure up well with last and previous years. Trade in fancy lines has

been stimulated to some extent by the approach of Thanksgiving and Hallowe'en. Nuts are mentioned as one line that has been benefited but not so much as if the new season's goods had been in. They will begin to arrive shortly.

Many new lines of dried fruits are coming to hand, figs having been added at the first of the week and dates expected at any time. The arrival of new lines gives the retailer a chance to feature them and secure some additional business.

Sugar has declined 10c. per cwt. since our last report as anticipated. Crop conditions continue bright.

There is some shipping beyond the lakes being done, but wholesalers are in many cases awaiting arrival of new goods.

SUGAR.—The decline predicted in sugar in our last issue came into effect before the week was out, a reduction of 10 cents being registered, bringing local prices down to $4.85 as compared with $5.95 one year ago.

With the big yield in Europe which is estimated at about 2,400,000 tons more than last year, followed by the big cane crop which has been figured out on paper as representing Cuba's coming yield, the attitude of the sugar world is to look for lower prices.

As to the immediate future, while quotations are low, a scarcity of nearby sugar is somewhat of a steadying factor.

Sugar consumption is again back to normal. The past three or four months have seen a particularly good demand.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—The season of god demand for corn syrups is now here and a good seasonable trade is being done. Cooler weather is proving beneficial in this regard. Molasses are also receiving a fair share of attention.

Syrups—	Per case.
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Several lines of new dried and evaporated fruits are now on the market while others are close at hand. There will be found several changes in quotations this week, the new figures being on new crop goods. Prices now quoted are all on new goods with the exception of prunes, the first shipment of which will arrive in Toronto about the first of November, and bag and tapnet figs which are not yet in.

New fancy figs are in this week and are selling at about same price as first shipment last year, ranging from 10 to 14 cents, according to size of the fruit. One firm for instance quotes 4 crown at 12½c. and 6 crown at 15c. The first new dates should be in this week. Wholesalers are hoping that they will get in, in time for the Thanksgiving trade. They will be taken up well as old stock is cleaned up and the new fruit is said to be of excellent quality. We quote prices for the new fruit.

Valencia raisins have been in for some time while California stock is not far to leeward. New apricots and peaches are now in and prices show a big reduction from the prohibitive figures of last year and as a result they should be dealt in quite freely.

New currants are at hand and more are on the way from Montreal. Prices are much the same as last year. New peels are, however, high. Evaporated apples are quoted at 7½ to 8 cents.

Seeded raisins continue easy on the Coast and as a result some lower prices are being quoted here on new season's goods. Prunes are by no means firm in California.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	....	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07½	0 08
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 09	0 11
Shade dried	....	0 10½
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 09
Valencias, old stock	....	0 08
Seeded, 1 lb. packets, doz.	....	0 08
Seeded, 16-oz. packets, choice	....	0 07½
Dates—		
Hallowee', full boxes	....	0 07
Hallowee', half boxes	....	0 07½
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	....	0 07½

COFFEE.—As last week, there is no particular change to the local coffee situation, a steady feeling prevailing. As to the general situation, the current Santos crop unless receipts materially improve in the next thirty days, will not total 8,000,000 bags and the estimate of a 11,000,000-bag yield of Santos and Rio combined is given up as too large.

There is already 45 per cent. of the crop at the coffee ports and as compared with that of last year is over one million bags less and with the same ratio continued there would not be a total of even 10,000,000 bags.

Rio, roasted	0 23	0 31
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is a fair volume of trade being done in general lines of spices. Even the sorting orders of the pickling business are pretty well to an end. Interest will soon begin to develop in requirements for the Christmas baking. This is always of a good deal of importance. There will also be shipping of winter requirements beyond the lakes this month, so as to get the lower water rates.

Cloves still hold a steady position and are worth watching. The statistical position of this line is a strong one, and general opinion seems to favor higher prices this winter. Peppers show no change. Celery seed is quoted around 40 cents.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

NUTS.—The first of the season's new shelled walnuts should be available around the first of the month. New crop Tarragona almonds are due in a week or so. French walnuts are still held at high prices by shippers on primary markets. Indeed ideas on most lines including pecans, filberts and Brazils tend to firmness.

There has been more activity of late in nuts in view of the Thanksgiving and Hallowe'en trade. They should be given more than ordinary attention during next week.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 16	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

RICE AND TAPIOCA.—There seems some little degree of uncertainty regarding the future of rice. Last week's decline of 15 cents per cwt. in Rangoon was not altogether expected. Better crop prospects was the cause of the reduction. Even now there is no big buying movement. Even at the decline, prices are high, but it must be remembered that reports from the Far East have been far from bright at many times during the year.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—Still there are no new beans on the market and there are no prices being quoted on new crop. One thing is certain and that is that farmers' ideas as to prices are high. Imported beans are supplying the present demand.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60

CANNED GOODS.

Toronto. —It is probable that the delivery of corn will be more than 75 per cent. as was announced when opening prices were given out. Canners have in most cases been able to add another week's pack to the amount they had then. Corn opened at 97½c for group A, but fancy will sell at $1.07½ for 2's. Corn on cob in 3's is quoted at $1.80 and gallons at $4.80.

There will likely be a full delivery of succotash and squash and probably also of pumpkin, although not definitely announced. With the latter line 15c per dozen below last year's price, it should sell much more freely this year.

The delivery of tomatoes will not be above 60 per cent. General opinion seems to be that there will be little or no speculative value on this line this year on account of high figure at which they opened. However, gossip on the street says that there was some purchasing among jobbers during past week at about opening prices. "They cannot be brought in from the States for less," said one jobber.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above. Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 00
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.	
Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Sugar—Weak.

Figs and Raisins—Strong.

Winnipeg, Oct. 23.—Splendid weather has generally prevailed since last review and business has received quite an impetus in consequence. The great grain crop is moving in fine style and Winnipeg receipts average about 1,200 cars per diem or 15,000,000 bushels. Prices are keeping up well and money is circulating freely. A marked improvement in collections is reported.

Price changes are quite numerous in some lines. In dried fruits, raisins are strong and dried figs are likely to go higher, the new crop being quoted at a sharp advance.

There are also some changes in nuts. Sugar is weak and further reductions are reported.

Merchants, wholesale and retail are optimistic of the prospects of fall business.

SUGAR.—The extremely weak situation in the eastern market has brought about further reductions here. Demand is still good but not as keen as during month previously.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS. — Syrups are firm and in fair demand but no changes in prices are announced.

2 lb. tins, per case		2 48
8 lb. tins, per case		2 88
10 lb. tins, per case		2 76
20 lb. tins, per case		2 77
Barrels, per 100 lbs.		4 22
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS. — Raisin prices as forecast in these columns some times ago, are much stiffer. European lines are dear, and scarce, but Californias are plentiful and will hold back any sensational advance. No change is at present announced in figs, but the new crop is quoted at a sharp advance and 6¾ is the price to be for choice boxes.

		Per lb.
Corn Syrup—		
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
99-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07⅞
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08⅜
40-50s, 25s, s.p.	....	0 09¾
Cooking Figs—		
Choice boxes	....	0 05¼
Half boxes	....	0 05½
Half bags	....	0 04¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 45
Fine, selected, 28s, s.p., per box	....	2 65
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 40
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 08
Washes, per lb.	....	0 08¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES.—Rios are quoted 1 cent cheaper and other lines steady. From the aspect of the New York coffee mar-

ket coffee will rule firm for some time to come.

Coffee—		
Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Many changes in nut prices are to hand. On the whole, prices have a decidedly downward tendency. Walnuts, almonds, Brazils and peanuts are all cheaper. Other lines are steady.

Brazil	0 13	0 14
Tarragona almonds	....	0 14¾
Peanuts, roasted, Jumbos	....	0 12
Peanuts, choice	....	0 09¼
Pecans	....	0 23
Marbot walnuts	....	0 11½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 28

BEANS.—Beans are firm. Any hopes of a reduction following the harvesting of new crop have been dispelled as the Ontario crop is much below average yield.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 00
Whole peas	2 75

WINNIPEG.

FLOUR AND CEREALS. — Flour prices throughout the West have been reduced from 30 to 50 cents per barrel. Rolled oats have advanced 10 cents per 80-lb. sack.

Flour—		
1st patents, cwt.	....	2 80
2nd patents, cwt.	....	2 70
Strong bakers', cwt.	....	2 50
Rolled Oats—		
20 lb. sack	....	0 62½
40 lb. sack	....	1 20
80 lb. sack	....	2 35
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks	....	2 30
48 lb. sacks	....	1 15

NEW BRUNSWICK MARKETS.

St. John, N.B., Oct. 22.—Business activity has increased with the fall season and orders are being received by the wholesale trade in a most satisfactory manner. The annual rush of freights before the close of navigation upon the river has begun and the storing of winter vegetables for the closed season is on in earnest. The steamers down the St. John river are bringing large cargoes of farm produce for the local market which grocers find in brisk demand, while they in turn are shipping encouraging orders to the river sections, and best of all receipts are of the best. Potatoes are coming in large quantities and are really much lower than was expected in price, being sold from $1.15 to $1.30 per barrel.

Much interest now centres in the Balkan situation with local grocers. It is feared if complications expected are fully realized in that territory, there will be a difference in the cost of flour. At present outlook for prices seems very bright. In fact, it is thought, that if there is any change at all in Manitoba, it will be downward. The bountiful harvest in the Canadian West as well as in the United States has led local grocers to advise their customers that now or during the next few weeks would be a good time to stock in Manitoba patents as prices will be low. The shortage in the crop of Ontario, however, has forced price of winter wheat flour higher and there may be advances in Ontario patents before long.

Sugar market was weakened considerably this week and a decline of 10 cents in all grades was made in quotings. The beet crop in Europe is a source of much satisfaction while Cuban reports are also encouraging. In molasses, outlook is for higher prices and immediate protection is advised because stocks are reported short. Pork and pork products are advanced and market is much firmer in this connection. The same is true of oatmeal which is twenty-five cents higher, and still in good demand.

The country market is being well supplied with poultry and dairy products. Butter is firm but unchanged in price while the same is true of eggs. Chickens are now being sold by the pound instead of per pair, and are bringing 22 cents, while 18 cents is asked for fowls.

Bacon	....	$0 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 85
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 90
Cornmeal, bbls.	....	3 95
Eggs, hennery	0 32	0 34
Eggs, case	0 29	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16¼	0 16½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 36	0 37
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic, mess	26 00	26 25
Pork, American clear	26 50	29 25
Potatoes, barrel, new	1 20	1 40
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	5 90	6 00

NOVA SCOTIA MARKETS.

Halifax, Oct. 22.—The most important change in local grocery market this week is a drop of ten cents in sugar. Extra standard granulated is now quoted at $4.90, which is $1.10 per hundred pounds cheaper than it was twelve months ago.

Wholesale grocery trade is now brisk. Large orders are being filled for coastal points, and the outlook is good for business until the close of navigation at the shore points.

Fresh laid eggs are scarce at 30 cents per dozen. There is also a decided falling of in the receipts of fresh made butter.

Barrelled pork and beef are in demand. Former is quoted at $28 for clear and $26.50 for lean. Beef (American) is $21 to $22. Smoked hams are selling at 19 cents, the highest price for years.

There is a good demand for potatoes, but most of the stock offering is poor. Island stock is quoted here at 55 cents. New Brunswick potatoes are selling at $1.80 per three bushel bag. The fruit business is good. Grapes are a drug on the market at 25 cents per basket. The apple business is now at its height and enormous shipments are being made to the London market. Over 50,000 barrels were sent away from here this week.

LATE MARKET NEWS.

Toronto.—Live hogs have strengthened during the week on account of heavy demand. Prices went as high as $8.45 at country points and $8.75 locally. Eggs are strong. As to butter, Montreal is said to have made some contracts for New Zealand stock for January-February shipment at 30½c delivered.

Grapefruit is easy and prices are expected to weaken. First shipment of new lemons will arrive first of next week. Price will be high, probably around $6.50 but with additional shipments prices will ease. Good Florida oranges will not arrive for about two weeks.

Honey is reported as a little firmer.

TRADE NOTES.

B. Bookhalter, grocer, of Winnipeg, has been succeeded by A. Wiseman.

A mottled snake of venomous aspect startled the packers in the basement of the Rogers Fruit Co.'s warehouse, Winnipeg, recently, as it was revealed in the separation of two large bunches of bananas. The reptile, when first discovered, was partially coiled in the grooves of the fruit, and stirring torpidly. It was given a wide berth at first, but, as its movements continued sluggish, two of the men present procured a large candy jar; and, while one held the vessel, the other pushed the snake in coil after coil, with a stick. It was about eighteen inches long. It was later transferred to a small glass case, and placed on exhibition in the window of the Rome cafe, near Sherbrooke street, where crowds viewed it last evening.

Making a Profit on Every Department

Number of Retailers Discuss Losses on Broken Bottles in Case of Soft Drinks—A Store Criticized Where all Fancy Biscuits Are Sold at One Price Regardless of Cost.

Careful management of each department of the grocery store is necessary in order to secure a profit. Each department should be made to bear its proper share in the maintenance of expenses and the providing of profits. Profits in each part of the business depend to a large extent on the kind of management.

That this is so was demonstrated quite plainly at a recent gathering of grocers. The article under discussion was bottled water. "By the time the broken bottles are allowed for," commented one dealer, "a person doesn't make much out of the business," and he went on to tell of the number of bottles he had broken and how this clipped the profits on this article.

"Why," spoke up another dealer, "I have only broken one bottle since I began to handle it."

Gets Pay for All Bottles.

Thus, it is shown that the kind of management decides whether a department shall be profitable or not. Another dealer who handles soft drinks recently said: "Two years ago when I began to handle soft drinks, I allowed customers to take the bottles free of charge on promise that they would return them. Some kept their promise but the greater majority did not. I figured that I made very little out of soft drinks that year. When I went around taking orders I found many of the bottles at the customers' homes filled with eating or some other home-made product.

"I decided that the next year they would not get their catsup holders at my expense. I now charge for each bottle as it goes out whether it is to a regular customer or not and refund the amount when the bottle is returned."

At the same meeting of grocers mentioned before, the case of a dealer who was selling all his fancy biscuits at 16 cents regardless of cost, was mentioned.

"That would be alright if a sufficient quantity of the lower priced ones could be sold," commented one grocer, "but this seldom will be found to be the case. You can trust the public to pick out the highest priced ones every time. I don't consider it a satisfactory method of doing busisess."

Reasons for Different Prices.

"You will sometimes find," spoke up another, "that there is a difference in price at which cakes which cost the same amount are sold at different stores. For instance, a cake which costs a certain price will sometimes be sold a couple of cents higher by one dealer than another. Perhaps they are both figuring on making the same percentage of profit, but one man takes into account the broken ones, and other losses while the other does not. The broken and unsaleable cakes and amount lost in weighing, amount to considerable. Some dealers fail to take this into consideration."

Here are some points well worth consideration.

A CRUEL JOKE.

A little girl entered the store, according to the story and deposited four eggs upon the counter.

"Please sir, I've brought these eggs back and muvver says you said they were laid to-day, so she wants to-morrow's eggs, 'cos these are something awful."

Grocers' Reputations in the Housewife's Eye

Women Discuss Service of Respective Dealers—Some Get Poor Reputations While Others Are Boosted—To Which Class Do You Belong?

A number of women were talking about grocers and the service they give.

"I went into Jones' yesterday," said one, "and I was in a terrible hurry too. Jones himself was sitting at the desk, while the boy was perched on a chair fixing the shelves. Both continued with their work, while I waited, all on pins to get my goods and get back home. At last the boy climbed leisurely down from the shelf and said, 'do you want anything?' I wonder what he thought I went in there for. It certainly wasn't to admire their swift service. The other stores will be pretty busy when I go in there again, especially if I'm in a hurry."

"I think the clerks at Blanks are so obliging and nice," commented another." When you go into the store, if they happen to be fixing anything, they drop it at once and come to wait on you. I think that is what gets them so much trade. People appreciate anything like that. I know I do."

"Yes, they certainly are on the alert," agreed a third. "I was passing there a few days ago and stopped to look at some pineapples which were at the door. Immediately, one of the clerks was at the door. 'It's about time to start preserving pineapples,' he said, and went on to explain the different sizes and which were best for putting down. I like clerks to be willing to explain these things to a person."

Apparently little escapes the eagle eye of the exacting housewife, and he who would court her favor successfully, must give attention to all particulars of his service to make it as favorable as possible to his customers. This little dialogue shows that the grocer comes in for a great deal of discussion among the public and it is all advertising, either of a good or bad nature.

Following items are from The Grocer of October 28, 1892:

"A test made at Kingston, Ont., of the use of black pepsin in milk in order to increase the quantity of butter is pronounced a failure. The quality of the butter was injured."

* * *

"Next year is expected to be a fat year on the Fraser River. There appears to be a regularly recurring strong run every fourth year."

Editor's Note.—Without doubt there is a strong run every fourth year. The last big salmon run was in 1909 so that we may look forward to a heavy run in 1913.

* * *

"The prospect of the Hallowe'en festivities is appreciated by the trade here (Montreal). It is increasing sale of nuts and fruits to a material extent."

Editor's Note.—Here is an idea for dealers of to-day. See that every customer knows of the approach of Hallowe'en and that the attention of all is called to fruits and nuts.

Current News of the Week

Quebec.

George Robertson, deputy receiver-general of St. John, N.B., and a former member of the New Brunswick legislature, who died last week, was for many years a retail grocer in St. John. His establishment was of the highest class, both in appearance, management, and in the goods carried. Mr. Robertson was among the first to import from the West Indies.

The Hon. C. J. Doherty, minister of justice was the speaker at a meeting of the Quebec branch of the Canadian Credit Men's Association in St. Lawrence Hall, Montreal on Thursday last. He expressed himself as in sympathy with a uniform insolvency law for the whole of Canada, and stated that if the association would present the nucleus of such a law he would give it his support. The Quebec branch of the association has now a membership of 140.

At a meeting of the Montreal Merchants' Association last week, the grievance of the merchants against the agricultural interests which control the sale of butter was presented to Hon. J. E. Caron, minister of agriculture for Quebec. A special complaint was lodged against the system of selling butter and cheese by the Co-operative Agricultural Society of the Province, and the merchants charged that the Government inspectors assisted in getting new members for the society. It was also claimed that the society had become commercialized, and that the Government discriminated in its favor by classing the goods of its members. Mr. John McKergow contended that the quality of Quebec cheese commenced to improve long before the society came into existence.

Ontario.

Mr. Ditselweig, of Toronto, has opened up a general store at Norwich, Ont.

Reid & Reid, grocers of Toronto, have been succeeded by D. McCoskery.

C. R. Templeton is opening a grocery store on Gerrard street, Toronto.

P. F. Milne, Queensville, Ont., has sold his general store to F. W. Smith.

E. Mailloux, general merchant, Ruscorn Station, Ont., has sold to Geo. Fraba.

W. C. LaFraugh, general merchant, of Mongolia, Ont., has sold to Adam M. Darling.

John Joynt's apple evaporator at Lucknow, Ont., was destroyed by fire on Monday.

C. W. Thompson, grocer, of Niagara Falls, Ont., has been succeeded by Bradley & Nichols.

M. Wilkins, Belmont, Ont., has sold his stock of groceries to G. Bloomfield, and is retiring from business.

D. W. Clark, Toronto, president of the Ontario Retail Grocers' Association, with Mrs. Clark is on a holiday trip to New York.

C. B. Parker, general merchant, of Dexter, Ont., was married on Tuesday of last week, Miss Ethel Spitler, of the same town, being the bride.

Sir Thomas Lipton, of London, Eng., president of the Lipton Tea Co., was in Toronto this week. He will make a trip through Western Canada before returning to England.

David A. McClean, a merchant of Owen Sound, Ont., was knocked down and seriously injured by a runaway horse. He suffered a fracture of the hip bone and internal injuries.

It is reported in Hamilton, Ont., that John Forth, grocer, will give up business on or before March 1. Mr. Forth is a strong association worker, being actively connected with the Hamilton as well as the Ontario R.G.A.

The sum of $40 was stolen from the till in the store of Wallace Hough, Wingham, Ont., on Saturday last while Mrs. Hough, who was in charge of the store was in the basement. There was no one in the store when she left or returned.

A. H. Paffard, of Davidson, Hay & Co., and F. M. Sloan, of Jno. Sloan & Co., Toronto, were last week elected to the conference committee of the Toronto Board of Trade. They represent the grocery and kindred lines section. H. C. Tomlin and John Turnbull were elected to the bread and biscuit manufacturers and confectioners' division.

King Bros., general merchants, of Wingham, Ont., have just recently moved into a new store. It is a two-storey brick structure, 33 x 75 feet, and both floors will be used for the display of goods. Fine plate glass windows give an abundance of light while the store is further given a bright appearance by a metallic ceiling. The building will be steam heated. Thomas and Robt. King are the two members of the firm.

William Hayes, a well-known grocer of London, Ont., died suddenly on Thursday last from blood poisoning contracted by a cut on his thumb. He was 74 years of age. His son, Cyril Hayes, at present in Western Canada, was for many years secretary of the London Retail Grocers Association. Among the floral tributes to the deceased was a wreath from the retail grocers of London.

Western Canada.

P. Fedos, grocer, of Yorkton, Sask., has sold to M. Rotstein.

Otto C. Pohle has opened a grocery store at Overland, Sask.

J. B. Borrowman, grocer, of Winnipeg, has sold to J. A. McKenzie.

Frank Pascach, grocer, of Calgary, Alta., has sold to Kitley & Scott.

David D. Friesen has purchased the general store of John Epp at Laird, Sask.

O. L. Davis has bought the general store of F. J. Whaley, Deckerville, Sask.

Jacob Chmeltnitsky, general merchant of Canora, Sask., has been succeeded by A. Satten.

Clark & Montgomery, retail grocers, of Vancouver, B.C., suffered loss by fire last week.

The grocery store of Clark & Montgomery, Vancouver, B.C., was recently destroyed by fire.

A. Lerner is continuing the general store business of Lerner & Lerner, at MacGregor, Man.

W. H. Caswell & Co., are erecting a general store at Avonhurst, Sask. They expect to open in November.

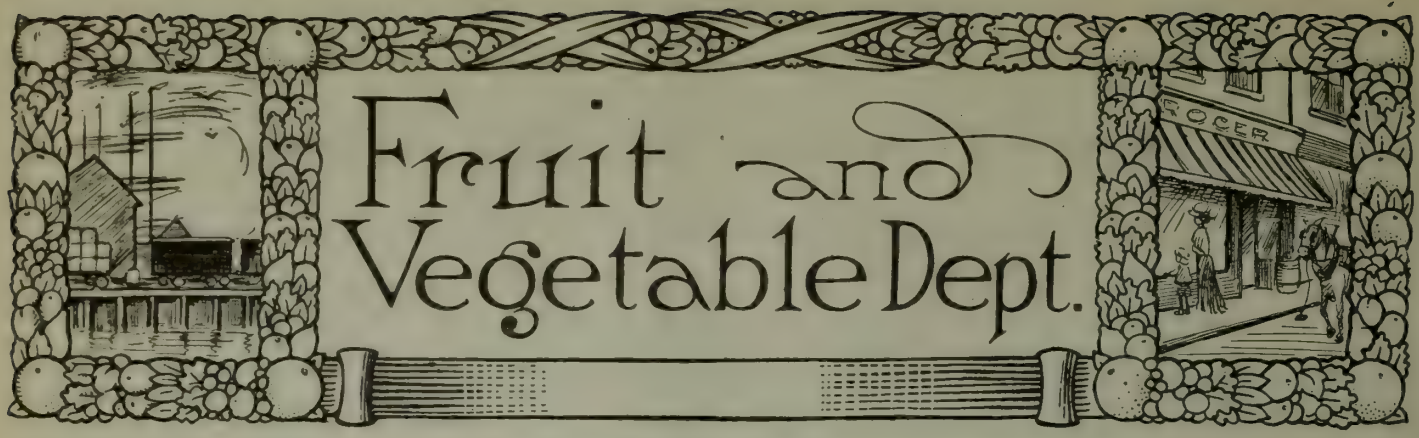
The Robin Hood Mills, Ltd., Moose Jaw, Sask., has purchased six elevators in Alberta, owned by the Wallbridge Elevator Co.

The Co-operative Stores, Limited, has been organized in Vancouver, B.C. According to its sponsors the object is to reduce the cost of living to members.

The Retail Merchants' Association of Prince Albert, Sask., have appealed to the city council for a reduction in the rate for electric current used for illuminating electric advertising signs.

Andrew Kelly, president of the Western Canada Flour Mills Co., Ltd., Winnipeg, and S. H. McGaw, vice-president and general manager were in Toronto last week, attended the annual meeting of the company.

The city authorities in Winnipeg are after the hawkers who sell goods from wagons on the outside of the city market on the grounds that their wares are not kept in a sanitary condition and that they are left uncovered so that they can become covered with dust and dirt.



Fruits in Demand for Thanksgiving

Holiday Trade Gives Impetus to Fruits — Cranberries Selling Quite Well—New Crop Lemons and Florida Oranges Will Soon be on Market—Potatoes Promising Better—Preserving Fruits Dwindling.

This week certain lines of fruit have been in better demand in anticipation of the Thanksgiving trade. Around every holiday there is always a better demand for fancy fruits, and thus the activity in several varieties during the past week. This is expected to continue the first part of next week as another occasion when fruit is in a little better demand is Hallowe'en, which comes on Thursday next. Cranberries, an essential part of the Thanksgiving dinner have been moving out well of late.

The season for a number of new lines of imported fruits is here. Grapefruit from Florida made its initial bow on Canadian markets last week. The quality is excellent and with the large crop that is expected this line should have a good year. Reports as to the size of the crop are just as encouraging as ever and there is a tendency to easiness. Florida will shortly be sending forth some new crop oranges, which also promise a good yield, and reasonable prices this year. New crop lemons will also soon adorn our markets. They are now on their way from Europe.

As noted last week, it seems possible that the potato situation may not turn out as discouraging as some dealers would have us to believe. True, it is, that rot has made its appearance in some sections, as a result of the wet weather which was experienced However, the opinion is gaining ground that this is pretty well confined to low ground and to the earlier varieties. Recent arrivals seem to be more free from rot. For instance, the first arrivals of New Brunswick stock on the Toronto market were particularly bad, but recent shipments have been quite good. Dealers are hoping that the improvement will continue.

The preserving fruit season is decidedly on the wane. There are still some peaches coming along in some sections, but shipments will gradually dwindle to the zero market. Grapes are quite a feature just now and an appreciable business is being done in them.

MONTREAL.

GREEN FRUITS.—Apples are shaping up better and better. The fruit, it is said by those who have examined many orcharls, is of an exceedingly high order, due largely to the spraying methods adopted.

Apples, fall, No. 1	3 25	3 75
Apples, fall, No. 2	2 00	2 75
Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 50	5 00
Limes, box	....	1 25
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	....	2 25
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	....	4 00
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Sweet potatoes are finding a better demand, though there has been a tendency toward slightly higher prices. Onions, too, are being largely bought. Spinach is becoming scarcer but potatoes, cabbage and carrots are somewhat more plentiful than for the past fortnight.

Spanish onions, large cases	....	2 50
Canadian red onions, per lb.	....	0 02
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — The local fruit market lacks the hum of activity that marked it a few weeks ago, when the fruit season was in full swing. There are still peaches coming along, but the quantity is dwindling. Grapes are the big feature on the market now, and a good business continues to be done. They will probably last for two weeks more. A certain business is being done in pears and quinces.

Grapefruit, the new crop of which came on the market last week has been fairly well taken up, as the quality is excellent. At present it is selling at $5 per case. New crop Florida oranges as well as new lemons should be on the market before long. Apples are now being given more attention.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	8 00
Grapefruit, per case	....	5 00
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Musk melons, basket	0 25	0 35
Oranges, late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	....	1 00
Grapes, Tokay, per box	....	2 00
Idaho plums, box	....	1 25
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 60	0 90
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, best quality	0 50	0 60
Pears, lower grade		0 30
Quinces, basket	0 45	0 50
Grapes, 6 qt. basket	0 17	0 19

VEGETABLES. — It was stated last week that in the face of rot experienced in several sections it was difficult to tell how the future of potatoes might rule. The wet weather caused appearance of rot on low land, but it was thought possible that the later varieties might not be affected, at least not so much. The better quality of recent arrivals would seem to bear out this idea. In addition some further shipments have been received by local dealers from New Brunswick, and are of good quality while the earlier ones were particularly bad in respect to rot.

Beets, carrots and turnips are being quoted by the bag. Storing of these lines will soon commence. Boston hothouse cucumbers are quoted at $1.50 per dozen. Sweet potatoes are coming along in larger quantities, selling at $1.50 per hamper and $4.50 per barrel.

Beets, per bag	....	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per doz.	0 35	0 40
Corn, doz.	0 12	0 15
Cucumbers, Boston, hot house, doz.	....	1 50
Marrow, bushel basket	....	0 15
Onions—		
Marrow, bushel basket	....	0 15
Onions—		
Spanish, per crate	2 50	2 75
White picking, basket	1 00	1 25
Yellow onions, 100 lb. sack	....	2 25

Potatoes, Ontario, per bag	1 00	1 10
Peppers, green, basket	....	0 30
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 35	0 40
Sweet potatoes, hamper	....	1 50
Sweet potatoes, barrel	....	4 50

WINNIPEG.

FRUITS AND VEGETABLES.—There is not quite so keen a demand for fruit and most preserving lines are off the market. Blue grapes are plentiful and Florida grape fruit, and all lines of Ontario apples are on the market.

Fresh Fruit—		
Pears	....	4 00
Florida grape fruit	....	6 50
Cranberries	....	11 00
Florida grapefruit	....	6 50
Pears	....	4 00
Assorted Ont. apples	3 75	4 50
Snow apples	....	6 00
Oranges, Valencia	....	5 50
Bananas, bunch	2 50	3 50
California lemons, crate	....	8 50
Limes, box	....	2 00
Washington apples	....	2 00
Cucumbers, per doz.	....	2 50
Grapes, Tokay, case	....	2 75
Washington peach plums	....	1 50
Cucumbers	....	2 50
Grapes, blue, basket	....	0 25
Celery, doz.	0 50	0 75
Tomatoes, Ont.	0 75	1 00
Potatoes, per bushel	....	0 35
Jersey sweet potatoes	....	6 50
Peppers, basket	....	1 00

B.C. Fruit Chances in the Prairie Markets

Reason Why So Much United States Fresh Fruit Is Sold There —Buyers Complain of Poor Packing, Slow Transportation and Heavy Freight and Express Rates on British Columbia Fruit— Market Should Be Better Later.

Calgary, Alta., Oct. 21 (Special).—Large quantities of fruit from the Pacific slope are being shipped to Calgary and other points in the West this season and selling at reasonable prices. The crop east of the mountains on both sides of the line is this year quite abundant and of good quality. In British Columbia the peach crop is so heavy that it is said large quantities are being wasted for want of sufficient facilities for handling and shipping.

Fault Finding Reported.

There is some mutual fault finding between the growers and shippers of British Columbia and the fruit handlers in the prairie provinces.

The former complain that the latter are too prone to buy and import fresh foreign grown fruit when just as good if not better can be obtained in their own country and much nearer. On the other hand the dealers in the cities of the plains retort that they would prefer purchasing their supplies from their brethren in the mountain province if conditions were as satisfactory as across the line.

In support of this they say that in British Columbia the fruit growing and shipping industry is not properly or sufficiently developed to give the best results or insure satisfaction to the handlers in the prairie cities. In Washington and the other fruit-growing States on the Pacific the industry is older and it is claimed is better organized than in British Columbia. This year with the abundant crop the want of competent packers, shippers and handlers is severely felt and the consequence is that the fruit does not reach the east in as good condition as it should.

Say Cars Are Slow.

Another complaint is that cars of fruit ordered from British Columbia do not come forward promptly. The chief reason of this appears to be want of good organization for the assembling of the different varieties. For instance, when a merchant in say Calgary orders a car of fruit, it is not likely to be all one kind especially if it is to be consigned to some of the smaller towns. The consequence is there is likely to be a delay in getting together the different varieties required. This is a difficulty the handlers on the prairies say they seldom meet in importing from the United States growers.

Crop Is Later.

Another handicap upon the British Columbia grower is the fact that his crop is two weeks later than that of Washington. One of the chief complaints, however, is the freight and express rates from British Columbia. This is a difficulty over which neither the British Columbia grower nor the prairie handler has any control. From the Okanagan to the prairies there is no competition and the railways and express companies appear to fully live up to the rule of charging all the traffic will stand. On the other hand the shippers from the south have the advantage of some competition.

Comparison of Rates.

To give an idea of the rates from the coast to Alberta a few figures are sufficient. A shipment of 16 crates of peaches from Kelowna, B.C., to Calgary by express cost $7.20 or 45 cents per crate, while 12 boxes of cherries from Lewiston, Idaho, nearly three times the distance, cost $4.62 or 38½ cents per box.

On apples the rate is more favorable to the British Columbia grower. The rate from Washington to Calgary is 95 cents while from the Okanagan it is this year 59 cents, a reduction of 11 cents per 100 pounds.

In looking over the whole situation and considering present difficulties and drawbacks to supplying the prairie markets with British Columbia fruit, there appears to be no reason why there should not be a great future for the British Columbia grower. What is wanted that is now lacking appears to be better organization, more careful packing, prompt shipment and more railway competition. These will soon come and the growing of fruit in the rich valleys of the Pacific Province will be a great and profitable industry, for the markets of the plains can and will consume all that British Columbia can raise and send them for many years to come.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer. — We will thank you if you will kindly give us the name of what you consider the best makers of "Potato Starch."

Ottawa Reader.

Editor's Note.—We would refer this reader to the Edwardsburg Starch Co., Montreal.

* * *

Editor Canadian Grocer.—Could you put us in connection with the producers of honey in Ontario and elsewhere?

Montreal, Que. St. Arnaud & Beauchamp.

Editor's Note.—P. W. Hodgetts, Department of Agriculture, Parliament Buildings, Toronto, is secretary of the Bee Keepers' Association and would be the best party to apply to for above information.

* * *

Editor Canadian Grocer.—We would be thankful to you for the address of the agent of Messrs. C. & E. Morton, London, Eng.

QUEBEC DEALER.

Editorial Note.—The agents are Watt, Scott & Goodacre, 32 St. Sulpice St., Montreal.

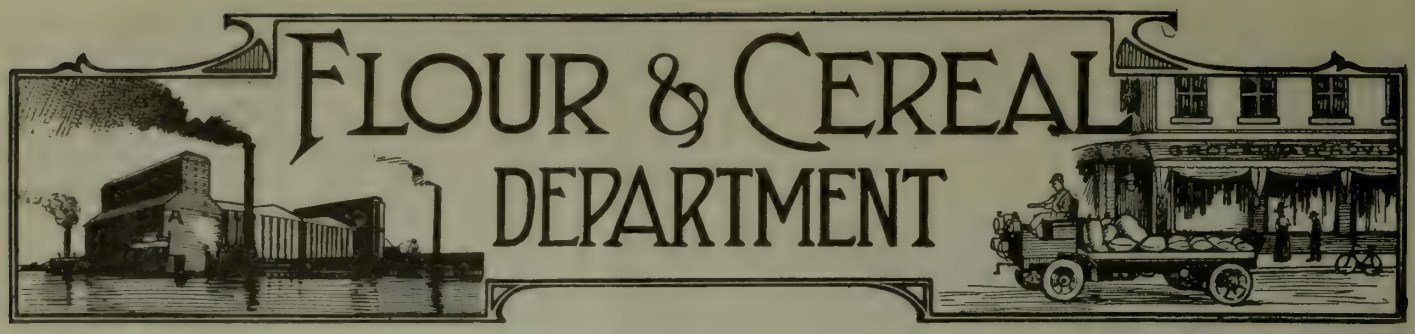
* * *

Editor Canadian Grocer. — I shall esteem it a great favor if you can supply me with the following information. Have Van Camps, makers of pork and beans, soups, etc., an agent or traveler in Eastern Canada? Kindly reply through your next issue if possible.

A CLERK.

Montreal, Que.

Editorial Note.—A number of wholesale houses handle these goods, but we cannot locate an agent or traveler in Eastern Canada. Will some reader kindly supply the information?



Flour Reduced in Western Canada

Prices Winnipeg and West Reduced 30c. Per Barrel—Some Mills Quoting 50c. Below Former Prices—No Change in Eastern Provinces — Balkan Trouble Causes Delay—Spot Flour Not Plentiful in East.

There has been a decline in Manitoba flour as anticipated, and there hasn't. To make this statement more clear, it might be explained that flour prices in Western Canada have been reduced but in the eastern provinces there has been no announcement of any change.

It will be remembered that last week we noted that reports from the West said that some mills had brought down prices. In most cases the reduction has been 30 cents per barrel, but there are some mills as low as 50 cents below former prices. There has been no definite agreement yet as to just what figures will become general.

Prices in the East are unaltered. It was anticipated that there would have been some change before this in keeping with values on new crop wheat. It is probable that there would have been some change before now if the trouble in the Balkans had not interfered. "We have been expecting a change for the past three weeks," said the Toronto representative of one mill. "They are apparently holding off on account of Balkan trouble. There is no use in setting a price that may have to be altered in a short time to meet changed conditions."

While there has been no announcement of lower prices in the East, contract busines for new crop goods is being done at quite marked concession. This is mostly with bakers. "There is a scarcity of spot flour," explained a flour broker this week. "While you can buy ahead for new goods at considerably reduced prices, you have to pay the top price for spot goods."

In regard to the reduction in the West and none in the East, an eastern miller offered the argument that they could afford to come down in the West as they have been on a higher basis than the East.

The shortage of rolled oats still continues, at some centres of the East, but more so with some companies than with others.

Demand for rolled oats has been quite brisk, taking both domestic and export trade into account. Indeed, one eastern miller stated this week that he had enough business booked ahead to keep him busy close on to the end of the year.

MONTREAL.

FLOUR.—Still there are no changes in prices here. The market is steady, and it appears that it will continue so for some little time. No considerable changes are looked for this month.

This week has seen a good deal of buying, many merchants stocking up. The result has been a somewhat larger reduction of stocks. There is plenty of flour, however ,to meet the probable demand.

Still there is little being done with new crop wheat. Buyers are waiting to see what will develop.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 00
Manitoba straight patents, in bags	....	5 30
Manitoba strong bakers, in bags	....	5 10
Manitoba second, in bags	....	4 70

ROLLED OATS. — Business is satisfactory in volume. The week has not seen any changes in price, and none seem likely to come at once.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—There has been no reduction in Manitoba flour on Ontario markets, although prices in Western Canada have taken a drop. A decline has been anticipated but the trouble in the Balkans is the reason assigned for the delay. As regards the drop in the West, one miller said this week, "They were high out there and can afford to reduce prices. We didn't go up to so high a basis on this market."

While there is no announced decline as yet, contract business is being booked ahead with bakers at considerably reduced figures. "You can buy ahead at lower prices," said one man this week, "but you have to pay top price for spot goods, which is in small supply."

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 70
2nd patents, in car lots, per bbl.	....	5 20
Strong bakers, in car lots, per bbl.	....	5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Situation in rolled oats shows no change. While some mills are better situated in regard to supplies than others, conditions with some firms are acute. For instance, the Toronto branch of one big mill has not received any bulk rolled oats since the first of the month and only one car of package goods. Needless to say wholesalers are clamoring for supplies. Relief is hoped for by this company in 10 days. New crop western oats are beginning to come forward in more appreciable quantities.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 75
Rolled wheat, small lots, 100-lb. bbls.	....	3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—There is no change in either bran or shorts and they are still firmly held. Milling of new wheat has not by any means reached appreciable proportions as yet.

PHRASES FOR ADS.

The people's popular grocer.

The right goods at the right price.

A sale is not a sale unless you are pleased.

A little out of the way—but it pays to walk.

Don't buy from pictures—come in and see.

Reliable merchandise, reasonably priced.

Fish Trade Appreciable for Season

Compares Well With Other Years—More Dealers Taking Hold —Smoked and Prepared Lines Moving Better—Oysters Are in Better Demand—Scarcity of Fresh Halibut and White Fish.

The fish trade appears to be quite up to the standard for the season. This is indicated in reports which come forward from different centres of the Dominion. More dealers are taking hold as they now have more time to devote to this department while those who have already been handling fish are adding additional varieties. There has been a scarcity of fresh halibut on most markets and some frozen stock has had to be used. White fish is also scarce. Smoked and prepared lines of fish are being taken up beter, now that cooler weather has set in.

There has been an improved demand for oysters this week in anticipation of a good trade around the Thanksgiving holiday. The weather is now also more conducive to demand in this line while another important factor is the improved quality. By the middle of November, the quality is expected to be ahead of last year at the same time.

QUEBEC.

MONTREAL.—The week has seen a drop in oyster prices—a drop which comes just when the retail demand is growing rapidly. Those who had their order placed in time will have secured the supply needed to meet the Thanksgiving day trade at this more attractive figure.

The holiday trade, it seems, will be a large one. The early part of October was just a little warm for oysters. It takes cool weather to make people long for stews and fries. Now, however, the cool, crisp days have come. There is certain to be a heavy demand, and indeed this is already reflected in the orders received by the wholesale dealers.

The week sees a scarcity of fresh halibut. Little is to be had, but this lack is partially offset by shipments of frozen halibut. Lake fish is plentiful with the solitary exception of dressed pike.

Haddies, fillets and kippers are to be had in good quantities. Also, there is plenty of boneless smoked herring. All these lines are being largely ordered, the fish trade evidently being largely on the increase.

FRESH AND FROZEN.		
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 02
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 10
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 09
Steak, cod	....	0 06
Mackerel	....	0 10
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 09	0 12
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 08½
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.		8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		1 90
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	....	17 00
SMOKED.		
Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 18
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
SHELL FISH.		
Solid meats—Standards, gal., $1.75; selects, gal.		2 00
Solid meats—Standards, gal., $1.70; selects, gal.		1 90

ONTARIO.

TORONTO.—Local fish dealers report that the fish trade is appreciable for the season of the year. It has not really got under way, but more retailers are taking hold each week and it is fast developing a healthy tone. White fish are scarce and frozen stock is being used. There is not enough fresh halibut coming along and some frozen stock is also being used in this line.

Under the better quality of oysters and the cooler weather, there is a brisker trade being done in this line. The consumption so far this season is said to well up with last year.

Smoked kippers are quoted lower at $1.25 per box, while Labrador herrings in kegs are higher at 3.25.

FRESH CAUGHT FISH.		
White fish, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	....	0 05
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 25
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 counts	....	2 00
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

NEW BRUNSWICK.

ST. JOHN.—The supply of mackerel and halibut fell off considerably this week. Hard blows off the coast with a little rain have been responsible for decline in stocks. The chief shipments of mackerel this week have been from Yarmouth, and they have been retailing at from 8 to 10 cents. It was said this week by a local fish dealer that vessel owners about Lunenburg had conferred regarding fish prices and as a result the cost of bank fish would be increased to about $6.50. There has been a decline in the catch in the waters near Lunenburg this year, the difference being about 25,000 quintals.

NOVA SCOTIA.

HALIFAX.—The local fish markets are becoming a little more active. On the western shore this week some fair catches of mackerel were made, but they are far below the average for season. Prospects are not bright for any large catches. The inshore fisheries are fairly good, but the bank fishing is poor, and the trawlers now out are getting few fish. The total catch of the Lunenburg bank fleet this season is 211,080 quintals, as against a catch of 216,450 quintals last year. More vessels were engaged but the average catch was smaller.

Produce & Provisions

Butter Maintains Its Firm Position

Additional Advances at Several Centres—Demand From West Has Prevented Accumulations Elsewhere—Opinions as to Future Vary—Egg Receipts Falling Off—Poultry in Demand This Week—Little Too Early for Turkeys.

The butter market continues to maintain a firm and interesting position. Although prices now average from 1½ to 2 cents per pound higher than a year ago, strength still continues and values at many centres have been further advanced during the past couple of weeks. The situation is shown by a comparison of prices at Cowansville, Que., the centre of a big producing district. On Saturday last, the ruling price at that place was 31⅛ cents as compared with 29⅛ the previous week.

Although not a single package has been shipped to England this season as against over 133,000 packages to this date last year, prices have slowly but certainly been climbing to a higher level since early July and are now about 2 cents above ruling values of one year ago. Probably the most important factor in bringing this about has been the increased demand from the Northwest and British Columbia. Already there is held a large quantity in storage in Montreal for western account and there are still inquiries.

As to the future there are various opinions expressed. Some dealers think that demand from the West will prevent any accumulations elsewhere. In some quarters the opinion prevails that with cheese factories closing, there will be a larger production and an easier tendency. Whether this will prove true or not depends to a large extent on the kind of weather during the next month. A continued open fall would probably add materially to the make.

In eggs there is also a stronger feeling, resulting from the decrease in receipts. Wholesalers are experiencing no little difficulty in getting enough fresh stock to fill the demand and some cold storage stock is now being used. Egg prices attained quite a record mark last winter and they are certainly getting off to a good start in that direction this season.

Poultry has been in the limelight this week on account of the Thanksgiving demand. Turkeys are supposed to be connected up with this occasion but this year in most districts they are found lacking somewhat in both quality and quantity. Geese are in a better position and in many cases have been substituted, while other lines also came in for their share of attention.

TORONTO.

PROVISIONS.—There is a fair movement of hog products reported by most houses. Scarcity of backs still continues with several firms and there is an undertone of firmness. Some houses are quoting higher. Most prices on long clear rule from 14 to 15½ cents according to the size of the sides. One firm quotes 80 to 100 lbs. sides at 13½ cents, 50 to 80 at 14c., and 55 to 65 at 15 cents.

Apparently farmers did not feel like accepting last week's price for hogs, and quotations had to be increased this week. ruling at $8.10 at country points. Prices have come down considerably from the the high point but further concessions are conceded as possible.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 21½	0 22½
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 14	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 40
Live hogs, at country points	....	8 10
Dressed hogs	12 00	12 50

BUTTER. — Again there is a slightly firmer feeling and inside quotations on butter have been advanced. "It is the high figures that Montreal is paying that is causing us to pay higher prices," said a local dealer this week. "Fresh made goods is pretty near keeping us going but creameries point to the prices that are being paid in Montreal and demand the same." The West is a big factor in the situation and the demand from that direction is apparently having a good deal to do with the firmness.

	Per lb.	
Fresh creamery print	0 29	0 30
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Higher prices are being demanded for eggs this week for the reason that has been pointed out before. Receipts are dropping off to a marked degree and with a few houses some storage stock has had to be used. With prices having attained such a high price so early in the season, it would seem that we are in for a winter of high prices, unless something turns up to alter the situation.

As high as 32 cents is being asked for some select stock.

New laid eggs, per doz.	0 29	0 30
Fresh eggs, per doz.	0 26	0 27

CHEESE.—There is little change in general situation. Prices at country boards show little variation from the previous week.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—This is a week of considerable importance in poultry, in anticipation of the Thanksgiving trade. Dealers expect to be pretty well able to supply demand. The season proves to be too early for turkeys, both in respect to quality and quantity. The dressed article will probably rule about 23 to 28 cents per pound. Geese are in good supply and the quality is also quite good so that they will likely be in good demand. They will sell at about 13 cents per pound. There is a slightly firmer feeling all round in poultry this week.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 13
Spring ducks	0 12	0 13
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 18
Geese	....	0 09

WHOLESALE PRICES (to city retailers).

Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 18	0 22
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 23	0 28
Geese, dressed	....	0 13

HONEY.—A fair trade is being done in honey. There is no change in prices or general situation.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12½
Buckwheat, 60-lb. tins, lb.	0 07	0 08

MONTREAL.

PROVISIONS.—A few advances in bacon and in lard are noted this week. The general tone of the market, indeed, is upward, and it seems likely that the high prices will obtain for some time. In some lines still higher figures are likely to be reached.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		0 19
Windsor bacon, skinned, backs, per lb.		0 20
Spiced roll bacon, boneless, short, per lb.		0 16
Boiled ham, small, skinned, boneless	0 26	0 27
Hogs, live, per cwt.	....	8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 10¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 14¾
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb		0 10
Tubs, 50 lbs. net, per lb.		0 14¼
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 13½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 10½
Tierces, 375 lbs., per lb.		0 10¼
One pound bricks		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		27 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		23 00
Clear fat backs		25 50
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—From the West has come a large demand, and as the local call has kept up—indeed increased largely—and as supplies have not increased any thing like in proportion, the prices have naturally risen. Indications are that further advances will be struck within another week. Handlers are experiencing a good deal of difficulty in securing supplies to meet the growing demand.

Creamery blocks	....	0 31½
Dairy tubs, lb.	0 26	0 28

EGGS. — Supplies continue inadequate, indeed as each week passes the difference between the demand and the supply is more striking. The eggs do not seem to be forthcomong. A considerable advance was struck this week in new laid eggs. Handlers are loth to predict, but it seems certain that high prices are to be expected. A further advance is quite possible, in view of the fact that no relief is in sight for the inadequate supply.

New laid eggs, per doz.	....	0 40
Selects	....	0 32
No. 1's	....	0 28

POULTRY.—Fowl is fairly plentiful, and it is well that such is the case, for the demand is heavy. To date there has been a somewhat remarkable lack of orders for geese. Few of these are on hand, not so much that they are scarce, as that there is no call. For turkeys, too, the demand has not reached great proportions, though the approach of Thanksgiving has caused a considerable awakening. Chickens and ducks are moving well. Prices are rather lower than they were a week ago.

Turkeys, No. 1, per lb.	....	0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.	....	0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 18
Geese, per lb.	....	0 15

WINNIPEG.

PRODUCE AND PROVISIONS. — Lard is firm and further advances are expected. There is nothing new to report in other lines. Eggs and butter are both reported as scarce and likely to go high throughout the winter.

Lard, tierces	....	0 15½
3 lb. tins, cases	....	9 65
5 lb. tins, cases	....	9 55
10 lb. tins, cases	....	9 50
20 lb. pails, cases	....	3 15
50 lb. tubs	....	7 70
1 lb. bricks	....	0 16½
Cured Meats—		
Hams	0 16	0 18¾
Long clear	....	0 15
Short clear	....	0 15
Shoulders	....	0 15¼
Bacon	0 21	0 22
Cheese—		
Ontario large	....	0 16
Ontario twins	....	0 16¼
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 30	0 31
Dairy	0 20	0 24
Eggs, fresh laid, Manitoba	0 28	0 30

Good Location Helps Provision Trade

Well To Be Where People Pass — Trenton, Ont., Store Has Street on Three Sides—Right in the Flow of Traffic Where Large Number of People Pass — This Has Helped Provision Trade—Fresh Sausages are Handled.

Location has sometimes a good deal to do with determining the amount of business which a store will do or the trade it will find possible to work up in certain departments. Every merchant realizes the value of being so located that the largest number of people will pass the store. Just what the reason is, we will not attempt to explain but people seem to be inclined to deal at the store which is the least out of the way. Thus, the desire of merchants to be in a location which customers consider as handy to deal at.

Streets on Three Sides.

It is not very often that a merchant has a store with a street on each side of it. Sometimes his store borders on two streets as when he is located on a corner but very infrequent is it that a street passes along each side of the building as well as the front. Such, however, is the singular position of the store of T. McConville, a grocer of Trenton, Ont. His store forms a wedge where two streets converge at an angle of about 35 degrees. Thus he really has a public thoroughfare on three sides of his store.

In the Traffic Zone.

The number of people who pass the store is large, not only because of his location on three streets but also his location in respect to the districts to and from which there is always a heavy traffic. The people from the main residential portion of the town must pass his store on their way to the post-office, while those people in the other section of the town must pass it in going to the market.

A separate department for provisions is maintained in the store and as it is a handy place for customers to call, considerable business is, as a result, done. A counter with two small marble slabs is devoted to the line. On one end of this counter is a case in which cheese is shown, while another display case situated on the counter contains butter. To the rear is a large refrigerator with glass front in which meats are kept.

Fresh Sausages Handled.

One line which is handled in the provision department is fresh sausages. The store does not find it possible to carry them regularly but they are brought in each Saturday and during some parts of the year it is found possible to handle them more frequently. They are, however, brought in each Saturday and customers knowing this do not order other fresh meat for that day.

Now that the weather is becoming cooler, a good many grocers are taking up the sale of fresh sausages and some of them have already worked up a considerable trade this fall. A good many dealers have also adopted the idea of getting them in on certain days each week, customers being made acquainted with those days that shipments come in. As a result many look forward to them. Some grocers have got regular orders from certain customers for a certain amount each time a shipment comes in. A dealer is enabled to work ahead so that by the time the shipment comes in, he may probably have a goodly portion sold, so that they are all disposed of before it is possible for the quality to become impaired.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1. 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10. 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins.. per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2. lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. ..	0 28
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case

East of Fort William, Ont.

Eagle Brand, each 4 doz..	$6 00
Gold Seal Brand, each 4 dz	5 25
Challenge Brand, each 4 dz	4 50
Peerless Brand, "Hotel," each, 2 doz.	4 25
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3.90
Peerless Brand, "Small," each 4 doz.	2 60
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 90
St. Charles Evaporated Milk (hotel size)	4 25
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
Reindeer Brand (4 doz. in case)	5 75
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case	4 50
Reindeer Jersey Brand, Family (4 doz. in case)	3 90
Reindeer Jersey Brand, tall (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)	4 25
Reindeer Jersey Brand, Gallon (½ doz. in case)..	4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

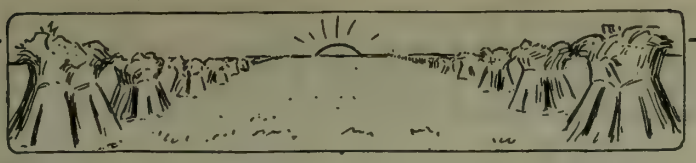
Per Case.

Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEE.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50



WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers
HEAD OFFICE, WINNIPEG, MAN.
WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE : : : : TORONTO, ONT.

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)

Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb....	0 35
Mo-Ja, ½-lb. tins, lb. ..	0 32
Mo-Ja, 1-lb. tins, lb.....	0 30
Mo-Ja, 2-lb. tins, lb.....	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	7 00
32 oz. (all flavors) doz. ...	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.....	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts. ..	5 00
Sparkling Cider, 24 pts. ..	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25: 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces, lb.	0 10
Tubs, 60 lbs.	0 10¼
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10
Cases, 3 lbs., 20 to cs...	0 11
Cases, 5 lbs., 12 to cs...	0 10⅞
Cases, 10 lbs., 6 to cs....	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)...	5.50	5.35
7 lb. tin (½ dz case)..	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)...	4.80	4.65
7 lb. tin (½ dz case)..	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.....	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz...	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz..	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz.....	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz..	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross $10	20
Floriola soap, per gross...	12 00
Straw hat polish, per gr...	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$	5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz. .....$	2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Ludella

The sale for Ludella tea is steadily growing, for the twenty-five cent retailer there is a quick demand. This popular priced tea is wanted again wherever it has been used, and those dealers who want a good repeater in the tea line and at a price that is within the means of all, try Ludella Blue Label. It retails at twenty-five cents.

Salt

The Diamond Crystal make which we handle is the product of the most modern factory on the continent, or we might properly say in the world. In fact it would be almost impossible to produce any that would be purer. It is made for both table and dairy purposes, and the attractive manner in which it is packed is a big help in the selling.

Try Us

with your mail and telephone order business. We can do well for you in any way you want to look at it. Put us to the test.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. .....$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 55
5-lb. tins, 1 doz. in case...	2 90
10-lb. tins, ½ doz. in case.	2 80
20-lb. tins, ¼ doz. in case.	2 75
Barrels, 700 lbs.	3½
Half barrels, 350	3¾
Quarter barrels, 175	4
Pails, 38½	1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 90
5-lb. tins, 1 doz. in case...	3 25
10-lb. tins, ½ doz. in case.	3 15
20-lb. tins, ¼ doz in case.	3 10

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).

2's—2 doz. to case, per doz.	0 93
3's—2 doz. to case	1 45

Winnipeg.	Per doz.
2's—Tins, 2 doz. cases.....	1 20
3's—Tins, 2 doz. cases.....	1 75
5's—Tins, 1 doz. cases.....	3 20
10's—Tins, ½ doz. cases..	5 30
20's—Tins, ¼ doz. cases...	10 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz....	1 35
3's, 2 doz. case, per doz....	1 95
5's, 1 doz. case, per doz....	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz....	1 60
3's, 2 doz. case, per doz....	2 35
5's, 1 doz. case, per doz....	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case.	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome [illegible] carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Only about one Ham in twenty can qualify with Gunns' Quality Maple Leaf Brand, and that one must be lean, smooth skinned, and average 10-14 lbs. With our special trim and cure, the result is a perfect ham, sweet tender and juicy. Specify Maple Leaf Brand when ordering.

Gunns Limited Packers and Refiners **West Toronto**

Mince Meat

In preparing "Star Brand" Old English Mince Meat we select only new crop finest fruits, pure spices and choice meats. We make it under the supervision of the inspectors of the Dominion Government, and with the utmost care and cleanliness. We know nothing better can be made, and that you and your customers will like it. Put up in 70 lb., 28 lb., 12 lb. and 5 lb. pails.

F. W. FEARMAN CO.
Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays, 175
Shipping Office, - 79
Evaporator, - - 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

The Probs:

THE probabilities are that again this year the Ripest and Best, New Messina Lemons will be

"St. Nicholas"
"Home Guard"

Order them from your wholesaler.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

HEALTH COCOA

Manufactured from a blend of the finest Cocoa Beans procurable — Pure, soluble cocoa with all the superfluous oil extracted, making it extremely palatable and easy to digest. Thorne's cocoa is stronger than most makes and more economical—¼-lb. tin will make 32 cups.

The price of Thorne's Health Cocoa is competitive and it allows of a good profit being made by *you*.

We also manufacture cheaper qualities, guaranteed pure, to suit your trade.

Send for sample and prices to

HENRY THORNE & CO., Ltd.

The Cocoa Works

LEEDS, ENGLAND

This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

ALMERIA GRAPES

The first of the season—Bright, crisp fruit —heavy weights. Just what you want for Thanksgiving Day trade.

CRANBERRIES
GRAPE-FRUIT
CHESTNUTS

ORANGES LEMONS BANANAS
OYSTERS HADDIE FILLETS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Elgin Brand

Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

THE LARGEST BOTTLE FOR THE MONEY

doesn't count for much when applied to flavoring extracts. A little extract of full strength flavors a large quantity and reaches equally through the whole dessert.

Sterling Brand Extracts

are of full strength flavor, and give the customer a liberal quantity for the money. The purity and uniformity of Sterling Brand extracts can always be relied upon and your customers will be sure to find you out if you feature this high-grade line.

The T. A. Lytle Co. Ltd.

Sterling Road :-: Toronto, Can.

Liberal Profit to the Dealer

Big Value to the Customer

A good profit is made on every sale of SOCLEAN — it has proven a repeating seller. If you make an initial sale of SOCLEAN to a customer through display, salesmanship, or through the influence of our advertising, you may be assured that you will sell more. The first sale is a profit to you, subsequent sales add to it—then you will notice that SOCLEAN is included in the regular orders of other customers, who appreciate its dust-laying, labor-saving and sanitary qualities.

The customer also appreciates the increased quantity in the 25c package and the reduction in price of the 50c and $1.00 packages to 40c and 75c, respectively. We improved the quantity because we could not improve the quality.

This is fall house-cleaning time, push SOCLEAN.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG.
Agents for Montreal: HEDLEY M. SUCKLING & CO.
Agents for Ottawa: W. R. BARNARD & CO.

The Best Seller for the Dealer, The Best Cleanser for the Housewife

The absolute purity of "Wonderful Soap" accounts for this element.

It thoroughly and quickly cleanses all kinds of soiled clothing—in fact it works like magic—no bleaching required.

Attractively labeled and well packed, it presents a good appearance in your stock and produces good round profits for you.

Have you ever featured our Crystal Soap Chips?

The Guelph Soap Co.

Guelph, Ontario

There is Call

for the use of **SNAP Hand Cleaner** every hour of every day in the office, factory and home.

SNAP HAND CLEANER

removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited

Montreal, Quebec

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

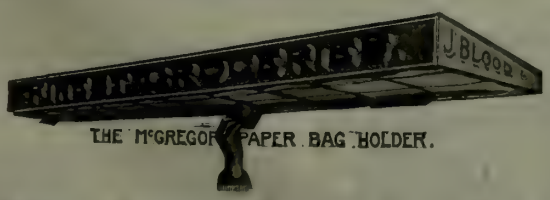
Chisholm Milling Co., Ltd.
Toronto

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

Guard Your Cheese Profit

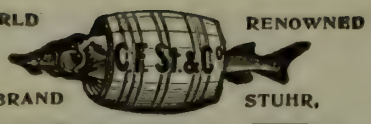
Somewhere there are people still writing with a goose quill; somewhere there are grocers still cutting cheese by guesswork—neither are methods of an up-to-date merchant.
You may be an excellent judge of weight, but you are fallible, and your mistakes cost money.

THE PERFECTION CHEESE CUTTER

Made in Canada

Day in and day out is guarding your interests and saving you the profit of over-cutting an order of cheese. It is simple to operate, and will measure any amount you desire to have cut accurately.
It is handsome in appearance and invites cheese sales that you would otherwise miss.

The AMERICAN COMPUTING CO., OF CANADA, Ltd.
HAMILTON, ONTARIO



Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

BROOMS OF QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

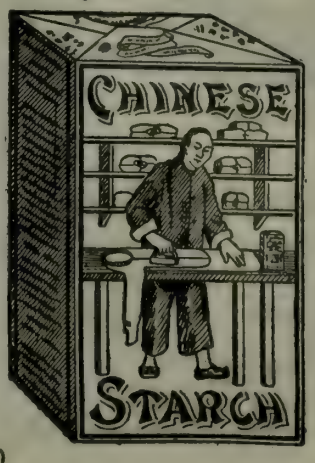
Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

CHINESE STARCH

Has a Well Established Place

Some homes, however, have not as yet had it introduced to them, and it is to the dealer's advantage to enlighten the housewife. Chinese Starch is the best, the "quality" is unsurpassable, and the quantity is the fullest—full 16 oz. to the package. This is the line of starch you should feature.



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Bolvin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

The Lady Grey Broom

is

The Best Broom

made in Canada

WEIGHT—30 lbs. to the dozen.

SEWING—6 orange-colored strings.

HANDLES—Selected, dry, sound, maple, polished and finished cardinal, color will not come off on the hands.

CORN—Best quality hand sorted, bleached and toughened, natural color corn, no dye.

WORKMANSHIP — The highest quality of work that the best broom-maker can do goes into this broom, stapled inside and out, to prevent loosening.

PRICE—$6.00 per dozen. Delivered anywhere in Canada in lots of six dozen.

ASK ANY WHOLESALER,
he can get them.

The Parker Broom Company

692 Wellington Street

OTTAWA - - ONTARIO

LIVE CURED FISH

ALL Canadian sardines are caught in the famous Passamaquoddy Bay.

FREQUENTLY all packers obtain fish from the same weir at the same time.

SUPERIOR Quality is therefore dependent upon Superior Methods.

GOLDEN RULE SARDINES ARE ALL LIVE CURED

That is—The holds of all our boats are equipped with sanitary brining tanks, so that the fish come,

RIGHT OUT OF THE OCEAN INTO THE BRINE—ALL ALIVE.

Thus we bring our factory to the fish in place of the fish to our factory.

You do not need to be a fisherman to appreciate this advantage.

IT MAKES THE FISH LOOK BETTER—TASTE BETTER—SELL BETTER.

McDonald Packing Company

FAIRHAVEN, N.B.

The spotless plant—and the largest in Canada exclusively devoted to Sardines.

AGENTS:

Vancouver—Oppenheimer Bros.
Calgary—H. Donkin & Co.
Edmonton—D. J. McLeod.
Winnipeg—G. B. Thompson.
London—Geo. H. Gillespie.
Hamilton—J. W. Bickle & Greening.
Toronto—Wallace Anderson.
Kingston—James Craig.
Ottawa—D. Stewart Robertson & Sons.
Montreal—J. W. Windsor.
Quebec—Albert Dunn.
Halifax—C. E. Creighton & Son.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

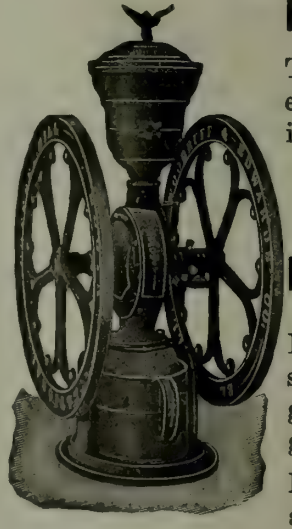
Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..	$3.50
Princess Condensed Milk, 4 doz. in case...	$4.20
Banner Condensed Milk, 4 doz. in case....	$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.



BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

You Need Not be Told

that quality goods build and hold trade, and if you do not already know that

D.W.C. OLIVES

are "quality" in every essential, you will soon find out, for a good thing can't be kept down. They are made to sell at a price that will surprise you. Only the finest smooth skinned olives obtained from the best localities are used, while the packing of the olives is marked by exceptional care, skill and cleanliness.

They yield a good margin of profit.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

By Special royal permission

The Food That Serves the Appetite

Sardines preserved in the whole state in pure olive oil are precluded from contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure; sweet and well packed in pure olive oil.

They produce satisfaction and incidentally profit.

GET A STOCK TO-DAY.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

HAMILTON :: :: :: ONTARIO

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

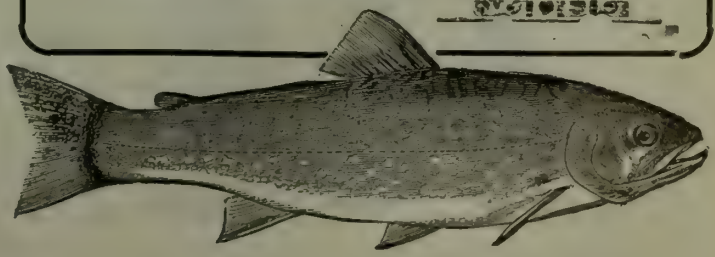
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnson & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. **"Litster's" means purity and satisfaction for your customers and satisfactory profits to you.**

Half-Minute Puddings,
Jellies,
Custards, Salad Dressings

(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

ANTI-DUST SWEEPING POWDER

ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

ONTARIO AGENTS:
MacLaren Imperial Cheese Co., Limited, Toronto
Quebec City: W. Rousseau, St. Joseph St.

THE EVOLUTION OF THE

Preparation of Milk for Sale and Distribution from the Uncared-for Raw Milk to

The Perfected Laurentia Milk

FIRST:—MILK WAS SOLD RAW, by the measure, in open receptacles, and liable to pollution, dilution, skimming, adulteration and drugging, with great danger from poisons and disease.

SECOND:—NEXT IT WAS PASTEURIZED and bottled to reduce the danger and assure a better, safer milk.

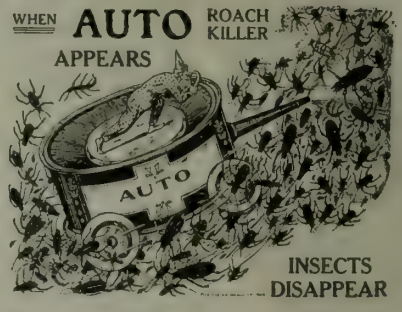
THIRD:—FINALLY IT WAS PERFECTED IN THE FORM OF LAURENTIA MILK.

HOMOGENIZED, BOTTLED, SEALED AIRTIGHT AND STERILIZED.

Removing absolutely all danger of pollution, dilution, skimming, adulteration, drugging, poisons and disease. Guaranteeing positively a pure, rich, standard, non-perishable milk, and in addition, the most digestible milk known.

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

Agents Wanted



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Montreal

AGENTS WANTED

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25c Can	2.00	24.00	Display.
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1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

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The Rock City Tobacco Co.
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Tuckett's Orinoco Tobacco

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THAN

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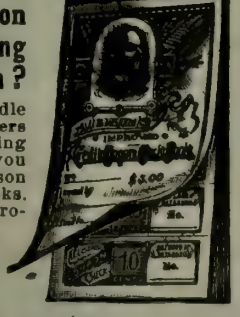
You CAN'T handle credit customers WITHOUT losing money unless you DO use Allison Coupon Books. Thousands of grocers all over America find it mighty profitable to use them.



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We are still open for a few good Agencies

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Split Lentils
White Beans
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Evaporated Apples
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Established 1903

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By the carload
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Toronto

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Grocery Brokers and Agents.
Established 1885.

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We have records in our vaults covering ten years' satisfactory service.

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NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
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If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

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With (Name of firm) .....
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City or town..... Prov.....

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Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
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Extra fine, very fine, fine.

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Extra Choice. First Choice. Choice.

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Montreal

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Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

When writing advertisers, kindly mention having seen the ad. in this paper.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality

will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st - - -	$5.00	1st - - -	$5.00
2nd - - -	3.00	2nd - - -	3.00
3rd - - -	2.00	3rd - - -	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia

You always lose when you "Money-back" a customer

FIRST—you lose your profit; second—you lose your time; third, you may lose your customer.

Further, your recommendation is weakened in effect, and then there is the annoyance of claiming on the miller.

And when finally you get your money back—why, you are *still* out of pocket.

Anybody with a new product can "guarantee" to money-back.

But guaranteed flour is *not* enough, Brother Grocer.

Isn't it enough to *sell* flour without having to *buy it back?*

Don't sell on suspicion when you can sell on certainty.

It is immaterial what brand you are selling now, FIVE ROSES flour will bring you easier, larger sales.

It will bring you a greater volume of *net* profit.

Because it is more than merely "guaranteed"—it has established a *belief*.

A guarantee is based on promise, but a belief is based on *performance*. Since 1888, housewives have tried FIVE ROSES, tested it every way. And now they KNOW.

Sell a flour that needs no "guarantee," Brother Grocer. Packed in sizes to suit YOUR trade, ask your jobber for FIVE ROSES or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Toronto
Ottawa
London
Sudbury

Capacity—10500 bbls. daily.

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached

Not Blended

THIS IS THE 1,299th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, NOVEMBER 1, 1912 No. 44

CLARK'S

MINCEMEAT

READY FOR USE

Made from the very finest Fruits and Spices

GUARANTEED
ABSOLUTELY PURE

* * * *

PACKED:—

In Glass, one size only.

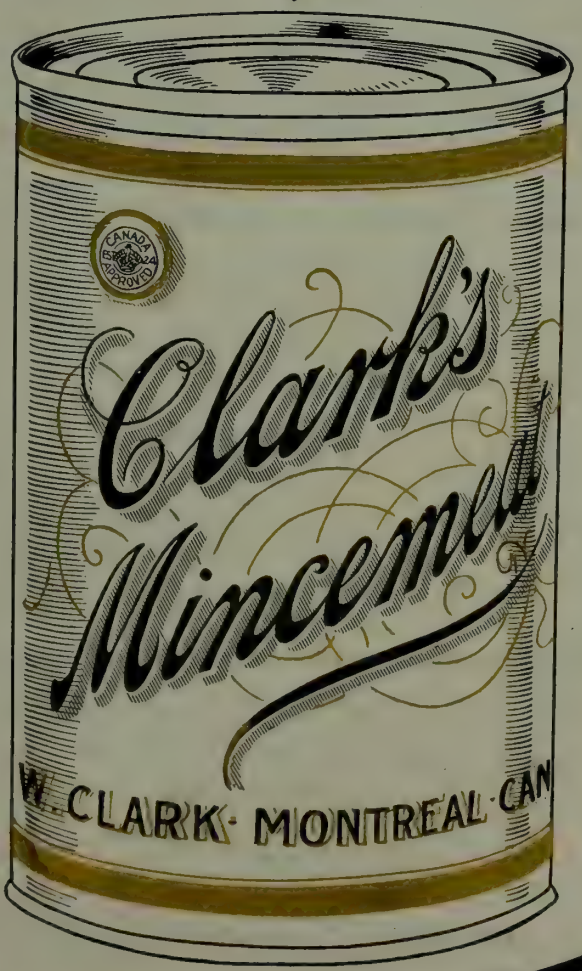
In hermetically sealed tins. Sizes, No. 1, 2, 3, 4, 5.

In pails, tubs and barrels, 5, 10, 25, 45, 85, 300 lbs.

* * * *

QUALITY—THE BEST

PRICES—RIGHT



YOUR CUSTOMERS WANT IT. IT PAYS YOU TO SELL IT.

THE PERFECT CHEESE

MACLAREN'S

IMPERIAL CHEESE

APPRECIATED THE WORLD OVER

NOTHING BETTER

NOTHING BETTER

THE TASTY CHEESE

MACLAREN'S

PIMENTO CHEESE

OUR LATEST

JUST TRY A DOZEN AT OUR RISK

PACKED 1 DOZEN TO CARTON 6 AND 10 DOZEN TO CASE

THE MILD CHEESE

MACLAREN'S

CANADA CREAM CHEESE

THE FINEST PACKAGE CHEESE

PUT UP IN THREE SIZES

NOTHING BETTER

"NOTHING BETTER"

MANUFACTURED AND GUARANTEED BY

THE LARGEST PACKERS OF JAR AND PACKAGE CHEESE IN THE WORLD

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

OFFICES—NEW YORK, CHICAGO, DETROIT, MONTREAL AND TORONTO

FACTORIES—WOODSTOCK, ONT. WELLESLEY, ONT. BANCROFT, MICH.

"Thistle" Brand Canned Fish

The buyers of quality have a particular desire for Thistle Brand fish — they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tested Thistle Brand would be useless. The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught — at the water side. Sell "Thistle" Brand and you sell the best.

Fish of Quality

Good Paying Lines

Olsen & Kleppe Sardines

The trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

PACKED IN NORWAY

ARTHUR P. TIPPET & CO.

Montreal *Agents* *Toronto*

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

SUN GOLD VINEGAR

Get our prices before ordering your year's supply of vinegar. Our exceptional facilities in supply and manufacture enable us to produce a vinegar of unrivalled quality to sell at prices independent of any trust or other financial combine.

SUN GOLD VINEGAR is a pure cider vinegar, made from nothing but the juice of apples. It is a vinegar profitable to handle, for the reason that housewives appreciate its fine quality and low price.

We deal direct with the retail trade, who handle our entire output. It will pay you to obtain our quotations. We ship in barrels, kegs and bottles. Write us—TO-DAY.

The National Land Fruit & Packing Company, Limited

Offices: 37 Yonge St. TORONTO Sales Dept.: 1-3 Scott St.

Factory and Cider Mill, Mimico, Ontario

Established 1857

BORDEN'S

REINDEER BRAND COFFEE

EAGLE BRAND CONDENSED MILK

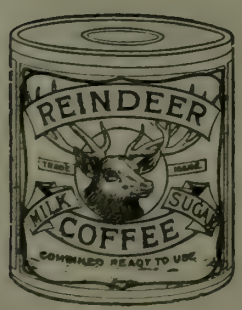
Borden's Milk Products have held their position as "Leaders of Quality" for over 54 years. By reason of the Borden System of Sanitary Regulations, which have been rigidly observed from the very first, together with the use of only the richest full cream milk preserved by the most modern methods, the Borden lines became the "leaders," the position they hold today.

Borden's Milk Products get highest awards wherever exhibited.

Brands: "Preserved," Eagle, Reindeer, Gold Seal, Purity and Challenge.

"Evaporated," (unsweetened) St. Charles, Peerless and Jersey, also Reindeer Brand Cocoa and Reindeer Brand Coffee.

Dealers who are not now featuring Borden's are not handling the highest quality goods.



Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office:
No. 2 Arcade Building, Vancouver

AYLMER CONDENSED MILK CO.
LIMITED

Factory, Aylmer, Ontario

HEAD OFFICES HAMILTON, ONTARIO

FOR THE CHRISTMAS BAKING

Every home-cook wants her Christmas puddings, pies, cakes, sauces, etc., to be extra good. It is a good time to introduce

Shirriff's

TRUE VANILLA

to her. She will be glad to know about this **real** extract of Mexican Vanilla Beans. Glad to know that it will make her Christmas dainties even more delicious than they were last year. The real Vanilla flavor will be a revelation to many women, since most women are used to the inferior and somewhat harsh taste of chemical imitations of the genuine Vanilla flavor.

Other delicious Shirriff Flavoring to introduce to her are — Lemon, Almond, Rose Pineapple, Strawberry, Ratafia, and ninety others.

There's a good margin of profit in Shirriff's Flavorings. And it adds to a dealer's reputation to sell and recommend them.

Imperial Extract Co.
Toronto

106

Watch for our Ad next week, re

"Simcoe" Baked Beans

Cut it out and post it in a prominent place in your store, it will bring you business.

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

If your customers knew

that a pound of 40c. quality of Red Rose Tea would make over two hundred cups of tea, as strong as most people like tea, and of a flavor more pleasing than cheaper teas—**(much more pleasing, we think)** would they continue to use cheaper, poorer teas? We think they wouldn't—and we are fully of the opinion that the only reason people continue to use 30c. tea is because they have not tried 40c. Red Rose, and do not know of its fine quality and that it is so economical to use.

We are sure you would like to sell 40c. tea. We believe you can if you will tell your customers the simple facts.

T. H. ESTABROOKS CO., LIMITED,
7 Front St. E., TORONTO, ONT.

NOW

Purchase

PEACOCK PICKLES

Before the Frost

MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

"CLUB HOUSE" BRAND SPANISH OLIVES EXCEL!

1. We use only the finest smooth-skinned olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.

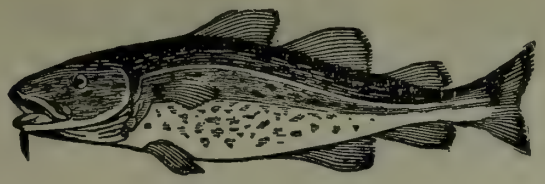
"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co.
Limited
London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG

Fish  Fish

We can supply every kind of Fresh or Cured Atlantic Sea Fish.

Boneless Fish

Canada Brand
Atlantic Special
Mariner Brand
Cod Bits
and
Eastern Skinless

Smoked Fish

Ocean Brand
Haddies
Kippers
Bloaters
and
Boutilier's Smoked Fillets

Handled by all Wholesale Houses.

Write us for information.

North Atlantic Fisheries, Limited

Head Office: Halifax, N.S. **Selling Branch: 47 William St., Montreal**

PINK'S MARMALADE
WITH THE ORANGE FLAVOUR

IS THE GREAT POPULAR FAVORITE IN ENGLAND. IT IS ON THOUSANDS OF BREAKFAST TABLES EVERY MORNING. DOCTORS RECOMMEND IT BECAUSE OF ITS DIETETIC AND TONIC PROPERTIES. YOU WILL FIND CUSTOMERS APPRECIATE THE DELIGHTFUL ORANGE FLAVOUR OF **PINK'S MARMALADE.**

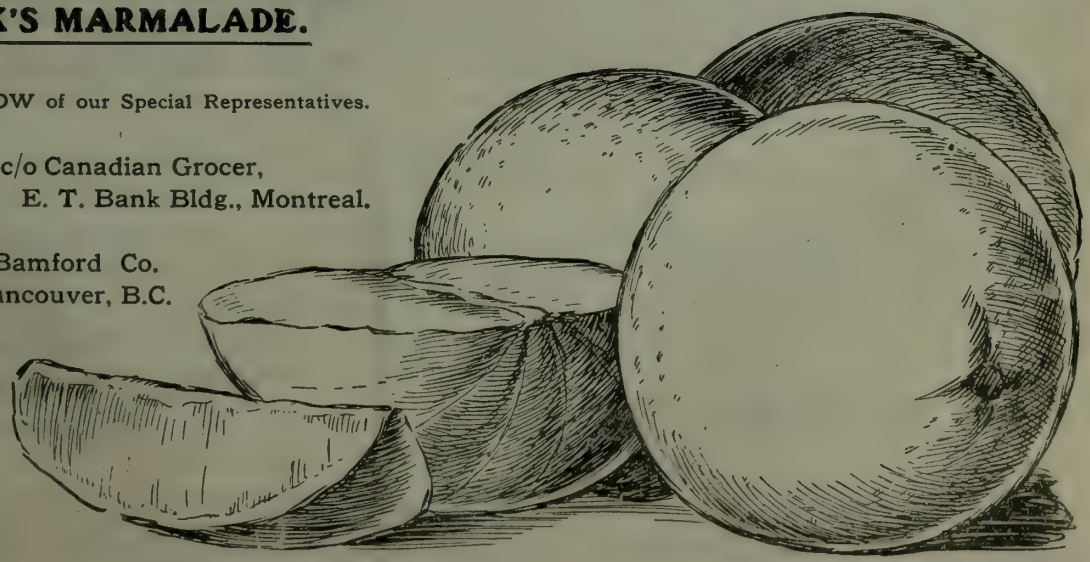
Enquire NOW of our Special Representatives.

Mr. Bernard Pink, c/o Canadian Grocer,
E. T. Bank Bldg., Montreal.

Messrs. Emerson Bamford Co.
Vancouver, B.C.

OR DIRECT TO

E. & T. PINK
LTD.
LONDON, ENG.



You Should Never Be Without Quick-Naptha

THE BEST 5c line with an extra good margin of profit

MR. GROCER!

Investigate the merits of the new

"WALKER"
Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.,
LIMITED

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

"DOMINION"

A MATCH that has made the business more attractive to the dealer as well as consumer. Do you realize how?

Ask any of our representatives.

DOMINION MATCH CO.
LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

Century Salt

GUARANTEED PURE

Absolutely free from all impurities

Salt is one of the necessities of life and on its purity and strength, depends in a measure, the health of your customers.
Sell the best and keep the grade of your salt up to that of your general stock. It will pay.
Century Salt is attractively put up and makes a nice shelf stock.

Write off to-night for our Price List

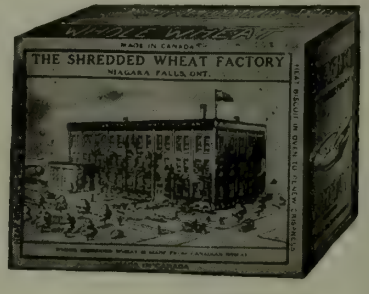
DOMINION SALT CO., LIMITED
Manufacturers and Shippers **SARNIA, ONT.**

The One Universal Cereal Food

The one universal staple, "breakfast food" that has survived the ups and downs of public fancy and is eaten in every city and hamlet in Canada and in the United States, is

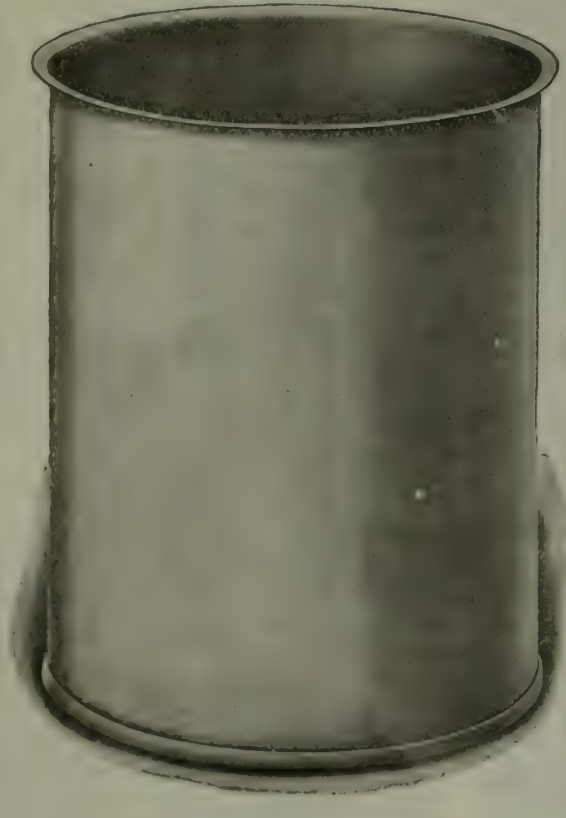
SHREDDED WHEAT BISCUIT

The plans for increasing the consumer demand in 1912 are more extensive and far reaching than ever. Are you ready to help us supply this increased demand?



Shredded Wheat is packed in neat, substantial wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c each, thereby adding to his profits.

The Canadian Shredded Wheat Company, Ltd.
NIAGARA FALLS **ONTARIO**
J89



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

TWENTY-SEVEN
GOLD MEDALS

BY APPOINTMENT

AND FIRST CLASS
DIPLOMAS

CHIVERS & SONS, LTD.

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

PURE **RELIABLE**

Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. *Order from your jobber.*

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.

Glasgow

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., **Canada**

HELP HER WITH THE BAKING.

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly and, above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor salt means poor baking—everything goes "Flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., Limited

Windsor, Ontario

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

Manufacturers, Agents and Warehousemen

For twenty-seven years we have been represented in Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

are stocked at all times with our wares:

Matches, Woodenware, Fibreware, Washboards, Wrapping Paper, Paper Bags, Printing Paper, Paper Cutters, etc.

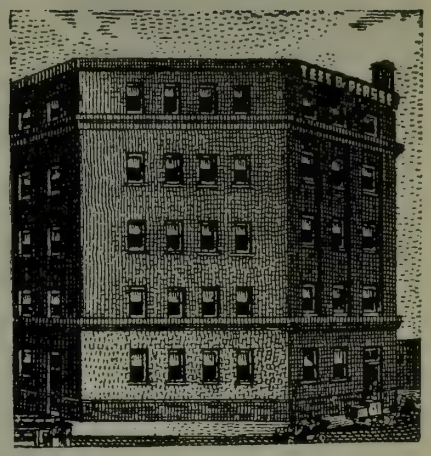
Their operations extend

"From the Great Lakes to the Rockies,"

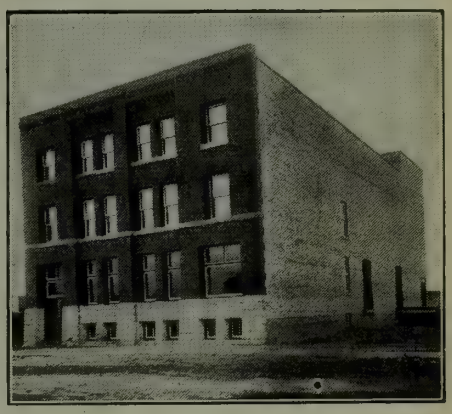
The E. B. Eddy Co., Limited
Hull, Canada

TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

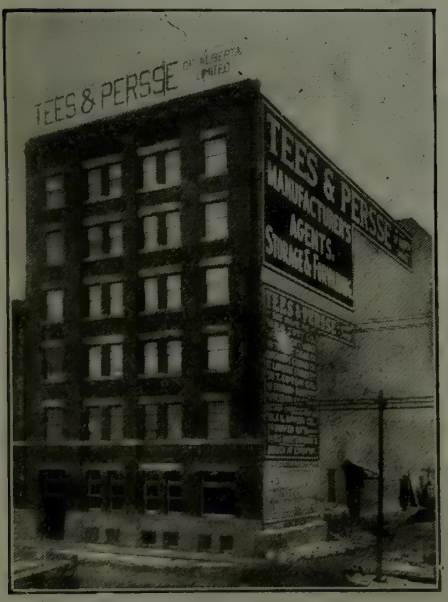


REGINA WAREHOUSE



MOOSE JAW WAREHOUSE

SASKATOON WAREHOUSE



CALGARY WAREHOUSE

EDMONTON WAREHOUSE

MEADOW CREAM SODAS

YES, that is what every dealer will say when he has once started stocking and selling Meadow Cream Sodas.

He is sure of the quality, the flavor and goodness in every one of these flakey white and crisp biscuits. They are a delight to handle and a delight to eat. They average about 50 biscuits to the pound.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

WHITE SWAN YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

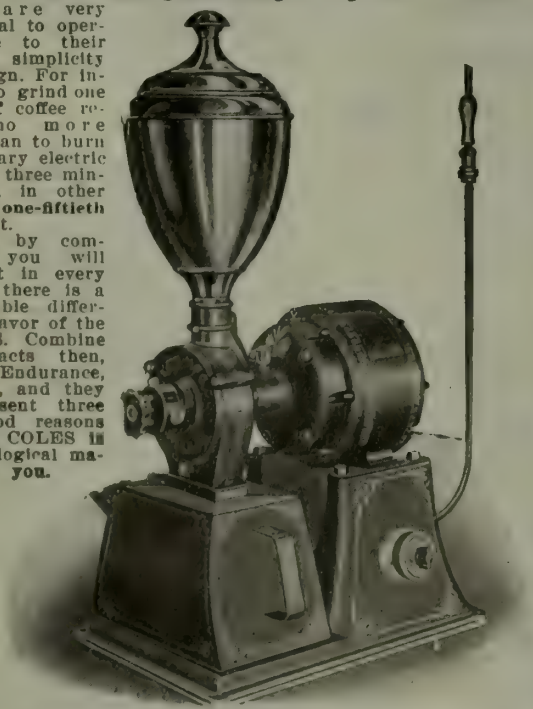
White Swan Spices & Cereals
Limited
SOLE DISTRIBUTORS -:- TORONTO

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, **one-fiftieth** of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine **for you.**



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

SELLING ARGUMENTS

There are selling arguments that are good and there are selling arguments that are better.

In reply to enquiries from the consumer, we have found that it is much more effective to quote oysters in pints, rather than quarts. In years gone by oysters were handled very differently from what they are now. The consumer feels that the price has been advanced, but the value they receive for their money at this time is greater than that which they received ten years ago; that is, they are receiving more solids or actual food properties. The family that required a quart of oysters under the methods that prevailed a few years ago, will only require a pint under the present methods, and will really obtain more satisfaction. There, of course, continues to be more or less watering of oysters, but this method is wrong, and will, as a natural result, be its own undoing. How often the consumer purchases oysters, depends entirely upon the satisfaction obtained in eating them, with the result that it is up to every dealer to put the oysters out in the best possible condition, and obtain a price that will afford his doing so. Obtain the best oysters possible, put them out in the best possible condition, and the trouble of getting a price for your stock will be pretty well taken care of.

We can supply you with the necessary quality; the rest of it is up to you. COAST SEALED oysters stand for more with Canadian trade to-day than all other brands combined.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

CONNECTICUT OYSTER CO.

50 JARVIS STREET TORONTO

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices. Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

The talk of satisfied customers is bound to make business grow if you specify

CANE'S WASHBOARD'S

They stand in a class by themselves for neat construction, quality and durability. Why is this? Because we take pride in manufacturing from the finest grade material which gives your customers the best value for their money and assures perfect satisfaction.

We manufacture washboards in thirteen different styles and grades to suit every demand. *Write for catalogue on "CANE'S WASHDAY WOODENWARE."*

The Wm. Cane & Sons Co. Ltd., Newmarket, Ont.

25-LB. BAGS

St. Lawrence Granulated

In 25-lb. bags, 4 bags in a sack, is a very useful package, handy for Merchants and a convenient size for Consumers, and cannot be controlled by fluctuations of price.

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

BAINES' PATENTED SHELF BRACKETS

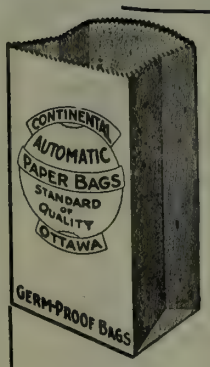
This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.

SOLE MANUFACTURERS. PIQUA, OHIO



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, - - ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. **Manitoba, Alberta and Saskatchewan:** Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

JOBBERS

should ask our agents to show them our samples of JAPAN TEAS and Fannings. We have a good assortment on spot and arriving.

FURUYA & NISHIMURA

Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

NO ALUM! **NEVER WAS!**

BUY

STAR BRAND

Cotton Clothes Lines

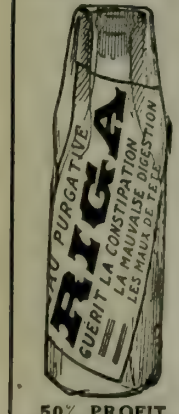
AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



50% PROFIT GUARANTEED

RIGA WATER

This highly pleasant purgative water should be in every home, and it is up to you to get it there. You'll make 50% or more on every sale.

Strongly Recommended By The Medical Board

1—Positively relieves indigestion.
2—Does not cause colic or irritation.
3—Effective in cases of liver and bladder troubles.
4—Unexcelled for relieving constipation.

Live Agents will find this a Money-Maker.

WRITE FOR SPECIAL PROPOSITION.

La Societe des Eaux Riga
MONTREAL

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese
29 and 31 William St. - MONTREAL

JAMS THAT PLEASE

"E. D. S." Jams please the Grocer, who, by featuring them, builds up a trade among regular customers and assures himself a big jam business and a good margin of profit.

"E. D. S. Jams please the customer who enjoys their delicious flavor and knows that he is eating the finest selected fruit free from preservatives or coloring matter.

Quality is the highest. **Purity** is the feature in all E. D. S. products — Jams, Jellies, Marmalades, Catsups, Grape Juice, Pork and Beans, etc.

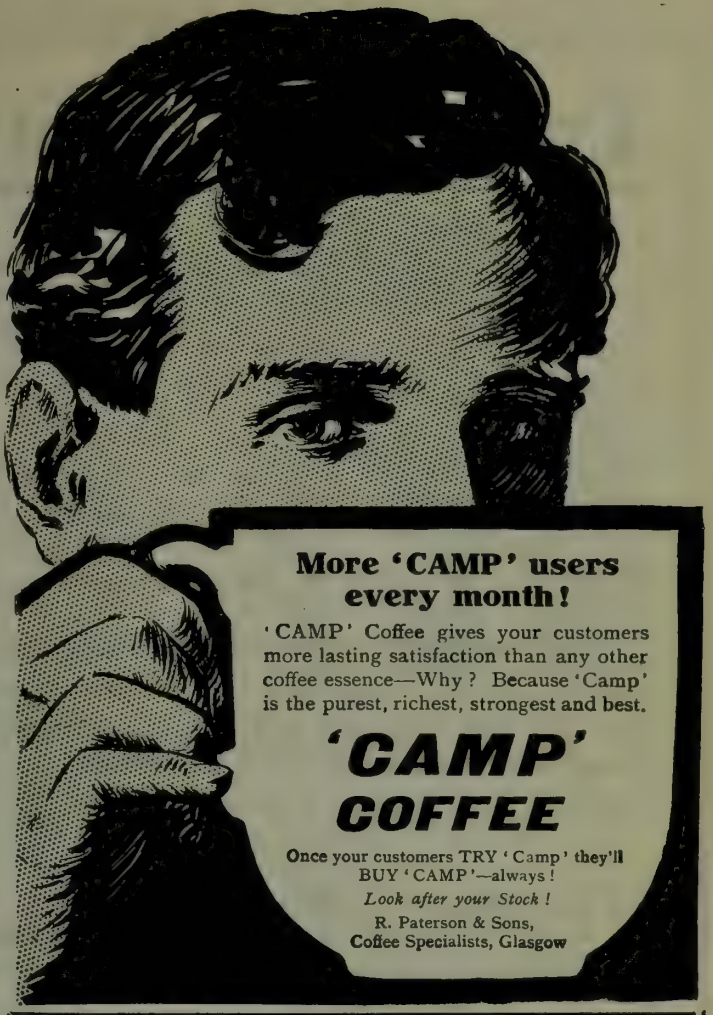
Made only by

E. D. SMITH

WINONA :: ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS. Hamilton.

E D S


More 'CAMP' users every month!
'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.
'CAMP' COFFEE
Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!
Look after your Stock!
R. Paterson & Sons,
Coffee Specialists, Glasgow

THERE are good Jelly Powders and bad, nice packages and ugly. Ours are neither middling nor poor, but

ABSOLUTELY SUPERIOR

to anything you handle to-day. That is saying a lot, but we can back it up and want you to test such a statement by sending a small order. Package contains both

JELLY and CUSTARD POWDER

and consumers frequently testify in writing to the great value contained in our fancy carton. The "Double Event" Package.

S. H. EWING & SONS

Montreal

Unvarying Quality in Blended Teas

The only sound basis on which a profitable **Tea Trade** can be built is the securing of **regular customers** whose weekly tea requirements you are able to satisfy. Nothing is more essential in retaining **Tea customers** than uniformity of quality in the blends you sell. If your blends vary with the wholesale tea market your customers will be hard to hold.

In other words, to make tea selling successful you must be practically **independent** of the **fluctuations** of the **Tea Market.**

You must be able to rely on obtaining unvarying quality for each of your blends.

As Specialists in **Bulk Blends** we recognize the importance of this factor in retail tea selling. Our sole aim is to ensure your receiving absolute uniformity in each of the teas you buy, and so create such confidence on the part of **your customers** that you become a **Regular Buyer of our Blends.**

			COST	SELL
1	Star	Sweet, pungent draw, mixed, suitable for lumbermen and contractors	16c.	20c.
2	Star	Fine liquor, good, regular leaf. Black, Green or Mixed	19c.	25c.
3	Diamond	Choice, flavory, rich liquor, handsome leaf. Black or Mixed	22c.	30c.
3	Diamond	Golden color, piquante liquor. Green	22c.	30c.
4	Star	English Breakfast Tea, a powerful blend of Indian and Ceylon. Fine quality and flavor ...	27c.	40c.

Freight paid on 100 lbs. in Ontario.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

TORONTO

J. F. EBY, President

HUGH BLAIN, Vice President

It's New Business That Counts

Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty years—increase has topped increase in "SALADA" Sales. New customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.

AND WE'RE STILL AFTER NEW BUSINESS.

THE "SALADA" TEA COMPANY

TORONTO
NEW YORK, 198 W. BROADWAY
MONTREAL
LONDON, ENG., 41 EASTCHEAP

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

YOU WILL NEVER HEAR A COMPLAINT

about the quality and purity of CAIRNS' SCOTCH JAMS, JELLIES and MARMALADES.

Cairns' Pure Fruit Products are everywhere appreciated by reason of their purity and deliciousness. They have made a reputation among Royalty and the best trade in general.

Handle Cairns' and you will have no complaints.

ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They constitute the best and have a reputation that is without parallel.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

The Demand Is There---You Simply Have To Supply It

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

An attractive window of Christmas goods shown by Grant Bros., Prince Albert, Sask., last year.

Good Displays Easy at this Season

New Goods Coming in Now Lend Themselves to Attractive Display—Prince Albert, Sask. Window Gives Some Ideas for a Trim—Xmas Necessities Should be Featured Early.

Some good window displays are possible in the grocery store at this season of the year. For the past few months preserving fruits have been an important item, and windows have to a large extent been given over to them. They usually lend themselves to most attractive displays but not more so than the many lines of goods now arriving on the market. New pack canned goods and the new season's dried fruits are now coming in and with these lines, some attractive and sales-creating windows can and should be arranged.

Western Xmas window.

The West, although a comparatively new country, has realized the value of good window display and taken it up strongly. Herewith is reproduced a window display in the store of Grant Bros., of 1st avenue, west, Prince Albert, Sask., in which dried fruits and canned goods are shown in an attractive trim.. This was used last year and attracted a great deal of attention and sold a considerable quantity of goods for the store.

The main feature of the window was the showing of dried fruits and peels. The number of different lines shown was quite extensive, including several fancy varieties, which because of yielding a more appreciable profit should be pushed by every grocery. Canned goods were worked in so as to make a good background while nuts and confectionery are among the other lines shown.

The outstanding feature in regard to the arrangement of the window is the manner in which it is built up. Many displays fall down in the fact that they are too flat in appearance. Not so this window which was built to set the goods out so that they would attract the eye of the passerby.

As can be seen by the presence of the Christmas crackers and the season's greetings on the show cards, this was a Christmas display. Several additions outside of the goods themselves shown have been made in order to add to the appearance of the trim. The rear lattice work, the fancy paper decorations and the palms at the front all give an artistic touch to the display.

While this window was a Christmas display, there is no reason why the same plan or idea should not be followed at any time during the next couple of months. All these lines are now available and it is time they were being pushed by the grocer.

Some dealers give little attention to dried fruits and nuts until the Christmas season is close at hand. This is certainly a mistake. When the new season's goods first come in is an excellent time to sell them as the fact of them being the first of the season is a great inducement to customers to purchase.

The Buy Early Habit.

In addition, it is well that the dealer get customers started buying Christmas requirements as early as possible. By getting as much of this trade over early it gives him a chance to work the opportunities of the last few weeks to the greatest advantage.

The earlier the dealer gets the housewife thinking about her Christmas baking and gets her purchasing her supplies, the better for both of them. One of the best possible ways in which to do this is by good window displays.

How to Enliven Trade in November

Methods Grocer May Use to Boom Business—Feature New Dried Fruits and Nuts as They Come in—Cold Weather Opens up Opportunities for Meat Extract, Cocoa and Soups—Attention Should be Given to Fish Department.

One season does not make a year nor does a splurge of business-like methods by the dealer during one season make a successful year for him. During the past few months, grocers have in most cases been devoting a good deal of attention to the sale of preserving and pickling necssities and in most instances a particularly good season has been experienced. The rush in these particular lines is now over but it is by no means a signal for the grocer to rest on the oars. He has been pulling hard during the past few months and thanks to favorable conditions, in many cases has been able to get sales up to a point that compares well with last year. Like the man in the stream, if he now rests on his oars he will find himself losing the ground that has been gained. Like the man rowing against the current, the man in business cannot stand still. If he is not going up, he will be drifting down.

No Lack of Opportunities.

The grocer should by no means slacken his pace at this time. The end of the year is fast approaching and it is the aim of every dealer, or at least it should be to make the best possible showing in point of sales for the year. This is one reason why he should maintain his business-like methods and he has no reason to slacken them for want of opportunities.

For one thing Christmas is already looming up large and it is by no means too early to begin to think and plan about the festive season. It is well to get the campaign started as early as possible. There is much to be gained by so doing. Besides relieving the strain of the last few weeks, it gives the dealer a chance to work the opportunities of the season so as to get much better results. If by starting to cultivate the Christmas trade early, he makes to spring up two blades where only one would have otherwise been, he has certainly gained much.

Feature New Season's Goods.

As to the opportunities presented to the grocer in the month just opening, the arrival of the new season's dried fruits on the market should be taken advantage of. Every grocer knows that the new season's goods in any line always assist materially in its sale. This is taken advantage of in dried fruits by many grocers but there are still those who do not work it to its full extent. Currants, Valencia raisins, apricots and peaches are now on the market but some dealers have not yet received their first shipments. Other lines now coming in are figs, dates, prunes and seeded raisins. Sales in all these lines may well be promoted by acquainting customers with the fact that the new goods are procurable. The season's supplies of all those lines which enter into the make up of the Christmas cake will soon be at hand and every thing will be in order for the dealer to touch the match to his Xmas campaign.

Nuts and Confectionery Sell.

As with dried fruits, so can the sale of nuts be extended by featuring the new goods as they arrive. The season of big consumption of nuts is now here. The colder weather means that people will keep more to the house and as a result there will be many gathering around the hearth and nuts is one of the lines to be benefited. The cooler weather also brings with it a greater number of social gatherings and such lines as nuts and confectionery should sell well. They should be featured by every dealer. It is the grocer who displays and advertises them who is going to get the business.

Cold Weather Helps.

One of the important points around which trade in November is woven is the fact that the season of colder weather has arrived and it naturally brings with it a change in the lines of food which the public will want and the grocer should feature. It does not seem long since cooling drinks were the important theme, but now the story is different. As the temperature moves downward, a drink that will give warmth to the body is wanted. In addition to tea and coffee, cocoa should sell well. This is a line to which many grocers do not give the attention that they should. Cocoa is certainly a delightful cold weather drink and suggestion of it to customers should bring good results. This is also the season for meat extracts and in addition to being a seasonable beverage, they also possess nutritive properties that should commend them to customers. Many of them are acknowledged as a valuable aid to digestion and a great body builder. These are all important arguments which may be used in pushing their sale.

A somewhat kindred line for which demand is now in full swing is canned and condensed soups. Besides the seasonable weather now in evidence, the demand for this line is steadily on the increase. The housewife for a long time did not think it possible for anyone to put out in this form, a soup that could be compared with the product of her kitchen but this prejudice is fast disappearing. Soups can be recommended by the grocer both for their flavor and their nutritive value. During this month, counter displays of soups backed up by the personal salesmanship of the clerks should increase the sale of this line to no little extent.

Fish to the Fore.

With the arrival of the colder weather and the approach of Advent and the season of greater demand, the fish and oyster department in many stores will be given increased attention. There are some dealers who are inclined to neglect the fish department until the Christmas rush is over, but if such dealers will analyze the problem they will find they are following a wrong policy and losing a great deal. From now until the end of the year there is going to be an appreciable consumption of fish, including four weeks of the Advent season trade. They are losing all this trade but in addition and probably equally important is the fact that some other dealer is getting the public going to his store. People are generally inclined to continue dealing at a store which they have become accustomed to patronizing. The grocer loses a great deal of prestige by neglecting to give his attention to fish during the early part of the season.

Many Oyster Suppers.

One of the most fruitful portions of the oyster season is from now on to the first of the year. The quality of oysters is now excellent and many oyster suppers should be the result. Those dealers who featured oysters around Thanksgiving and Hallowe'en found gratifying results and the same efforts should be continued during the whole of November.

Canada is in a very prosperous condition this year, the amount of money circulating in the country at the present time is perhaps larger than ever before and it is without doubt a time when the grocer should put forth his best efforts to secure the best out of the opportunities at hand.

Maintaining the Freshness of the Egg

Farmer Should be Shown That Greater Care Means More Money and Markets Should Eliminate the "Cut-Throat" Competitive Policy, Maintains Reader—In Other Words Price of Eggs Should be According to Their Quality.

Editor Canadian Grocer,—In looking through the fall number issue of Grocer my attention was arrested by the fresh egg article. It strikes me, Sir, that it is impossible to make the farmer honest to the extent of keeping back, stale, dirty and undersized eggs until it is made profitable for him to do so. The problem is how is this to be done while there is such a scramble among the merchants themselves to secure what eggs are brought in. If one is a bit too particular as to condition of eggs offered, Mr. Farmer has only to go across the road to the competing merchant to make a deal. The question is what can be done to prevent merchants bidding one against the other as they are doing in order to get a quantity for shipment, and induce them to purchase only what are worth purchasing. Much resolves itself to this: When merchants stop buying worthless eggs the farmer will stop bringing them in.

E. A. KENDALL.

673 Gerrard street, east.

Toronto, Oct. 17, 1912.

The above letter of Mr. Kendall's was a welcome one because it creates further discussion on this all-important question of the maintenance of the fresh egg. Mr. Kendall hits the nail on the head in two statements made. When he says the farmer will continue to place on the market stale and rotten eggs until he finds it profitable to sell them when they are fresh, he is undoubtedly right. The millenium in the selling of eggs off the farm will be reached when the farmer realizes that he is losing money in not giving the matter his careful attention. If the buyer rejects bad eggs or declines to pay full market value of fresh eggs for them, he is doing much to convert the careless egg raiser.

Unity Among Merchants.

The other point is the unity of the retail merchants in buying eggs according to quality. It is detrimental to the egg trade to have merchants competing so strongly for trade that they will accept all kinds of eggs and pay full price for them. Farmers are wise enough to know the "easy marks" and those farmers who are careless of their honor will take advantage of them.

The article in the fall number which Mr. Kendall referred to, dealt with the problem from the merchant's standpoint. It showed what some are doing to help eliminate the great waste that annually befalls us. Those who have made a study of the question realize that it is almost impossible to make great headway against this loss by the education of the farmer. There are too many of them and, as Mr. Kendall intimates, they work one merchant against the other so successfully at times that they have little difficulty in getting their price..

Reform Lies With the Retailer.

Authorities now realize that it is entirely up to the merchant to prevent this great annual loss. To do this every merchant must study the egg problem and particularly the testing of the egg. Then, knowing the exact character of it, he must pay only for what it is worth.

This method will surely promote care among the farmers in handling eggs. The farmer gets paid for his trouble and loses for inattention to the gathering of eggs.

Sending Out a Circular.

It might be suggested that every buyer of eggs from the farmers use the information in the article in the fall number to send out a circular to all his country patrons, pointing out the fairness in paying for egg-quality. This circular might include suggestions on the proper handling of the egg from the time the prospective egg producer is getting in its tail feathers until the egg is laid down in the grocery store. Consider the beneficial effect this circular would have, if every merchant in Canada were to send it out simultaneously!

Following items are from Canadian Grocer of Nov. 4, 1892:—

"W. J. McHenry, a prominent grocer of Brockville, Ont., died a few days ago. The deceased gentleman had served terms as an alderman and was prominently connected with the fire brigade and other public institutions. His loss will be much regretted. He was in the prime of life, being only 42 years of age."

Editorial note.—The McHenry store is still in business to-day after the lapse of 20 years.

* * *

"The shipments of eggs to the Old Country this fall will exceed anything in the history of the trade. On Oct. 26 one boat took 110,619 dozen of eggs, most of these being from Western Ontario. On Nov. 5 the Lake Winnipeg will leave port and her cargo will embrace ten carloads of Ontario eggs. Each car contains about 100 cases and each case 114 dozen, so this week's ship will have not less than 114,000 dozen in her hold."

Editor's note.—It's funny the difference just a few years make. To-day Canada is sending very few eggs to the Old Country, in fact scarcely any at all. Canada's population has so greatly increased that they are all needed at home and even then they are scarce.

* * *

The issue of The Grocer of Nov. 4, 1892, gives a report of the annual meeting of the Dominion Wholesale Grocers' Guild which was held in Hamilton. There were present on that occasion the following members: From Montreal, Messrs. C. P. Hebert (president), Childs and Geoffrion; from Toronto, Messrs. Blain (vice-president), Ince, Davidson, Sloan, Eckardt, Larkin, Smith, Wills (secretary); from Hamilton, Messrs. McPherson, Turner, Bristol, Stuart, Balfour, Harvey, Gillard; from Berlin, Mr. Roos; from Brantford, Mr. Watts; from London, Messrs. Masuret, Smith and Screaton.

Many of these names are still familiar ones in the wholesale grocery trade but the bearers of many others have long since departed to the great beyond. On this occasion the late Wm. Ince, who was the first president of the Guild, was presented with a silver cabinet. Mr. Ince had prior to that time given up the presidency which he had held for seven years.

The Swift Canadian Co., Ltd., have opened a new wholesale market at 17-21 Water Street, Vancouver, B.C. The building is six stories high.

Mr. S. Festing, a Hamilton, Ont., grocer, narrowly escaped serious injury when a new automobile he was driving crushed into a street car. The machine was badly damaged.

A pineapple preserved whole in a heavy syrup is an importation from Havana which is now on the market and offered to those on the outlook for some new attraction for dessert. It is put up in a can and one Canadian retailer sells at 90c each.

The CANADIAN GROCER

Established - - 1886

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TORONTO, NOV. 1, 1912

SAVE MONEY ON FREIGHT RATES.

The lowering temperature gives us warning that the winter is fast approaching, and in view of this the trade would do well to direct their attention to the possibility of saving some money on freight and express by getting in many lines of staple goods before the close of navigation. This applies particularly to those who have a choice of boat routes.

With the close of navigation, freight rates in general take an advance. The dealer who knows ahead what goods he will require during the winter or a part of it, and who is able to finance the purchase of them now, will find that he will be able in many cases to affect a considerable saving in this way.

In addition, with the coming of the winter, there are many lines which freezing affects that cannot be brought in by freight and of course express rates are on a considerably higher scale. For this reason the grocer would profit by looking over his stocks of such lines and getting in his supplies by freight while the temperature is still such as to make it possible. For instance, there are mineral waters, pickles, catsup, olives, wines, vinegar and many other liquid lines which cannot be brought in by freight during the winter.

Those who are able to take advantage of the lower rates will affect a saving that should make it worth while.

INFERIOR QUALITY REDUCES DEMAND.

Early reports from the south indicated a good crop of grapefruit and these appear to have been well substantiated. Grapefruit has been coming to the Canadian markets for some time now and while the exterior appearance is fine, complaints are being heard about the flavor and the pulpy character of the interior due to too early plucking.

Dealers also say that this inferior quality is having a detrimental effect on the demand. When the consumer of this kind of fruit is fooled once or twice, he does not readily respond to further attempts on the part of the retailer to sell him again.

Herein lies a lesson for every retailer. The dealer should be ever mindful of the effect inferior quality has on customers. Take the case of tea. Unless a tea drinker is in a position to purchase the same flavor and quality in his tea every time, he will be likely to transfer his tea business elsewhere. The same applies to butter, eggs, coffee and practically every article the grocer sells.

No dealer can afford to take chances on good customers. It should be his aim through thick and thin to see that quality goods only are handed out. If he does not, he is bound to lose the confidence of his clientele.

TIME TO PUSH FISH SALES.

The time has arrived when every dealer should be directing a good deal of attention to his fish department. The weather is becoming cooler and more conducive to the handling of this line, conditions are already favorable for an appreciable trade, while the Advent season, with its increased demand, is now only a few weeks distant. As for supplies, the market is well enough supplied to give the dealer plenty of scope. The varieties of fish now available are extensive enough for the retailer to be able to easily fill the varied wants of his customers. Besides fresh and frozen lines, there is now a full range of smoked, prepared, salted, canned and pickled varieties to be had.

Many retailers have been featuring fish for some little time now. They realize the advantage of getting an early start and it is considerable. Not only do they get all the earlier trade, but they establish themselves firmly with the public as handlers of fish, and the lead which they secure on the dealer, who is inclined to hold back, is generally held throughout the entire season. If one can get the people coming to the store for fish in the early part of the season, they will in most cases continue to favor him with their patronage.

Fish should sell easily because the grocer has forceful arguments to present to customers. Compared with many other lines of food, prices are reasonable, and in addition, the food value of fish is acknowledged as high. This latter point is one which grocers should not fail to impress upon their customers. It is one they should consider seriously in purchasing.

IMPORTANCE OF STORE LOCATION.

When a retailer has in mind the consideration of a new store or a change in location, he should give serious thought to the advantages and disadvantages of the site on which he expects to locate. Going blindly into business in a district where the number of possible purchasers is very limited, is folly. When the question of a new site arises why not give the matter scientific study?

There are certain large retail firms on this continent which make the decision of locations one of their chief, if not their chief, object. They do not go hap-hazardly into the question, but determine as closely as possible the number of possible purchasers of their goods. Men are stationed at the proposed sites to count these probable customers as they pass. The company therefore know just what they are to expect when a store opens for business.

A good location means much to the grocer, as will be seen from an article in this issue on "Value of a Good

Location Demonstrated.'' This Galt dealer explains how he has increased his business to a large extent and attributes much of this increase to a change in location. Undoubtedly his experience is that of scores of others. The location certainly counts for much.

TEAM WORK IN THE STORE.

The rugby season is at present in full swing. The game affords many pointers of value to the merchant. It demonstrates most plainly of all the value of team work. It is an essential part of the game if the team is to be successful.

It would be well if more of this team work were introduced into business by the retail merchant. By team work, results have been accomplished in various lines of business which would have been practically impossible to produce otherwise.

Team play is merely another name for co-operation. Unless there is co-operation among all members of the staff and among the different business-creating departments, the best results will not be secured. The average merchant does not give the attention to the fostering of co-operation among his staff that he should. The efforts of every person connected with a business should be enlisted in producing the best possible results.

The idea is to get every clerk interested in the welfare of the store and to realize that success for the business means success for him or her. Many people striving towards the one end are much more likely to produce results than if only one were really doing his best and the rest putting forth no real effort.

Team work means every person pulling together in a combined manner to accomplish a certain result.

SYSTEMATIZING WORK.

Said a traveller of a certain merchant—''He comes to his office at 10 o'clock in the morning and goes away about four. He does not seem to do a great deal while he is here, yet I know he has a perfect knowledge of what is going on. Indeed he IS what is going on. He directs everything.''

This merchant has his business running in a proper manner. As a concern grows, the owner, or the manager, can not hope to do everything himself. But he can be in every thing. He can direct. But to direct, system is necessary.

The dealer to whom the traveller referred could work such short hours, and keep in such perfect touch, because everything done in the store was tabulated. A few slips of paper, left on his desk, showed him what was being done. From these he could quickly decide what needed doing—what lines should be bought—what lines should be pushed by special sales. A few talks with those in charge of the various departments enabled the completion of a plan of campaign.

As men get older they feel the need of shifting a part of their work to younger shoulders. To direct they are more capable than ever—but hard, long-drawn-out work is for the young. Dealers should realize this. They should so arrange their business that they can know what is being done without actually doing it themselves. They should make men responsible for certain work. Thus they have more time and energy for supervision—which, after all, makes a business grow in volume and in profits.

EDITORIAL NOTES.

Now for the last two months of a record year.

* * *

The Christmas trade is beginning to loom up large to the grocer.

* * *

Are you announcing the arrival of the new dried fruits?

* * *

Some dealers say it is all rot about the potato rot. Some think not. Time will tell.

* * *

November is rich in opportunities for the grocer who is willing to take advantage of them.

* * *

Only the well-to-do can butter their bread on both sides these days. Butter is higher than usual at this season.

* * *

If the grocer goes after the hunter's trade with as much zeal as the hunter goes after the game, he will get good results.

* * *

The armies in the Balkan provinces were not the only ones that attacked Turkey during the past week. An army of Canadians did their part at the dinner table on Monday last.

* * *

It is bad for the good of the fresh egg trade to have one merchant declining to pay for rotten eggs while his neighbor on the other corner will pay full market price for everything regardless of quality.

* * *

A thief entered a store in an Ontario town while the person in charge was in the cellar and stole $40 from the till. Wouldn't the installation of an electric bell and cash register be a good thing when a person is alone in the store, and where it is sometimes found necessary to visit the cellar or storehouse?

APPRECIATIONS FROM READERS.

Fitch Bay, Que., June 11th, 1912.

MacLean Publishing Company,
Toronto, Ontario.

Dear Sirs:—Herewith we have pleasure in handing you P. O. O. for two dollars in payment of our subscription to Canadian Grocer.

We find the Canadian Grocer a valuable aid to our business both as to current market reports and future prospects in the grocery markets world-wide.

Fitch Bay, Que. T. B. RIDER & SON.

* * *

MacLean Publishing Company,
Toronto.

Gentlemen:—Permit me to say I think the Canadian Grocer is one of the very best of its kind. To me the reading of your paper, the studying of the various propositions and especially the articles by your Henry Johnson and applying the ideas advanced, has been a source of profit and pleasure.

Hence I gladly enclose cheque for my subscription and wish you the success you merit.

Stirling, Alta. THEODORE BRANDLEY

Treatment the Traveling Man Deserves

He Should Be Seen on Every Occasion—His Business Is Just as Legitimate as Yours—He Carries Information That Will Be Valuable to Your Business—Various Experiences Showing Different Types of Receptions.

*By Henry Johnson, Jr.

From time to time there is a wave of discussion about the elimination of the jobber, and each time that talk starts up, it sounds as if it had never been heard before, as if it were new; whereas the fact is that such discussion is periodical and has been going on all the time.

To any thoughtful man the conclusion must come home that the jobber will last just as long as he is useful, collectively; and that the individual jobber who is not useful, because he fails to fulfil his mission, will be eliminated automatically—so we need take no thought of him. In this respect he is like the rest of us; successful and permanent if he does his work well—a failure and evanescent if he shirks his duty.

Goods Supplied as Required.

Meantime, he is here as part of the established order of things, and there is no important sign that he is being eliminated or is liable to be dropped out in our time; so let us reckon with him. He has been a good friend to each of us, individually; is the close personal friend and adviser of the best of us to-day. Not only does he supply us with the goods we need as we need them, but in all lines he is the source of much of our reliably accurate information.

Many of us are so often "too busy" to gather enough information for our own good that we cannot afford to overlook the direct intelligence that is brought right to our counters, daily, by the emissaries of the jobber, the traveling salesman.

Occasionally this emissary is a poor specimen. Many times he is like a parrot in the way he repeats by rote what he has been told to say. Sometimes, though seldom, he smokes cigarettes, and more frequently, though still seldom, he goes out nights and is apt to be "shakey" in the morning. Sometimes, too, I regret to report, he thinks the only expressive, forceful language is a complete vocabulary of cuss-words. But take him by and large, the traveling man is an honest worker who leads a monotonous life, with plenty of hardship and discomfort and none too much pay; and on the average, he is a source of information worth cultivating.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

What the Business Man Should Read.

Here I want to wedge in a remark on the too evident reluctance of the average grocer to keep himself informed; to look about him with open eyes; to read what most closely and nearly concerns himself. It has been my fortune to pass months in big cities, riding in and out daily to and from business, and it is the exceptional sight to observe a man reading anything but the newspaper for the half hour going or coming. It has always seemed to me that it should be a kind of duty, a remarkably pleasant duty thankfully performed, for the retail grocer to use the morning half hour to read his trade paper, look over consular reports and study import lists so as not only to prepare his mind for the day before him while his brain is rested and fresh, but to save those moments. He might thus put them to such advantageous use as would enable him to get through the day without the need of doing anything of that kind during the active hours of business.

Going home at night, with the busy day behind him, he might very suitably glance over the day's news and thus have time to associate with his family instead of reading and smoking in the corner in surly silence.

Travelers Abide by System.

But to get back to traveling men.

Make it a point to see every salesman, if possible, and give each caller a courteous word if it is really impossible for you to see him. If you have some system about this, you can see just about every one of them, and you will find all of them ready to conform to any system you establish.

If one calls during your busy time in the morning, do not ignore him and keep him waiting while you run around at your work. If you know him and his line, have somebody look up your stock and give him your order promptly—his time is money, too, you know. If you know you do not want anything, stop long enough to greet him and promptly tell him how you are fixed. It will not take a minute. If he is a stranger to you, take a minute to ask his line. Then, no matter whether you think you are supplied or not, if he has any new proposition to offer make an appointment to see him later, and you will find he will be there. This will not take a minute of your time and may be worth dollars to you—certainly will be worth many dollars to you during the year.

A Part of Good Buying.

It is not necessary that you buy from every man who comes along. It is not necessary that you buy a single thing you cannot advantageously use, even after you have heard the man's full story. Very few salesmen will get "sore" because you cannot see their proposition; and the few who have the idea that no buyer is at liberty to refuse to buy after having heard the tale can well be counted out. These last are mostly green specimens who will learn better as they go on.

What I am getting at is that it is just as much a part of good buying to see all salesmen and treat them courteously as to order goods needed for your sales.

Another thing: If you could fully appreciate what a contemptible figure you cut in the eyes of every well-informed, experienced salesman when you are rude, discourteous, "grouchy," "short" or "swelled up" with your own petty importance, you would come down to earth in short order. Your conduct which now seems dignified to yourself, would look pretty much like boys' play from the outside. You know how you feel toward the customer who acts like a baby about some petty occurrence and proceeds to take out of you all the accumulated griefs she has had to bear from servants, washerwomen and others whose position renders them more independent of her than the poor grocer. Well, just reverse all this and apply to yourself from the salesman what you are now thinking of such a customer.

Big Men Easy of Access.

My experience has taken me to both sides of the counter. I have sold goods to all classes of buyers, so I know how it is. I have invariably found that the big men—the men who really do things every day—are the most accessible, the easiest with whom to do business, the readiest to listen to and consider any proposition that is made to them. True, these men are quick to decide. They give the answer on the dot and it is final. But that is only because—note this carefully—they are thoroughly informed on all points not only of their own individual business but on general conditions as such affect their business. That is what I am trying to get you to see and to follow.

I recall with pleasure a visit to a fine, high-grade merchant in a very high-grade residence town. He was very busy with the morning trade. Yet he stepped to me as courteously as to any customer and listened to my outlined proposition.

He excused himself as courteously whenever he had to leave me, and then came promptly back to close the deal. We traded without the interruption of his work and when I left we were both gainers. I recall, too, with some indignation a call I later made on a man in a small town who had "no time" to listen to me. My proposition was new to him and I knew it would be wanted if understood, so I asked for a later appointment, seeing him busy at the time. But no; not a word; "no time"; and his conduct so rude, coarse and insultingly discourteous that I could only leave and determine that I would never call on him again. Another firm in the same town was equally busy, but with actual business; but my proposition was so good that the three conservative partners were each in turn persuaded to give it a trial. On a subsequent visit all of them individually thanked me for having placed the goods with them. I took some pleasure in reflecting how much the first boor had lost through his discourtesy to a salesman.

Many times, too, I have not sold my goods to men with whom, nevertheless, I have become very friendly and who were always glad to see me. Having time between trains, I have always liked to go back to the man who has been gentlemanly and pleasant, even though he may not have bought, and talk with him between jobs. With such I have always talked on the common ground of the grocer. We have discussed difficulties and problems. Sometimes I have helped the younger man to get his credits in shape. Other times I have been able to suggest to an older one where he might get some article or device for which he had pressing need, but which he could not locate. In each case I have felt that both sides profited by my visit.

What do you think about it?

PURE FOODS AND HEALTHY CHILDREN.

Medicine Hat, Alta., Oct. 30.—In a recent newspaper advertisement Hewitt & Armstrong, grocers, gave a strong talk in the introduction on the importance of quality goods. Here is what they say:

> "Poor quality in food is as much responsible for sickly children as is too little food. If mothers paid closer attention to the quality of their groceries, their children would be better in health and their homes would be brighter and happier. The coming American generation would be better in brain, brawn and muscle and race suicide would cease to exist."

Following up this talk a list of goods with their prices—the latter being in bold type—was published making an effective advertisement.

Thinks Daylight Saving a Grand Idea

Moose Jaw, Sask., Merchant Favors Scheme — Fact That Moose Jaw is Railroad Centre Detrimental to Its Working in That City—Board of Trade Will Try to Get C.P.R. to Adapt Fast Time Locally.

When the Daylight Savings Bill was first introduced in the British House of Commons a few years ago, a good many people here in Canada as well as in other parts of the world, when they read the cabled news in the daily papers, regarded it much in the light of a joke or the product of some eccentric mind or fame-seeking member of parliament. As is the case with any innnovation or out of the usual idea, judgment was in most cases at once passed against it without fully considering either its good or bad points. The idea of saving an hour's daylight each day during the summer months was a suggestion which on first thought to most people appeared about as practical as the Irishman's suggestion as to how to save much of the tobacco used in making cigars.

His friend was lamenting the terrible waste of tobacco by the throwing away of the inch of the cigar that is always left. Pat, who was of an inventive turn of mind suggested that this waste could be prevented by making the cigars an inch shorter.

Canadians Begin to Study Scheme.

It was in somewhat the same light that the idea was first regarded by the majority of people. Then when a similar bill was introduced into the Canadian House of Commons, the Canadian people began to sit up and take notice, and to study what the proposed idea really meant. If it had the backing of some of Canada's members of Parliament, it must have some good points and be nearly practical at least. The bill did not pass but it started the public talking and thinking. That it has not been without result is shown by the fact that the idea during the past summer has been tried out for a short time in two Canadian towns.

Tried in Orillia.

Orillia, Ont., adopted the idea on June 23. At midnight on that day the clocks were turned forward an hour, so that the citizens rose an hour earlier than usual, went to work an hour earlier, stopped work an hour earlier and had an hour more of daylight in the evening for recreation and amusement. That is the scheme in a nut shell. However, the "more daylight" idea had a short life in Orillia. The drawback seems to have been that laborers got the idea that it was a scheme of manufacturers to enforce a longer day in the near future.

Moose Jaw's Experience.

The other Canadian town to give the idea a trial was Moose Jaw, Sask. Here it had a some what longer life but a detrimental point which worked against it in this case was the fact that Moose Jaw is a railway centre and the railways continued the old time and accordingly their employes had to also.

What one Moose Jaw merchant thinks of the innovation is interesting. N. L. Brown of Kent & Brown, outlined the adoption and good and bad points of the idea to the Canadian Grocer.

"On May 24," he says, "the city power house burned down and to give more daylight, the mayor requested that all clocks in the city be put ahead one hour. Everybody responded except the transportation companies, the government offices and the banks. Later the C.P.R. freight department also adopted the fast time.

"I may say that it was a grand measure and I am of the opinion that we should have fast time the year round. Everything seems to be in its favor and nothing against it. Of course to be a great success as far as both the city and district are concerned, the time should be uniform. Some dissatisfaction is sure to arise from some of the citizens using fast time and the remainder of the citizens and all or almost all the farmers using slow time.

Good Points of System.

"In favor of fast time is the fact that in summer by commencing to work in the cool of the morning and quitting correspondingly earlier when the day is hot permits of a long evening for all kinds of recreation and amusement before dark. In the fall and winter by fast time, 7 a.m. would be much nearer daybreak and 6 p.m. much nearer sundown than at present. Against this measure I cannot find any argument.

Will Try to Get Railway in Line.

"The reasons for the city reverting back to standard time are as follows:—This is a C.P.R. town. The C.P.R. could not see its way clear to change its time. Keepers of boarding houses, etc., would have men coming to meals by fast time and others coming by slow time; perhaps in a private family the same conditions would occur. The Board of Trade has taken the matter up with the C.P.R. and I hope that next season all will be working by fast time."

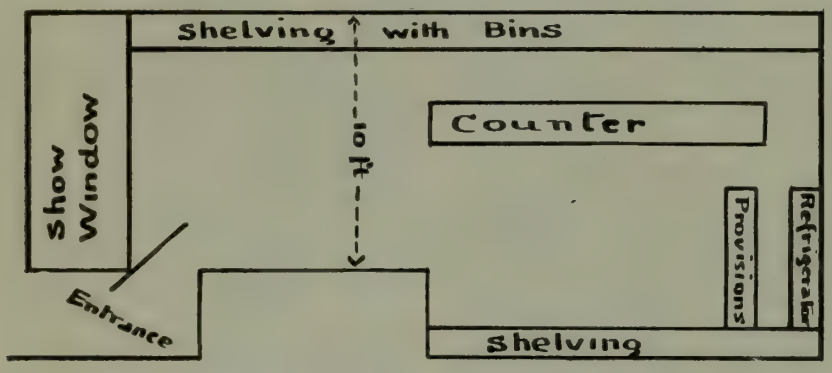
Value of Good Location Demonstrated

Business Increased 50 Per Cent. in Four Months by Change to Better Location —Must Have Goods Where People Can See Them—Ideal Arrangement of Extremely Narrow Store.

"Get a location where people pass. Then put the goods where they can see them."

This is one of the business mottoes of F. A. MacDonald, one of the younger grocers of Galt, Ont. The value of a good location as a factor in getting trade is a question of a great deal of importance. Location can to a large extent make or break a business or at least prove an important factor in it, as is demonstrated in the case of Mr. MacDonald.

He formerly had a store farther up the street where the number of people who passed was much more limited than where he is now. He realized that he was working under a disadvantage in this respect and decided to make a change, so four months ago he moved into his present place of business where the traffic is much brisker.



Arrangement bordering on ideal for so small a store. It is that of F. A. MacDonald, Galt, Ont., and is only 10 ft. wide in one section.

Business Increased 50 Per Cent.

To substantiate his motto and demonstrate that his move was a wise one, it might be mentioned that his business has increased 50 per cent. since the change. This is shown in the sales figures for last month as compared with five months ago.

"You have to have the people pass the store if you want to sell the goods," says Mr. MacDonald. "Now, in my old location I had two show windows but the two combined did not attract as much business as the one I have now for the simple reason that fewer people passed the store.

"I consider the window one of my biggest assets," he asserts, "and hold it responsible to a large extent for the increase my business has shown in the past few months.

"I show seasonable goods in the window—such goods as will appeal to a person's palate and attract them within. When I get them inside, not only do I sell them the goods that were in the window, but try to make sales of other lines as well."

The arrangement of Mr. MacDonald's store, as well as the business that is done, shows just what is possible even under decided handicaps in regard to size and layout of the store. When a person considers that the window, as well as the store itself at the front is only 10 feet wide, especially those who have had anything to do with fitting up a small store will realize what a handicap Mr. MacDonald has been working under. An arrangement bordering on the ideal for the size has been made.

The entrance is from the side just at the rear of the window. At this point the store is only 10 feet wide and there is no counter at this section and only a shelf on one side, for the folly of crowding is recognized. About ten feet back from the entrance, the store widens to 13 feet. Here, there are shelves on both sides and a counter on one side.

In spite of its smallness, there is something outstanding about the store that attracts the eye. Usually a small store is overshadowed but not so here. The window seems to possess a special attractive appearance. The inside of the window is painted white, the ceiling sloping slightly downward and reflecting the light. Plenty of light is provided at night. The background is a fence effect, only about a foot high, but giving a rather artistic setting to the window.

Mr. MacDonald has worked out some ideas of his own in the arrangement of the store. The shelves present a nice appearance being neatly finished. Under the ledge at the front part of the store are open bins in which oranges, lemons and similar articles are shown. Farther back there are closed tilting bins to hold such articles as sugar, cornmeal, rolled oats, etc. Spice drawers are also part of the fittings, while there are also some glass front bins, more of which will shortly be added. At intervals, along the ledge are small sliding platforms which may be pulled out, on which to place a bag when it is being filled or for other similar work. The appearance of the shelves is well maintained in the arrangement of the goods.

Across the rear of the store is a special counter for provisions, flanked by a display refrigerator. Special attention to this department is found profitable as well as a good method of attracting customers to the store.

CHANGE IN COUNT ADVOCATED.

Editor Canadian Grocer,—May I crave space to put before your readers a proposition that has been in my mind for a long time. That is, would it not be a great convenience to retailers if all goods, such as tinned fish, jams, and bottled productions were packed in boxes containing 50 and 25 instead of 48 and 24 as at present. The first objection most likely would be the awkwardness of the boxes, but a little counting would show that the boxes would not be of much different size, there would be five rows of five tins two deep instead of six rows of four tins two deep. For purposes of calculation this system would undoubtedly be of great advantage, the price per 100 being the price per 10 less one nought; also the price per unit less another nought, certainly a much easier process than dividing by 12 from gross to dozen and by another 12 to unit.

"I would suggest the word "dec" or "des" be the name of the standard and I believe if once started the custom would soon become general. Several things are already packed in 100's, viz., soap, cigars and several kinds of tobacco. We never have any trouble regarding the count of them.

Someone must make a start. Who will it be? Answer awaited.

JAS. HY. KADWELL.

Chatham, Ont., Oct. 24, 1912.

Current News of the Week

Maritime Provinces and Quebec.

McKee Bros., wholesale and retail flour and produce, Richmond, Que., have registered.

Jeremiah Harrison, of J. Harrison & Co., wholesale grocers, St. John, N.B., died recently.

Stanford's, Limited, of Montreal, have been incorporated with a capital stock of $500,000 to manufacture various food products.

At a meeting of the Montreal Grocers' Association, held this week, officers for the ensuing year were elected as follows: President, G. A. Archambault; vice-president, M. J. Felion; second vice-president, J. O. Pasant; secretary, J. Desautels; treasurer, M. Lemieux; auditor, M. Bolieu.

F. H. Anson, of Montreal, manager of the Ogilvie Milling Co., was in St. John, N.B., last week in connection with the matter of the establishment of the proposed sugar refinery there. He appeared before the common council and asked that the company be given until May 1 to begin the work of construction, and that an additional eighteen months be granted for the completion of the work.

The Board of Trade of St. John's, Newfoundland, held a meeting a few days ago to consider the question of holding a fishery exhibition next year. Nothing of a definite character has yet been done, but it is understood that the scheme will be made as comprehensive as possible, so that every department of the industry will be given consideration. The date for holding the contemplated exhibition has not yet been fixed, but it is presumed that it will be arranged for some time in the fall.

Ontario.

F. F. Porter, grocer, Ballyduff, Ont., has sold his business.

Jas. Beattie, grocer, Amherstburg, Ont., has sold his business.

Seeley & Stewart, grocers, have opened a branch store at Ottawa.

Wm. Englander, grocer, Windsor, Ont., has sold to Greenburg & Co.

Mrs. J. Curry, grocer, Westmeath, Ont., has sold to E. T. Nesbitt.

Frank Slover, grocer, of Ottawa, has been succeeded by H. Harrison.

H. B. Clement, grocer, of Burlington, Ont., has sold to W. W. Curri.

John Dillon has opened a grocery and confectionery store at Gananoque, Ont.

J. A. Walkinshaw, grocer, of Fort Erie, has been succeeded by J. H. Nagel.

M. G. Parrington, general merchant, Dunsford, Ont., has sold to R. Bradley.

Ewan McLacklan, of E. McLacklan & Son, general merchants, of Lancaster, Ont., died last week.

The Ontario Lantern & Lamp Co., Limited, Hamilton, Ont., have appointed Charles J. Walker manager of the company's Montreal branch.

The Campbell Milling Co., West Toronto, are enlarging their plant there. The annual meeting of the firm was held on Oct. 21, when a quarterly dividend of seven per cent. was declared.

The Toledo Computing Scale Co. have purchased a factory site in Windsor, Ont., at a cost of $10,000, and will erect a four-storey factory costing $100,000, with floor space of 73,000 square feet.

W. C. Latimer, general merchant, Beaverton, Ont., have taken over the grocery and crockery stock of McIntyre & McCrorie and moved it into his own premises. Mr. McCrorie of above firm is looking after the grocery department for Mr. Latimer.

The delivery wagon of Walter Lee, a London, Ont., grocer, was smashed by being run into by an automobile in front of Thos. Shaw's grocery store. It is probable that had the delivery wagon not been there the auto would have gone into the store front.

Western Canada.

Hugh McVicars, grocer, of Vancouver, B.C., has sold to Lang & Fiddes.

W. F. Scarth, general merchant, Maryfield, Sask., has sold to E. B. McRory.

A. J. Nobie, grocer, of Vancouver, B.C., has been succeeded by R. Braiden.

A. M. Anderson has purchased the general store of Thirsk & Wettenberg at Banff, Alta.

Hutchinson & Roberts, general merchants, Vandura, Sask., are succeeded by Wm. Cheeseman.

The store of the W. E. Lord Co., Red Deer, Sask., was entered recently by thieves and a quantity of goods removed.

Hamblin & Brereton, Winnipeg, Calgary and Vancouver, have been appointed agents for Brown & Polson, London, E.C., Eng.

Blair & Adam, who have been in the grocery business at Ladysmith, B.C., have closed out there and will open in Victoria.

The MacPherson Fruit Co., organized in Winnipeg in 1883 by A. C. MacPherson and R. R. Scott, and with branches in Calgary, Edmonton, Lethbridge, Medicine Hat, Moose Jaw, Saskatoon, Brandon and Regina, has been taken over by the Scott Fruit Co. R. R. Scott becomes president. Mr. MacPherson has disposed of his interests to Mr. Scott.

FRUIT TROUBLES IN B.C.

Farmers Claim They are Not Being Paid Well Enough.

Vancouver, Oct. 30—(Special).—The cry raised by farmers recently that Vancouver and the Pacific Coast in general discriminates against fruit of the Kootenay and Okanagan has been heard by local fruit dealers who deny the general charge laid. They say that prices are lower than a year ago, owing to the abundant crops, and that the farmers in disappointment at failure to make large profits expected are blaming the middlemen. Retailers, with few exceptions, agree with the wholesalers that the farmers have little to complain of.

A representative of Robinson, Morse & Co., fruit brokers, declared that the managers of the two farmers' exchanges in this province admitted to him that the Water street wholesalers are not at fault and that they could not pay the prices demanded by the farmers.

"Okanagan Valley will some day supply the Vancouver market and drive out foreign fruit," he said. "Up to date, however, the farmers have been spoiled with too much prosperity and have been getting fabulous prices for their fruit. This they have got to give up, because Vancouver dealers cannot pay fifteen or twenty cents extra merely to favor the Canadian producer. This is business. Wholesalers must buy as well as they can or also be driven out.

"As to Calgary treating the farmers better than Vancouver does, it is not true. I know of cases where carloads of apples were shipped to Calgary from this province and when the freight charges and other expenses were paid there was practically nothing for the farmer.

"The farmers' exchanges this year are packing their stuff 25 per cent. better than they did last. Further improvement in packing and grading together with more moderate price will crowd foreign goods out."

Latest Review of the Grocery Markets

First Shipment of Dates Sold Well—Quality is Good—Preliminary Estimates of Sugar Crop are Large—October Business in Sugar Was Extensive — Canned Goods Now Going Out.

QUEBEC MARKETS.

POINTERS:—

Dates.—New shipment in and prices advance slightly.

Spices.—Whole ginger up somewhat.

Nuts.—Almonds down two cents.

Montreal, Oct. 31.—Few price changes are noted this week, yet indications are that in dried fruits some considerable changes will be made before long. The trouble in Europe seems to make this inevitable.

Generally the market is quiet this week, the holiday having something to do with this.

SUGAR.—Europe, it appears, has a huge crop to market and the word is that sugar will be gladly sent here at concessions. This seems to mean that there will be a gradually declining market. The condition of affairs will almost surely be steady until the new year. Then the new Cuban crop will be ready, and it is likely to cause a break in prices.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The demand is fair and prices are being maintained. No immediate change is looked for.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—Prunes still are scarce but the trouble in Europe, and the influence it may have upon the market, is causing the greatest interest. Currants, Sultanas and figs are almost certain, it is thought, to be affected. All these come from the districts where the war is being waged, and the scarcity of labor, caused by men being drafted for the armies, will interfere with the crops and with shipments. There will not be a scarcity for some little time, since the supply is now good, and since further shipments are on the way, but the impression is that not much trust can be put in future shipments. Even should these be sent the packing will not likely be up to the standard as the work will, of necessity, be hurriedly done.

Figs are already a little scarce. The impression is that there is to be a dearth of these.

New dates arrived last week, and as a result prices have been advanced, though very slightly. No further fresh supply is expected for perhaps a month or five weeks.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 08
Evaporated peaches	....	0 18
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 06½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10¼	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅝	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.		0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—Bullish crop predictions, coupled with the trouble in Europe, are tending to make the market exceedingly quiet. But little buying is going on abroad, and stocks are increasing rapidly. Here there is but little change in the ordering, and none whatever in the price.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—The market is quiet, the only price change being in whole ginger, which has advanced. The lowest figure quoted for this now is 22 cents. For peppers and cloves the demand is good.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Before Thanksgiving there was a heavy demand which promises to continue until the Christmas holidays are over, indeed well into the winter. A few price changes have been struck, shelled almonds being put upon a higher price level, while Tarragona almonds have been dropped two cents.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE AND TAPIOCA.—Good shipments of rice are coming forward but the consumption continues good. Mills are paying the planters' prices, yet it is far from certain that this means any advance. The crop is good and a change in price in a lower direction is considered more probable than an advance.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

WHITE BEANS.—White beans have advanced 15 cents per bushel, the quotation now being $3.15. Advance has been rendered necessary through lack of supply. Farmers for some reason or other are holding back their supply. If they do this much longer, some dealers hint that they may be the losers as beans will shortly be coming through from

Europe and prices will naturally tend to easiness.

White beans, per bushel	3 15

ONTARIO MARKETS.

POINTERS—

Dates.—First shipment sold well.

Pecans.—Quoted at 18 to 20c.

Sugar—Undertone still easy.

Toronto, Oct. 31.—October business in general groceries was quite satisfactory according to the reports of most houses. Trade was pretty well distributed over the whole list of goods which are in demand at this season of the year. There has been a good deal of shipping of canned goods of late. Now that many new lines of the new season's dried fruits are in, shipping of winter requirements beyond the lakes is taking on greater activity.

The preliminary estimates of the sugar production for 1912-13 give promise of continued undertone of easiness. Buying of course at the present time is on a hand to mouth basis. Demand for this line has kept up wonderfully well during the past month, probably on account of preserving fruits having held on later than usual this year. The sales of some local firms for the past month show a substantial increase over October of last year. Indeed, business during the whole year has been on a good scale, and the year is expected to show a record total.

New crop dried fruits are now coming in for a greater degree of attention. First shipment of dates was well received.

SUGAR.—One of the interesting and rather important features of the week has been the preliminary estimates on raw sugar production for present year 1912-13. That of European beets is placed at 8,930,000 tons. U.S. beets at 625,000 tons and that of the coming Cuban crop at 8,961,000, making a total of 18,521,000 tons as compared with 15,882,656 tons for 1911-12. The world's yearly requirements are placed at 17,500,000 tons so that there is an excess of 1,000,000 tons according to these estimates and this would seem to indicate that low prices on sugar are ahead. However what the actual results may be are much of an uncertainty. For instance one factor estimates European crop at over 500,000 tons less than above figures. Then again the Cuban crop does not begin its outturn until January and much may happen before then. However, present indications give promise of low sugar.

As to immediate situation, opinions differ. General markets are weak. While some dealers say that U.S. refined is likely to hold steady and that Canadian refiners will in that case leave prices unchanged, there are others who feel that a decline at any time would be within the range of possibility. Buying is on a hand-to-mouth basis.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—A good seasonable trade is being done in corn syrups at the present time and a good winter's business is being confidently looked forward to by all dealers, both wholesale and retail. The weather is weekly becoming more conducive to demand, and dealers are taking up the line well. Molasses are also doing well.

Syrups—	Per case.
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—With the arrival of the new season's fruit, more interest is being shown in the several lines. New crop dates came in last week in time for the Thanksgiving trade. The quality is good and the first shipment was taken up well. The prices quoted are for the new goods. Package dates are priced at 7½ cents. New figs have also met with a good reception.

New layer raisins are in this year somewhat earlier than usual. Shipments to retailers are being made now. On account of the variation in quality on this line, it is difficult to quote prices.

First shipment of California prunes has not yet arrived, but is expected in before long. Prune values on the coast continue to ease off while raisins can by no means be said to be firm.

There is no little speculation as to the probable effect of the Balkan war on the dried fruits that come from that section of the globe. Some of the lines that might possibly be affected are currants, Smyrna figs, Sultana raisins and Bosnia and Servia prunes. It will also have a tendency to affect all shipments from the Mediterranean. However, importers say that it will have no effect on our Christmas supplies, as the requirements up to that time have practically all been shipped.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	....	0 10
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	....	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07½	0 08
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 09	0 11
Shade dried	....	0 10½
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 09
Valencias, old stock	....	0 08
Seeded, 1 lb. packets, doz.	....	0 08
Seeded, 16-oz. packets, choice	....	0 07½
Dates—		
Hallowee', full boxes	....	0 07
Hallowee', half boxes	....	0 07½
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	....	0 07½
Package dates, per pkg.	....	0 07½

TEA.—Cables received in Toronto in regard to this week's tea auctions indicate no marked alteration in the general situation. Prices have already reached a high point and further advances are hardly expected, nor would they be by any means welcome.

Toronto tea shippers state that there is little or no shipping beyond the Great Lakes before the close of navigation in order to get the lower freight rate. One tea man stated that it would be false economy to try to save in this way, as tea deteriorates with age, and that it does not pay to stock up for any great time in advance.

COFFEE.—There is really no change in local coffee situation. The same steady tone prevails in the market and demand continues along regular lines.

There still continues to be fluctuations on general markets of world but everywhere there seems to be an undertone of steadiness which would seem to indicate that there is no cheap coffee in sight.

New crop Brazils show generally good cup quality.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—With pickling season all but at an end, attention will now be turned to spice requirements for the Christmas season. There is at present an even demand.

A fair tone of steadiness prevails in general lines. Outlook for Zanzibar cloves continues strong. There is no

change in celery seed situation. There is not much call for this line locally now that pickling season is over.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

NUTS.—Some advance shipments of new shelled walnuts are expected around first of November. Almonds and filberts in the shell will not be in for two or three weeks yet, while it will be late in November before walnuts come in. They are always late. Opening prices on most lines will be much the same as last year. Almonds in the shell are somewhat higher.

There was quite an improved demand for nuts for the Thanksgiving and Hallowe'en trade. Pecans are scarce and are quoted as high as 20 cents per pound. Canadian chestnuts are selling at $2.25 to $2.50 per peck, while the Italian large variety are worth 12½ cents per pound.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Chestnuts, Canadian, peck	....	2 25
Chestnuts, Italian, large, lb.	....	0 12½
Hickory nuts, per lb.	....	0 07
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

RICE AND TAPIOCA.—There is no particularly new feature in either line. Rice is unchanged at lower level recently reached. Buying still continues slack, one of the probable reasons for this being the fact that rice is still quite high.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—There are no new beans on market yet. Apparently farmers feel that prices are likely to maintain their stiff front, and that there is no reason to be in a hurry. Neither are there any prices heard quoted on new season's goods.

Prime beans, per bush.	....	3 10
Hand picked, per bush.	....	3 25
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60

CANNED GOODS.

Toronto. — It was first understood that the pack of tomatoes by the Dominion Canners would allow of a 60 per cent. delivery this year, but they state to The Grocer that it will only be possible to deliver 50 per cent. on their own pack, and that they will have to go outside of their own factories for the balance to make up the guaranteed 60 per cent. Last year the delivery was 40 per cent.

In keeping with the good crop of apples this year, the canned article is lower than last year's opening figures. Standards in 3's opened at $1 as compared with $1.10 last year, and gallons at $2.55 as against $3.05 last season.

There is a great deal of activity in canned goods at the present time from the standpoint of shipping, but as far as new business is concerned, there is not much doing, as most dealers with the goods which they have already ordered and which are now coming in, will have enough to keep them going for a considerable time.

As announced before, there has been quite a quantity of Alaska red salmon brought to this market. Alaska sockeye is quoted from $2.25 to $2.35 per dozen in 1 lb. talls.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears Bart., heavy syrup	1 67½
2½'s, Pears, Bart., heavy syrup	2 02½
3's, Pears, Bart., heavy syrup	2 37½
3's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 02½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 37½
2's, Pears, light syrup	1 92½
3's, Pears, light syrup	1 62½
3's Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 80
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.	
Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Sugar.—Weak.

New Pumpkin.—Prices out.

Winnipeg, Oct. 31.—Wholesale trade is reported in a satisfactory condition. Threshing is near completion and the crop is moving out with remarkable activity. Grain inspections have for some time averaged 1,200 cars a day and general quality of grain is good. Collections are slowly improving and amount of cash trade is considered as satisfactory.

Fall orders for canned goods have occupied attention of wholesalers since new pack came on market. Pumpkins are now in and 3's are quoted at $2.10 to $2.15 per case.

Sugar market is still weak and a further drop in quotations is generally anticipated.

There are no price changes to note this week. Except as indicated, all lines appear to be on a fairly firm basis.

Thanksgiving trade of retailers has been quite up to expectations, but supply of poultry has not been up to demand.

SUGAR.—Sugar is undoubtedly weak and though the price is now lower than it has been for some time indications are for still further reductions. There

is a first-class demand for this commodity and consumption has fallen little with close of preserving season.

Montreal and B.C. granulated, in bbls.		5 30
Montreal and B.C., in sacks		5 25
Montreal and B.C., yellow, in bbls.		4 90
Montreal yellow and B.C. yellow, in sacks		4 85
Icing sugar, in bbls.		5 65
Icing sugar, in boxes, 25 lbs.		5 90

SYRUPS.—Nothing new to report in syrups. There is a fair demand but rather below average for time of year.

2 lb. tins, per case		2 48
8 lb. tins, per case		2 83
10 lb. tins, per case		2 76
20 lb. tins, per case		2 77
Barrels, per 100 lbs.		4 22
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case		6 20
Maple syrup, ½ gals.		5 25

DRIED FRUITS. — Since last report nothing new has come to light in dried fruits. Expected advance in figs is not yet announced and raisin prices are for the present steady. An improvement in business is expected now that preserving season is practically over.

	Per lb.
Corn Syrup—	
Prunes—	
90-100s, 25s, s.p.	0 06¾
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07⅜
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅜
40-50s, 25s, s.p.	0 09¾
Cooking Figs—	
Choice boxes	0 05¼
Half boxes	0 05½
Half bags	0 04¾
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washed, per lb.	0 08¼
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEE.—Reports from New York all tend to show firm situation in coffee. There are no hopes of reductions and an advance need surprise no one. Teas are steady.

Coffee—		
Green Rio, No. 5		0 17
Roasted Rio		0 21
Green Santos		0 19
Roasted Santos		0 24
Chicory		0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Thanksgiving trade in nuts has been satisfactory to retailers and fall trade generally promises well. No changes since last report.

Brazil	0 13	0 14
Tarragona almonds		0 14¾
Peanuts, roasted, Jumbos		0 12
Peanuts, choice		0 09¼
Pecans		0 23
Marbot walnuts		0 11½
Grenoble walnuts		0 16
Sicily filberts		0 11½
Shelled almonds	0 33	0 34
Shelled walnuts		0 28

BEANS. — The market for beans is firm and points to an advance. It is early yet to expect any special activity in what is more particularly a winter line.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 00
Whole peas	2 75

WINNIPEG.

PRODUCE AND PROVISIONS.—A feature this week has been an advance of 2 to 4 cents per lb. on butter, due less to local than eastern market situation. Cured meats are steady, lard firm, cheese unchanged. Good reliable fresh eggs are much in demand and very scarce.

Lard, tierces		0 15⅛
3 lb. tins, cases		9 65
5 lb. tins, cases		9 55
10 lb. tins, cases		9 50
20 lb. pails, cases		3 15
50 lb. tubs		7 70
1 lb. bricks		0 16½
Cured Meats—		
Hams	0 16	0 18¾
Long clear		0 15
Short clear		0 15
Shoulders		0 15¼
Bacon	0 21	0 22
Cheese—		
Ontario large		0 16
Ontario twins		0 16¼
Manitoba large		0 15
Manitoba twins		0 15½
Butter—		
Creamery	0 31	0 34
Dairy	0 25	0 26
Eggs, fresh laid, Manitoba	0 28	0 30

NOVA SCOTIA MARKETS.

Halifax, Oct. 30.—Business is brisk in local grocery market, and turnover of goods is large. Collections on the whole are considered quite satisfactory. Sales of flour are heavy. Manitoba patents are quoted at $6.65 to $6.70 and Ontario blends from $5.75 to $5.85. Rolled oats (barrels) are quoted at $5.75, and in bags $2.70. Corn meal is $1.50 to $1.85. There is an excellent demand for beans. Prime are $3.00 and hand picked $3.10.

While there is not much demand for canned goods at present condition of market continues to attract attention. In many cases orders have been only half filled and prices of most of leading lines have been advanced about 30 per cent. over last season's quotations.

There is practically no change in egg situation. Butter is in heavy demand. Good creamery stock is quoted at 30 cents, and dairy in large tubs at 25 to 26 cents. The stock of butter is light for season of year.

The apple business continues brisk, with heavy shipments to London and Liverpool.

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 30.—The latest product on local market is the German sauerkraut which is being retailed at ten cents a pound. Sauerkraut has gained in popularity on the Pacific Coast and there is now a great demand for it.

Grocers here are getting used to the expression "What! eggs gone up again." Ranch eggs are being retailed from 40 to 45 cents a dozen; local new laid eggs from 60 to 80 cents, and Manitoba and Oregon eggs from 35 to 40 cents. J. R. Terry, provincial poultry inspector, has expressed the opinion that there will be a great shortage of eggs on the British Columbia market this year and he would not be surprised to see price soar to $1 a dozen. Other authorities also believe that Klondike prices will reign in Vancouver this winter.

In meat and poultry line ham is selling at 18, 22 and 30 cents a pound; bacon at 20, 25 and 30; pork, dressed, at 25; chickens at 25 and 35; chickens, milk fed, 35 and 40; broilers, each 75, 80 and 85; pigeons, dressed, a pair, $1; squabs, a pair, $1; ducks, 28 and 35; wild ducks, brace, 90 cents and $1.40; turkeys, 28 and 35; bear, 10 cents and 25.

Potatoes, new, are at 70 to 90 cents per bushel. Butter, local creamery, 40; Eastern, 34 and 37; local dairy, 36 to 40.

NEW BRUNSWICK MARKETS.

St. John, Oct. 30. — Markets during past week have presented signs of increased strength for most part, particularly as regards provisions. There is strong belief among local dealers that there will be no reductions in provisions before opening of New Year at least. Beef and pork are hard to get except at higher prices than have been prevailing, and advices received locally are to effect that though fall killings may be in progress they are not expected to have much effect on the present market.

Sugar is still in easier tone, and prospects are there will be no changes towards higher quotings for some time.. Molasses as predicted early last spring is still firm, as stocks are pretty well cleaned out, and there is little if any Barbadoes to be had. Fortunately, most local grocers stored some months ago, and they are quite well supplied.

Condition of the flour market is of course still of interest and is being watched closely. As spoken of last week

Bacon	$	$0 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag		
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 25	1 35
Beans, string		1 02½
Corn, doz.		1 10
Peas, No. 4		1 40
Peas, No. 3		1 42½
Peas, No. 2		1 45
Peas, No. 1		1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.		2 20
Strawberries		2 20
Tomatoes	1 65	1 70
Clams	4 00	4 25
Cornmeal, gran.		5 25
Cornmeal, bags		1 90
Cornmeal, bbls.		3 95
Eggs, hennery	0 32	0 34
Eggs, case	0 29	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry		5 00
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy		0 37
Oatmeal, rolled		5 75
Oatmeal, std.		6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	26 75	29 50
Potatoes, barrel, new	1 35	1 45
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

Mr. Shier, of Shier & Mullen, general merchants of Cannington, Ont., with his wife and daughter, was in Toronto this week.

Spot Manitoba Flour in Short Supply

Particularly in Eastern Canada—One Reason for Delay in Price Change—Manitoba Flour in Demand in Place of Winter Wheat—Bakers are Booking Future Requirements.

There is by no means any overplus of spot Manitoba flour. This is particularly true in Eastern Canada and it is probable that this scarcity of nearby flour has had much to do with delaying the change in prices that was anticipated in keeping with values on new crop Manitoba flour.

"You can get concessions on future contract business," said one man this week, "but when it comes to buying for immediate delivery you have to pay the top price."

One reason for present scarcity of Manitoba flour is the good demand and there is also a cause for the good demand. Winter wheat flour which has been used to no little extent by bakers in past year on account of its lower price is not receiving the same attention this year, Manitoba patents being taken in its place. This is because winter wheat flour is about on same level with Manitoba while the latter is considered to be preferable for baking.

Eastern Canada prices have not followed in the direction of the western trend. One reason for this is given above. The Balkan trouble is also given as a reason why a change should be withheld until it is seen what final bearing the war cloud has on grain and its products.

Bakers are at present doing considerable booking for future goods, but by no means at the figures which are generally quoted to-day. Indeed there are reports of some substantial reductions over present prices for future business with bakers.

MONTREAL.

FLOUR.—The market is unchanged. It is not likely, moreover, that there will be any change for two or three weeks, when a lower figure may be struck. Not until the December grain commences to arrive will a reversion seem necessary.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags..		5 80
Manitoba straight patents, in bags		5 30
Manitoba strong bakers, in bags		5 10
Manitoba second, in bags		4 70

CEREALS.—In cereals there have not been any changes, and as with wheat none are looked for immediately. The end of November, however, may see a change.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40
Rolled oats, jute bags, 90-lb. single bag lots	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	2 55
Rolled oats, barrels	5 50
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolted cornmeal, 100 bags	2 25

TORONTO.

FLOUR. — There has been no announcement of any change in flour prices as yet. As pointed out last week there is a scarcity of nearby flour, many mills are behind with orders and thus the holding back in making any change in prices, although concessions are being made on future contract business.

One of the reasons for the greater demand for Manitoba flour is that it is being used where winter wheat flour generally is in other years. It seems as if Manitoba would be below Ontario patents. This week No. 1 Manitoba wheat at bay ports is quoted at 96c, while No. 2 Ontario is 98 cents at country points.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 70
2nd patents, in car lots, per bbl.		5 20
Strong bakers, in car lots, per bbl.		5 00
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption.	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Little relief has been accorded to acute situation in rolled oats but supplies should shortly be in better shape as new oats come to hand for milling purposes. There has been a shortage in both package and bulk but particularly the latter.

Consumptive demand for cereals is on quite an appreciable scale, being stimulated by more favorable weather.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	2 75
Rolled wheat, small lots, 100-lb. bbls....	3 00
Rolled wheat, 5 barrel to car lots.....	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS. — Situation in both bran and shorts is practically the same as has previously been reported.

WINNIPEG.

FLOUR AND CEREALS. — Flour prices may be considered as settled for the present. Some mills quote best grades 20 cents higher than others. Domestic demand is good, export trade dull.

Best patents, per bbl.	5 60
Second patents, per bbl.	5 00
Strong bakers'	4 40
Rolled oats, 80 lb. sacks	2 35
Split peas, 98 lb. sack	4 00
White peas, 98 lb. sack	2 75
Pot barley	4 10
Pearl barley	5 10

CANADIAN SUGAR BEET ESTIMATE.

There is said to be 12,450 acres of sugar beets in good stand in Canada this year, which it is estimated will yield 10,000 tons of sugar of 2,240 pounds each, providing weather conditions continue favorable. Conditions in general are not altogether satisfactory and only a fair crop is expected. Last year there were 12,000 acres in good stand and the actual yield of sugar was 9,554 tons of 2,240 pounds.

A PAPER WITH A REPUTATION.

The MacLean Pub. Co.—Will you kindly send me the Canadian Grocer for one year, starting with Oct. 11th number?

I am about to go into the grocery business on Gerrard St., near Greenwoods Ave., and I want to start right in getting the Canadian Grocer.

Yours very truly,
C. R. TEMPLETON.
Toronto, Ont., Oct. 17, 1912.

New Crop Sicily Lemons have Arrived

Further Shipments During Coming Weeks Will Bring More Reasonable Prices—Grapefruit Although of Excellent Appearance Lacking in Quality—Almeria Grapes Selling.

New crop Sicily lemons have made their debut on Canadian markets, the first shipments coming in this week. They are the earliest variety of the new crop and do not generally come to this country but Canada has been favored with them this year. The dealer knows all too well that lemons have been particularly high for some time now on account of small supplies held and arrival of new crop has been awaited in anticipation of the lower prices which would follow. The advance shipments being of a particularly fine variety are being held at about same figure as old stock, but larger shipments will be along next week and the week following and prices will gradually react to a more reasonable level than they have held of late.

New crop Florida grapefruit has now been on the market for three weeks and has been reported as good. This truly applies to its appearance which is excellent but it is said that the quality of the meat is by no means all to be desired on account of having been shipped before fully matured. As a result, this line has not met with the reception which would have been accorded it if the quality had been right and such as to bring repeat business from consumers. It is unfortunate that the fruit should not have been held until in proper condition before shipping, as poor quality goods at the beginning of the season will prove detrimental to demand during whole season. There is a large crop this year and prospects for a promising trade if the public do not become prejudiced against it.

Fancy lines of fruits and vegetables were benefitted to a considerable extent by reason of the Thanksgiving and Hallowe'en trade. Many delicacies and specialties were featured with good results on both occasions.

MONTREAL.

GREEN FRUITS.—Despite the holiday a large auction was held here on Monday, several thousand barrels of apples being sold. This fruit, while exceedingly plentiful is of unusually high order. This enables the price to be kept up. Grapes are beginning to fall off, the season now nearing its end. No price changes have been struck.

Apples, fall, No. 1	3 25	3 75
Apples, fall, No. 2	2 00	2 75
Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 50	5 00
Limes, box	....	1 25
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	....	2 25
Summer apples, No. 1	....	3 50
Summer apples, No. 2	....	3 00
California plums	1 50	1 75
California pears	....	4 00
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES. — Onions, both for pickling and stewing, are moving well. Cauliflowers, though not always of the highest order, are plentiful, and for them too there is a big call.

Spanish onions, large cases	....	2 50
Canadian red onions, per lb.	....	0 02
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 60	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — Home grown fruits are becoming less of a feature. Only belated shipments of peaches are now coming in. Grapes are beginning to dwindle. Some of the fruit firms will betake themselves to their usual winter quarters on Saturday.

The first car of new lemons arrived on Wednesday. They are quoted around $6.50 per case. More will be along in a week. While new Florida grapefruit looks nice, it is said to be somewhat deficient in quality as yet.

Winter keeping Almeria grapes are now beginning to arrive. California is sending Tokay grapes and England the hot house article. There are some Porto Rico pineapples in 24's and 30's offered at $5. More interest is being shown in apples of late.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	....	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	2 50
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	5 50	6 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	4 50
Lemons, Verdelli	6 00	7 00
Limes, per 100	....	1 25
Oranges, late Valencias, case	4 50	5 00
Imported Fruits—		
Peaches, box	....	1 00
Grapes, Tokay, per box	....	2 00
Canadian Fruits—		
Peaches, 11 qt.	0 50	0 60
Pears, best quality	0 50	0 60
Pears, lower grade	....	0 30
Quinces, basket	0 45	0 50
Grapes, 6 qt. basket	0 17	0 19

VEGETABLES.—Fancy lines of vegetables moved more freely around Thanksgiving and Hallowe'en. Some California celery is coming in at $4 per crate of 6½, 7 and 7½ dozen. Among some of the fancy lines being offered this week are head lettuce at $1 per doz., hot house cucumbers at $1.40 per dozen; hot house tomatoes at 25c per pound; mushrooms at 60c per lb., and Brussel sprouts at 22c per quart. Quite a fair trade is being done in these lines.

There is still a great deal of uncertainty regarding the future of potatoes. Reports from different sections of the country vary to such a degree that it is difficult to size up situation. Shipments coming along now show some improvement but this may be the result of shippers realizing that it is of no use sending along impaired stock.

Sweet potatoes are quoted slightly lower. There is a fair demand.

Beets, per bag	....	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per doz.	0 35	0 40
Celery, California, per crate	....	4 00
Corn, doz.	0 12	0 15
Cucumbers, Boston, hot house, doz.	....	1 50
Onions—		
Spanish, per crate	2 50	2 75
White picking, basket	1 00	1 25
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	1 00	1 10

Peppers, green, basket	....	0 30
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 35	0 40
Tomatoes, hothouse, per lb.	....	0 25
Sweet potatoes, hamper	....	1 40
Sweet potatoes, barrel	....	4 00

WINNIPEG.

FRUITS.—There are but few changes in green fruits and vegetables. In the case of Ontario fruit, the car shortage is still affecting receipts of apples. Frost in Ontario has practically put an end to the grape shipments. Potatoes are a little stiffer. Imported celery is taking place of home grown.

Fresh Fruit—		
Jersey sweet potatoes, barrel	....	6 50
Blues grapes, basket	....	0 25
California grapes, case	....	2 50
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 50
Limes, box	....	2 00
Washington apples	1 50	2 50
Snow apples	....	6 00
Ontario tomatoes	....	0 75
Ontario fall apples	....	4 00
Cranberries	....	11 00
Spanish onions	....	1 25
Florida grape fruit	....	6 50
Pears	....	4 00
Montreal and B.C. Granulated, bbls..	....	5 30
Do., in sacks	....	5 25
Montreal and B.C. yellow, bbls.....	....	4 90
Do., in sacks	....	4 85
Potatoes—		
New potatoes, per bushel	....	0 50
Carload lots	....	0 33

Method Used in the Canning of Salmon

Processes That the Sockeye Passes Through Before It Rests in the Tins Ready for Market—Oriental and Indian Labor Almost Exclusively Used—Short Weight Tins Picked Out by Machinery.

Every grocer sells canned salmon even if the price is much higher than a few years ago. He should therefore be acquainted with the modus operandi in the canning of salmon to be able to talk intelligently on the subject should the occasion arise. Few of us have had the opportunity to travel to the Pacific Coast and watch these operations, so that the information herewith should be of service to many.

Oriental Labor Predominates.

In the first place little white help is employed at the several canneries, the industry being almost exclusively in the hands of Orientals and Indians from the catching of the fish until they are prepared for shipment. Siwashes and Chinese are the principal workers employed in the cannery proper, the Japanese preferring the more remunerative occupation of fishing, of which they are fast obtaining an absolute monopoly.

When the boats arrive at the cannery the fish are loaded by elevators or lift and conveyed into an iron chink, where the heads, tails, fins and entrails are removed by machinery. From there the remaining portion of the salmon is sent along moving belts where the Indian women thoroughly wash them in both salt and fresh water. They are next conveyed to revolving knives, which cut the fish into convenient portions for packing into the cans. The cans, minus a lid, come down by shoots from the store room, being conveyed to salting tables, each receiving a certain portion of salt.

Under Weight Cans Rejected.

The cans are then wheeled in trucks to the Indian women who proceed to fill them from a supply obtained at the revolving knife. The cans thus filled with the delicious fish are put through a hot water washing machine, where they are thoroughly cleaned, passing thence to the weighing machine, which rejects automatically the cans that have not the required weight. Lids are then put on by a machine with automatic pressure after which they are passed through a soldering machine which secures the cover. From here they are put through a cooling off process, after which they are again placed in hot water tanks to test the tightness of the cans, for should there be a leak it will at once be detected, as the air will be forced out by the hot water.

Now comes the first cooking. They are conveyed to a steam retort in which for 30 minutes they are subjected to 212 degrees of boiling heat. The cans are then tapped or vented for the purpose of allowing the air to escape, after which the aperture is again soldered. Another cooking is then given them, this time at a temperature of 240 degrees, the time being one hour. The cans are once again washed, this time being thoroughly cleaned with water and caustic soda of lye.

They are now ready for the packing room, where they are lacquered and labeled and put into cases. It is only then that they are taken out of the hands of the Oriental and Indian, and the white man takes charge of them. In labeling cans the Chinamen have become such experts that on piece work, by the case, one can earn more than three white men.

Centre Display Table that Sells Goods

New Arrangement Down Centre of Store to Catch the Eye of the Inside Customer—Made Good from the Beginning — Sold Large Quantity of Jam.

Toronto, Oct. 30.—Many a little improvement in the manner of showing goods can be brought into use in the grocery store that will materially assist in sales. Many merchants have found this to be true. Frequently there is some expense attached to the improvement but it really cannot be classed as an expense if results are large enough to really justify it. It is then turned into an investment.

Wm. C. Miller, Yonge St., Toronto, is one of those who has found that such improvements frequently pay for themselves in a short time. Until a short time ago, he had a display stand at one side of his store built out of boxes and covered with paper. It served the purpose of showing goods but not to the extent that he thought it was possible to do.

For one thing it was not high enough and the goods shown did not stand out as prominently as they should. It also prevented access to the shelves behind it.

Used a Narrow Table.

To remedy these faults, he had a narrow table about 15 feet long erected and placed down the centre of the store. It is three feet high and shows the goods up well and allows other goods such as oranges, lemons, etc., to be shown in cases underneath. It is narrow and allows plenty of room for passage on either side.

Although it has only been in position three weeks, Mr. Miller states that he believes it has paid for itself. Being high, the goods shown on it catch the eye of customers who are able to pick them up and examine them. Sales naturally follow.

Sold Lots of Jam.

As it was completed a shipment of five cases of a certain jam happened to come in and a good-sized display was placed on this table. That it is a good salesman is proven by the fact that only a dozen or so jars of the jam shown now remain. The display is credited with selling a goodly portion of the rest of the five cases.

The retailer catches many a "shark" at the counter. Some times it takes the law to land them safely.

When a "lobster" struts into your store, seize him immediately. Lobster is becoming a luxury, although as you know, the human variety is plentiful, but not much in demand.

Special Days Help Fish and Oysters

Two Fast Days This Week—More Activity in Oysters Around Thanksgiving and Hallowe'en—Were Featured by Many Retailers—Quality is Good.

Special days during the past week have proved beneficial to trade in both fish and oysters. Two fast days during the week are accountable for an improved demand for fish, while Thanksgiving and Hallowe'en were responsible for greater activity in oysters. Many retailers gave special prominence to this line and as a result trade showed considerable life. It shows the good results of featuring this line and this should be done from now on, as the weather will be more conducive to the handling of this line. As anticipated, the quality of oysters is showing an excellent improvement and they now compare favorably with a year ago.

QUEBEC.

MONTREAL.—Season for fresh lake fish is nearly over, and from now on trade will have to depend largely upon new frozen stock—of which, fortunately, there is good supply. The week saw no fresh halibut brought forward, but a car of fancy new frozen halibut arrived which enabled the filling of orders. Pike, whitefish, pickerel and tulibees are also plentiful and have been selling exceedingly well.

Oyster season is now in full swing. Great quantities were used at Thanksgiving, and from now on demand is sure to continue large. All quotations are for strictly fresh stock.

A number of price changes have been struck. Salmon has generally advanced, as has mackerel. Smelts, too, have been put two cents higher, while pike has dropped a cent. Extra large herring are selling this week at 3 cents. Shredded cod has been slightly advanced, while some lines of boneless are quoted a little lower.

Generally ordering is heavy. It is a fine fish season.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	0 07	0 12
Pure cod tablets, 20 1-lb. tablets	....	2 30
Whitefish, small, lb.	....	0 06
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.		7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		2 00
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 00
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
SMOKED.		
Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box	....	0 15
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk Standards, gal., $1.40; selects		1 60

ONTARIO.

TORONTO.—For season of year, there is good demand for fish. Trade has got started off well and is each day developing greater activity. White fish is higher at 13 cents. There is little stock available, Lake Erie only sending along a limited quantity. Herring is also scarce while the same can be said of fresh halibut. Frozen stock of latter line will practically have to be used entirely from now on.

Thanksgiving and Hallowe'en this week have proved beneficial to oyster trade, many retailers in view of these special occasions, featuring them.

FRESH CAUGHT FISH.		
Whitefish, per lb.	....	0 13
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	....	0 05
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 counts	....	2 00
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

NOVA SCOTIA.

HALIFAX.—The mild autumn is compensating to large extent for rather stormy summer. All branches of seafishing are being pushed, without interruption by shore boats and bank fleets. Catches vary according to locality, but average continues to be fair for season. At present local market is well supplied with fish. During the past week several good hauls of mackerel were made at points along western shore. The fish are large and in good demand, principally from American points.

Several small catches of halibut were made during the week. Smoked fish trade continues active.

MERCHANT LOSES EVERY TIME.

The retailer stopped one of his oldest customers on the street.

"I want to speak to you," he began.

"Go ahead, and see if I care."

"You've got to care. This bill of yours has been running a long time now."

"Poor thing? How can you be so cruel as to let it run a long time?"

"Well, what are you going to do with it?"

"I'm going to make you a suggestion. If that bill has been running for as long as you say it has give it a rest. Let it stand for a month or two."

W. J. White, grocer, Fredericton, N. B., has moved from the store on Needham street, to one in the Saunders Building on York street.

Produce & Provisions

Plenty of Provisions for Thanksgiving

At Most Centres—Quality of Turkeys as Anticipated a Little Off—Butter Continues Firm—Shipments to West Have Been Large—Scarcity of New Laid Eggs —Storage Stock Being Sold.

On most markets there seems to have been a plentiful supply of poultry for the Thanksgiving trade, although prices on some lines were rather inclined to be high. Shipments were rather tardy in coming forward until the last three days of the week, when plentiful supplies began to arrive.

The volume of turkeys was quite large although quality on the whole was rather poor. This was as anticipated as the season was rather early for the birds to be well developed. Geese were also in fair supply and found a good demand. Now that Thanksgiving trade is over there is a tendency to easiness in prices of most lines.

A firm tendency still continues in butter and higher prices are being looked for at several centres. The West is proving an important factor in preventing any accumulation of stocks in the East and causing firmer feeling. Shipments from Montreal to Northwest and coast have been heavy. A large quantity of this, however, was former purchases ordered shipped by owners. Montreal has shipped about 70,000 packages of butter costing over $1,000,000 to the Northwest and British Columbia this season to date. The firms there which bought early and put the goods into store here made even better profits than in 1911.

A firm feeling is still present in eggs and particularly is this true of new laids. Season is not conducive to a good supply and storage stocks are being used to quite a large extent. Quite a number of eggs have been received in poor condition. In fact, there is a particularly heavy shrinkage reported from some centres and it is claimed that some unscrupulous dealers have been holding supplies for higher prices.

MONTREAL.

PROVISIONS.—The week has seen a good many changes struck in prices, most of which have been in an upward direction as the result of scarcity. The wet fall, which has been experienced, has had a good deal to do with the shortage in such lines as butter, honey and cheese. The shortage in some lines of pork may also be largely attributed to unfavorable weather which has existed.

Some porks are exceedingly scarce, notably heavy Canadian short cut and clear fat backs. Both these lines have been advanced, the former to $28, the latter to $29. Even at these prices supplies are hard to secure.

For bacon, ham and lard there continues a good demand. Though a scarcity is noted in many lines it is not predicted that there will be extensive advances. Rather the market appears to be easing off somewhat.

Long clear bacon, heavy, lb.	0 13½	
Long clear bacon, light, lb.	0 14½	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼	
Large sizes, 20 to 28 lbs., per lb.	0 16	
Medium sizes, 15 to 19 lbs., per lb.	0 16½	
Extra small sizes, 10 to 14 lbs., per lb.	0 17	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½	
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½	
Breakfast bacon, English, boneless, per lb.	0 19	
Windsor bacon, skinned, backs, per lb.	0 22	
Spiced roll bacon, boneless, short, per lb.	0 16	
Boiled ham, small, skinned, boneless	0 26	
Hogs, live, per cwt.	8 60	
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 15¾	
Cases, tins, each 10 lbs., per lb.	0 16¼	
Cases, tins, each 5 lbs., per lb.	0 16⅜	
Cases, tins, each 3 lbs., per lb.	0 16½	
Pails, wood, 20 lbs. net, per lb.	0 16	
Pails, tin, 20 lbs. gross, per lb.	0 15½	
Tubs, 50 lbs. net, per lb.	0 15½	
Tierces, 375 lbs., per lb.	0 15¼	
One pound bricks	0 16½	
Compound Lard—		
Boxes, 50 lbs., per lb.	0 10½	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Pails, wood, 20 lbs. net, per lb.	0 10¼	
Pails, tin, 20 lbs. gross, per lb.	0 10¾	
Tubs, 50 lbs. net, per lb.	0 10½	
Tierces, 375 lbs., per lb.	0 10	
One pound bricks	0 11	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00	
Canada short cut back pork, bbl., 45-55 pieces	27 00	
Heavy short cut clear pork, bbl.	25 00	
Clear fat backs	29 00	
Heavy flank pork, bbl.	26 50	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14	
Plate beef, barrel	17 00	18 00

BUTTER.—Largely because it is so expensive to keep cattle—owing to the partial failure of so many crops—there is less butter coming forward than usual. On the other hand the demand has grown. From the West especially is a big call noted. This state of affairs has not resulted in any change in prices this week, but it seems very likely that higher figures will be struck within a fortnight. Warehouses, where last year there were thousands of pounds at this time, state that they now have only a few hundred pounds.

Creamery blocks		0 31½
Dairy tubs, lb.	0 26	0 28

EGGS.—In new laid eggs there has been another advance, these now being quoted at 45c. It seems that eggs are to continue on their upward course. Enough to meet the demand are not available. The call is heavy and the supply, for some reason or another, is not as great as usual.

New laid eggs, per doz.		0 45
Selects		0 32
No. 1's		0 28

POULTRY.—The thanksgiving season saw heavy ordering of all fowls, though geese are still somewhat quiet. The weather is hardly cool enough to make this line move to the best advantage. Chickens, ducks and turkeys are being largely bought. The week sees no price changes.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.		0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 18
Geese, per lb.		0 15

HONEY.—Cold wet weather killed a number of the bees and for that reason there is a scarcity. But little is in stock now. Buckwheat has been advanced 2 cents during the week and it may be confidently stated that further advances will be struck within a week or ten days. It would seem a good time to order honey.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.		0 12
Clover honey, 10-lb. pails, per lb.		0 12½
Clover honey, 5-lb. pails, per lb.		0 12¾
Buckwheat, 60-lb. tins, lb.		0 10

CHEESE.—Here too the cold damp weather has had an influence which is now being widely felt. But little cheese is coming forward. The factories are making their milk into butter as there appears better profit in this than in cheese. Yet, while the supply is lower,

it is not thought that there will be any serious price change.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

TORONTO.

PROVISIONS. — The firmer feeling that was reported last week in live hogs, continued as the week progressed, but there has been a reaction from the highest point reached. Quotations started this week at from 8.30 to 8.40 at country points, and with a somewhat freer movement.

There is a fair trade in pork products reported this week. Steadiness prevails in most lines. A slight strengthening is noticeable in cooked hams and shoulders and some firms would quote lard slightly higher. Heavy mess pork is now quoted at $22 per barrel.

Smoked Meats—		
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 17½	0 18
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 21½	0 22½
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 12	0 12½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 14	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 75
Live hogs, at country points	8 30	8 40
Dressed hogs	12 00	12 50

BUTTER.—The steady feeling which has characterized the butter market for some time is still present. Although there is a fair amount of stock available, shippers' ideas are firm in keeping with markets elsewhere, particularly in Montreal. With arrival of season for closing of cheese factories there may probably be a little more offering.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS. — Upward and ever upward seems to be the course being pursued by eggs of late, particularly those which are termed "new laids." Prices on this variety are higher again this week, ranging from 32 to 35 and the quantity is not large. For perhaps about a month now it will not be the easiest thing to get new laid eggs. Some store eggs are going out at 29 to 30 cents, while pickled are bringing a similar figure.

Some dealers are making strenuous complaints against the quality of eggs, supposed to be fresh gathered which are coming along.

New laid eggs, per doz.	0 32	0 35
Storage eggs, per doz.	0 29	0 30
Picklet eggs, per doz.	0 29	0 30

CHEESE.—There is no change in general cheese situation, prices just remaining steady. Roquefort cheese is quoted at 35c a pound, and Limburger at 18c. Dutch cheese, weighing about 4-lb. each are worth 25c lb.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—Poultry was an important feature last week in view of the Thanksgiving trade. There was plenty of stock with which to fill orders. Turkeys were in good supply although the quality was somewhat poor. This was as anticipated on account of the earliness of the season. There was also a plentiful supply of geese. With Thanksgiving past, there is a slightly easier feeling in poultry.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 13
Spring ducks	0 12	0 13
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 16
Geese	....	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 13

HONEY.—Honey holds a steady position. There is a fair volume of trade being done.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Butter Prices Higher than Year Ago

Season Has Commenced With Values Above Normal — How Market Has Ruled During Past Year—Record Figure Reached in April—No Exports This Year

Butter is high. Where is the person who is not aware of the fact? "Surely if there is such a person," says the man on the street, "he must be deaf or removed from a position where he can hear the subjects which are most discussed to-day."

"At least, he does not have a household to buy butter for," remarks the man with thirteen children sadly.

"What manner of man is this?" the oppressed grocer and depressed housewife would exclaim if such there were. "He must surely be immune from the troubles which beset the average person's life."

High for Season.

Truly, butter is high—not as high as the record point reached during the past year—but high for the season of the year and from two to three cents higher than a year ago. Here for instance are the prices ruling on the Montreal market to-day and one year ago:—

	Now	Year Ago
Creamery ...	31½	28—28½
Dairy tubs ..26—28		23—24

Thus has the season started at far from normal figures and if this can be taken as a gauge of what can be expected during the months to come, the next year will see record prices for butter, for during the past twelve months prices attained an unusually high point.

Trend of Past Year's Prices.

As a result of the extremely hot and dry weather of last year which withered up the pastures, last fall was started off with a short supply of butter. Not only was this the case in Canada but similar conditions existed in other parts of the world, so that while 1911 still had considerable time to run it was freely predicted that prices during the ensuing months would reach a record figure. This prediction proved all too true and during the first part of April the extraordinary figure of 38½ cents was reached by creamery in Montreal.

Then came the break with the inrush of the new make of butter and values slumped a full eight cents during one month.

Turning Point in July.

Midsummer proved the turning point. Although pastures were luxuriant there appeared no accumulations of stocks to bring about a weakening. It was said that, induced by the profits of the year before, speculators were buying heavily. How true this was remains to be seen. At any rate demand from Western Canada proved an important strengthening factor and prices gradually kept climbing until the pesent level was reached, which is considerable above a year ago. Here is trend of prices in Montreal during past year:—

Montreal.

	Creamery.	Dairy Tubs.
Nov. 3—11.. ..28	—28½	23—24
Dec. 8—11	32	24—27
Jan. 12—12 ...	32½	24—27
Feb. 9—12	35½	25—28
Mar. 15—12 ...	35½	28—30
Apr. 5—12	38½	30—32
Apr. 26—12....	30½	28
June 30—12 ...26	—26½	21—23
July 26—12 ...27½	—28	22—24
Aug. 30—12 ...28	—28½	25
Sept. 27—12	29½	26
Oct. 30—12	31½	26—28

No Exports This Year.

A singular point is, that although prices have been steadily climbing since early July, there has not been a single package shipped to England whereas last year there was a considerable amount.

This all goes to prove that the consumption of butter in Canada is growing at a much faster pace than the production and that Canada which a few years ago was a big exporter of butter is being turned into an importer. This has been the case during the past year. Apparently Canada needs to give more attention to dairy farming.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 8-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry		0 13
Black currant		0 13
Raspberry		0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss.	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

Only about one Ham in twenty can qualify with Gunns' Quality Maple Leaf Brand, and that one must be lean, smooth skinned, and average 10-14 lbs. With our special trim and cure, the result is a perfect ham, sweet tender and juicy. Specify Maple Leaf Brand when ordering.

Gunns Limited Packers and Refiners **West Toronto**

PON-HONOR
GUNNS
FOOD PRODUCTS
GOVERNMENT INSPECTED

Mince Meat

In preparing "Star Brand" Old English Mince Meat we select only new crop finest fruits, pure spices and choice meats. We make it under the supervision of the inspectors of the Dominion Government, and with the utmost care and cleanliness. We know nothing better can be made, and that you and your customers will like it. Put up in 70 lb., 28 lb., 12 lb. and 5 lb. pails.

F. W. FEARMAN CO.
Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

DUBONNET

TONIC WINE

The Great French Appetizer

DUBONNET Takes place of a Cocktail.
DUBONNET Mixed with Whiskey makes a wonderful Drink.
DUBONNET Mixed with Gin makes a delicious Cocktail.
DUBONNET Taken regularly prolongs life.
DUBONNET Taken with Seltzer makes a most refreshing high-ball.
DUBONNET Good at morning, noon and night.
DUBONNET Made in Paris, France.
DUBONNET Made with the finest Muscatel Wine.
DUBONNET Drank all over the world.
DUBONNET Recognized everywhere as the best.
DUBONNET Is appreciated by all connoisseurs.
DUBONNET Sold by first-class restaurants, bars, dealers and grocers.
DUBONNET Good for children.

DUBONNET

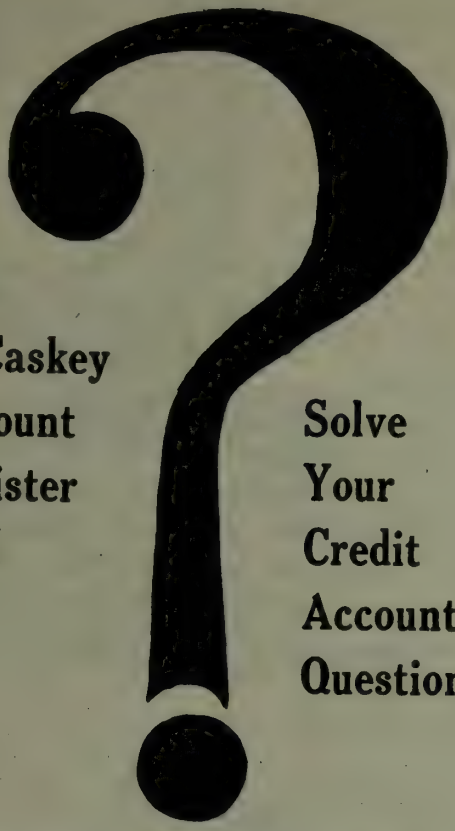
Same as champagne and white wine, must be served very cold. Largest bottle on the market.

L. CHAPUT FILS & CIE., LIMITEE

WHOLESALE IMPORTERS, **Montreal**

SOLE DISTRIBUTORS FOR CANADA.

The Big Credit-Account Question



The McCaskey Account Register Will Solve Your Credit Account Question

The McCaskey Account Register keeps close check on your credit accounts, prevents forgotten charges, misunderstandings, and keeps you in close touch with your delinquents. It facilitates collections, prevents loss, saves worry and night labor, making ledger entries and making out accounts.

The McCaskey Account Register

puts the dealer on the road to success.

Get in line with over 80,000 other wise dealers who are enjoying the advantages and profitableness of the McCaskey Register. Write for fuller information.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England

Feature Lines of Known Repute !

Lines that are backed with the name of a maker who has made a reputation by originating and producing cleansing powders of the highest quality at the most moderate price.

LAWRASON'S

BATH POWDER AND WATER SOFTENER
(Perfumed Antiseptic)

is a line much wanted by the public. It is a necessity in every home. It pays the dealer a liberal profit and sells at a moderate price. Neatly packed in nickeled screw top tins.

LAWRASON'S

SNOWFLAKE AMMONIA

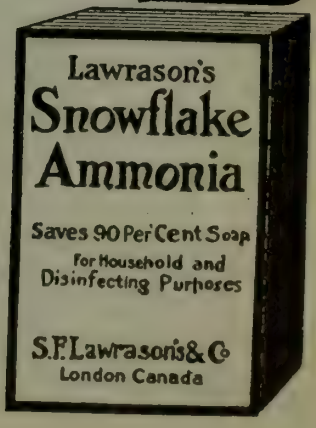
is backed by a **$500 guarantee** that it equals in power any similar powder on the market selling for twice its price.

Need more be said to convince you that these are lines for you to handle?

Write at once

S. F. Lawrason & Co.

LONDON **ONTARIO**



"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 60
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.	
2-lb. tins, 2 doz. in case...	2 55
5-lb. tins, 1 doz. in case...	2 90
10-lb. tins, ½ doz. in case.	2 80
20-lb. tins, ¼ doz. in case.	2 75
Barrels, 700 lbs.	3½
Half barrels, 350	3¾
Quarter barrels, 175	4
Pails, 38½	1 90
" 25 lbs. each	1 35
LILY WHITE CORN SYRUP.	
2-lb. tins, 2 doz. in case...	2 90
5-lb. tins, 1 doz. in case...	3 25
10-lb. tins, ½ doz. in case.	3 15
20-lb. tins, ¼ doz in case.	3 10

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).

2's—2 doz. to case, per doz.	0 93
3's—2 doz. to case	1 45

Winnipeg.	Per doz.
2's—Tins, 2 doz. cases.....	1 20
3's—Tins, 2 doz. cases.....	1 75
5's—Tins, 1 doz. cases.....	3 20
10's—Tins, ½ doz. cases..	5 30
20's—Tins, ¼ doz. cases...	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz....	1 35
3's, 2 doz. case, per doz....	1 95
5's, 1 doz. case, per doz....	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz....	1 60
3's, 2 doz. case, per doz....	2 35
5's, 1 doz. case, per doz....	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case.	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75
H. P.	
H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25
HOLBROOK'S IMPORTED PUNCH SAUCE.	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40
HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.	
6a size, gross	$2 40
2a size, gross	2 50
NUGGET POLISHES.	Doz
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale R't'l	
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale R't'l	
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case. $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

Western Canada Trade Will Make Money For You

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Don't overlook this market

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times.

We will be pleased to handle your account.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays,	175
Shipping Office, -	79
Evaporator, - -	177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

The Probs:

THE probabilities are that again this year the Ripest and Best, New Messina Lemons will be

"St. Nicholas" "Home Guard"

Order them from your wholesaler.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's CONFECTIONERY

Plain Chocolates, Chocolate Creams, Milk and Nut-Milk Chocolate, Clear Gums, Fruit Pastilles, Bright Gums, Crystallized Gums, Toffee and Caramels are all as good as Thorne's "Health" Cocoa, and that's one of the best Cocoas made.

Thorne's Candies are appreciated by the kiddies—"grown ups" too. *You* will appreciate the profit on these lines.

Prices and samples on application to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

ALMERIA GRAPES

The first of the season—Bright, crisp fruit—heavy weights. Just what you want for Thanksgiving Day trade.

CRANBERRIES
GRAPE-FRUIT
CHESTNUTS

ORANGES LEMONS BANANAS
OYSTERS HADDIE FILLETS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

WE ARE CONSTANTLY TELLING YOUR CUSTOMERS JUST WHAT HEINZ QUALITY MEANS IN FOOD PRODUCTS—WHY THE 57 VARIETIES ARE THE FINEST FOODS THAT CAN BE BOUGHT.

Keep in touch with our advertising all over the country and see if you don't think you can turn this publicity to your own profit by keeping a well assorted stock of

Heinz 57 Varieties

always on hand to meet the ever-increasing demand of your customers for pure foods.

H. J. HEINZ COMPANY

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Your Observation Tells You

that profitable goods are the goods that are a little better than the others; goods that turnover quickly and pay you a good profit.

Sterling Brand

Pickles, Relishes, Catsups, Horseradish, Jams, Extracts, Mincemeat, etc., have a quality all their own. We have the facilities to turn out the best, and we make the most of them.

Try Sterling Brand Mincemeat NOW. The sales are larger than ever.

... THE ...

T. A. Lytle Co.
LIMITED

Sterling Road, Toronto, Can.

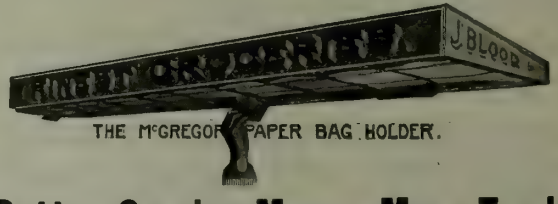
PROCLAIM
THE MERITS OF
SOCLEAN
The original dustless sweeping compound. It destroys moths, brightens rugs, prevents dust. It pays the dealer a good profit and gives the buyer big value for the money.
SOCLEAN, Limited
444 King St. W.
TORONTO ONT.

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

BROOMS
OF
QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The grocer who does not use his spare spaces for display loses a good chance of improving his trade.

Not only are Fels-Naptha cartons easy to attach to each other and to build into forms, but their red and green colors form just the proper color-combination for brightening-up stores.

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL BREAKAST AND SUPPER BEVERAGE FOR ALL WEATHERS.

EPPS'S

Agrees with everybody forming one of the most digestible and nourishing articles of diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering deliacacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto: Manitoba: BUCHANAN & GORDON, Winnipeg
FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

Anchor Brand Flour

is the power behind the cook; brings smiles and gives each one the opportunity to 'make good.'

20

Manfd. by LEITCH BROS. FLOUR MILLS, Oak Lake, Man

When writing to advertisers, kindly mention having seen the ad. in this paper.

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN
Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail bookkeeping.

Send for illustrated booklet or ask for demonstration.

We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot is the best.**

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary,

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN ST. VINCENT, B.W.I.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

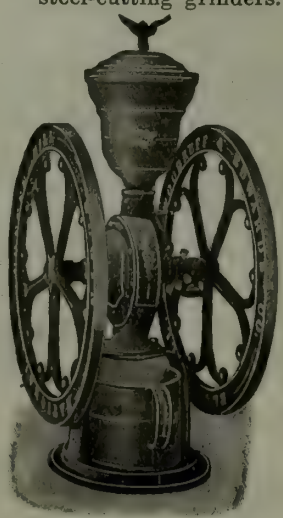
J. MALCOLM & SON
St. George **Ontario**

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following Jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, Ill., U.S.A.

WHAT WOULD PLEASE YOUR CUSTOMERS WOULD PLEASE YOU

PATERSON'S WORCESTERSHIRE SAUCE makes the plainest fare appetizing, and makes delightful to the palate the flavor of Fish, Meat Stews, Soups, Gravies, Curries, Salads, etc., and for this reason pleases so many.

Are you giving it a chance to please your customers and you?

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N. S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

The Hall-Mark of Sardine Superiority

By Special royal permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

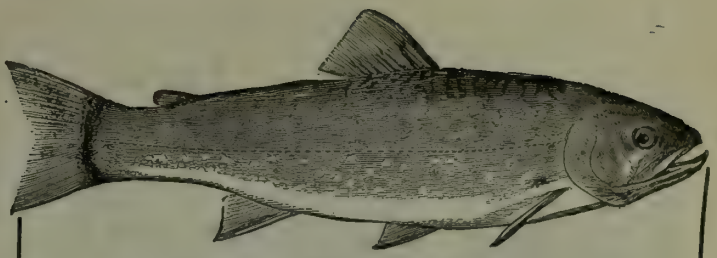
"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario



A Fish Five Minutes from the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.**

The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnson & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Laurentia Non-Perishable Milk is an Absolute Necessity

The only milk that will fill the one great need—

As a reserve milk in the cupboard.

To meet the unforeseen demand.

Such as times:—

When there is no other milk to be had.
When milk is sour or frozen.
Failure or delay in the morning delivery.
Unexpected company or cooking needs.
On Sundays and Holidays.
Before and after store hours.
During inclement weather and no one to send.

Bought from your dealer by the bottle or case, a few bottles always in reserve, on the pantry shelf, like any other household staple, such as raisins, spices, sugar, salt, flavorings, vinegar and other bottled foods, **there should be no more milk trouble or waste.**

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

ANTI-SWEEPING DUST POWDER

ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

ONTARIO AGENTS:
MacLaren Imperial Cheese Co., Limited, Toronto
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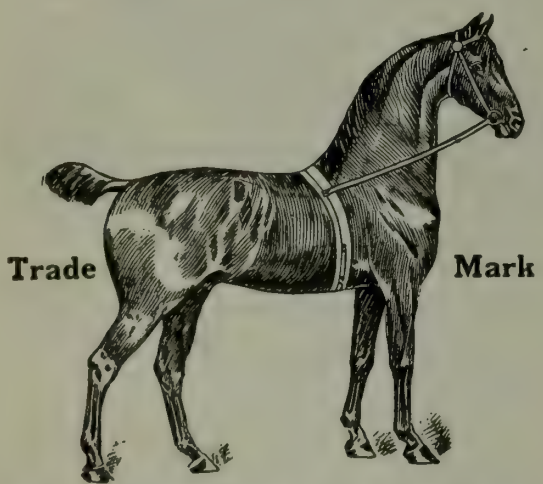


QUINQUINOL

The Original Stock Food

Has the recommendation of the Minister of Agriculture.
Has been awarded three diplomas.
Packed in artistically finished tins.
Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

50 Per Cent. Profit Guaranteed

QUINQUINOL STOCK FOOD CO.
69 St. Timothee St., Montreal

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

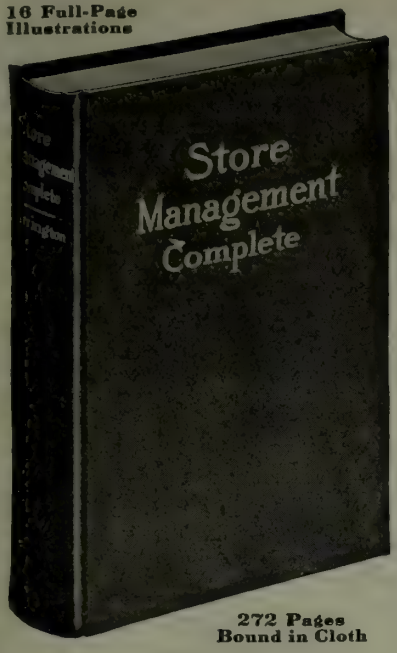
which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW — JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

Master Mason
King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please.*

DROP A LINE

The Rock City Tobacco Co.

Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton. - - - - Ont.

CLASSIFIEDADVERTISING

FOR SALE

BUSINESS FOR SALE—IN GOOD FRENCH town, six miles from Edmunston, N.B. Turnover $15,000 to $20,000 a year among farm community. Write for particulars. H. U. Daigle, St. Jacques, N.B.

YOU NEED GINGER IN YOUR COLLECTing letters, something to make them produce desired effects. It takes time to determine the brand of ginger to use in certain cases. If you secure some of my Collection Letters (typewritten) you would get better results and have more time to devote to other important matters. By the way, how about Typewriter ribbons? S. Brannen, Jr., Fredericton, N.B.

ANCHOVY ESSENCE — HIGHEST GRADE quality, exquisite flavor and magnificent color, warranted genuine and pure, price 70 cents per English Imperial gallon net f.o.b. London. In free barrels. Terms cash after inspection of goods in the Dominion. Write for samples to the packers, J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, England.

ENGLISH SAUCES — SHIPPED IN FREE casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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MISCELLANEOUS

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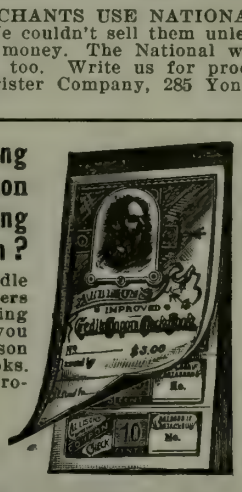
You CAN'T handle credit customers WITHOUT losing money unless you DO use Allison Coupon Books. Thousands of grocers all over America find it mighty profitable to use them.



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BLACK DIAMOND OVENS

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EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
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Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
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We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

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Split Peas
Split Lentils
White Beans
or
Evaporated Apples
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Established 1885.

MacLaren Imperial Cheese Co. Limited
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Agents for Grocers' Specialties and Wholesale Grocery Brokers
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Secure our prices for
Crystal and Muscavado Raw Sugars
before purchasing
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Warehousemen
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FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

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123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles---

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

ESTABLISHED 1849

BRADSTREET'S

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Reputation gained by long years of vigorous, conscientious and successful work.

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TORONTO

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MAPLEINE

The original flavoring similar to maple but not a substitute for maple.

It fills a long felt want.

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L. & B.

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Stand at the very top for high-quality, quick selling ahd profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that make repeat sales and the kind with a reasonable price. L. & B. Banner Brand fills these essentials to the letter, which explains why they are so popular with the majority.

LINDNER & BENNER

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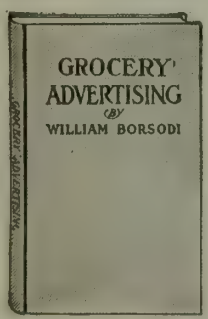
The Amos B. Gordon Co., Toronto, Ont.
Escott & Harmer, Alta.

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

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PRICE POSTPAID $2.00

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Full assortment just arrived including :

Thousands of assorted packages as following:

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36 1 lb. pckgs. to case. Loose 25 & 50 lb. bxs.

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4 Crs. Layers, 28 lbs. F. O. S., 28 lbs.
FINEST SELECTED, 7 lb. and 28 lb. bxs.

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In 1 lb. pkgs. Loose 25 and 50 lb. boxes.

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"Conqueror," "Princess," Countess," "Empress," "Duchess."

In 1 lb. Bundles, 5½ and 22 lb. boxes.

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3 and 4 crowns, in 50 lb. boxes.
"Choice" and **"Fancy"** seeded, in 12 and 16 oz. pkgs.
"Seedless," in 12 oz. pkgs.

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25 lb. boxes. Size from 30-40 to 90-100.

Golden "HALLOWEEN" Dates.

30 1 lb. pkgs. to case. Loose 50 lb. boxes.

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Lemon, Orange and Citron, in 7 lb. boxes.

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Apples, in 25 and 50 lb. boxes.
Apricots, Pears, Peaches, etc., etc., in 25 lb. boxes.

FIGS.

LAYER, in 12 oz., 16 oz. and 10 oz.

GLOVES, UMBRELLA and SQUARE BOXES.

Natural in Bags and Matts.
Send your orders at once, you will be sure of satisfaction.

Write, Phone or Wire:

Laporte, Martin & Cie.

Limitee

Tel. M. 3766 **568 St. Paul Street**

Montreal

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FIRST ARRIVAL OF

Acme
Brand

Registered

New 1912 Shelled Bordeaux Walnuts

For November First Delivery

We can also quote you interesting prices on

No. 1 Broken Walnut Pieces. No. 1 Bordeaux Halves.
No. 1 Chabert Halves.

W. G. Patrick & Co., Limited

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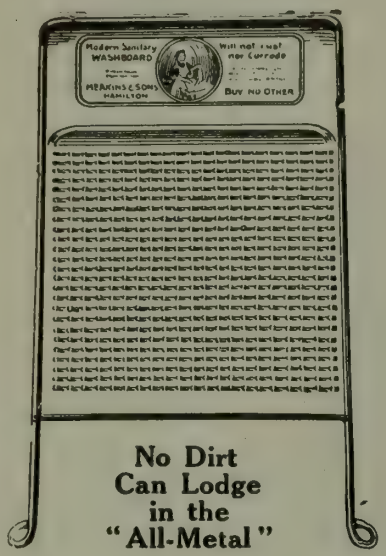
NO WOOD TO WARP---NO JOINTS TO COME APART



No Dirt Can Lodge in the "All-Metal"

Meakin's Sanitary Washboards

are strictly sanitary, all-metal construction and because of their many practical and excellent features they appeal strongly to every woman who has used the old style. They sell on sight.

No nails or worn edged metal facing. It's all in one piece. Write for particulars and prices.

Meakins & Sons
Hamilton Ontario

TRY "KING" COMPOUND JAM

After all it is only fair that you should place a small trial order with us. We have pointed out that King Brand Jams are the highest quality, and a test on your part will prove it.

Can be had either in glass carton, or pail, and will please even the "hard to please," that's a lot.

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS:

John J. Gilmor & Co. Winnipeg
J. Hunter White St. John, N.B.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

Centres under 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER
143-149 University Avenue, Toronto

One FLAG
One NAVY
One SAUCE

HOLBROOKS

¶ If you have any call for a high grade Worcestershire Sauce, all you need is Holbrooks.

¶ It is made in the largest Worcestershire Sauce factory in the world and matured like old wine.

¶ Low priced, rank and tasteless Sauces may attract the cheap bargain-hunting trade, but is it worth while?

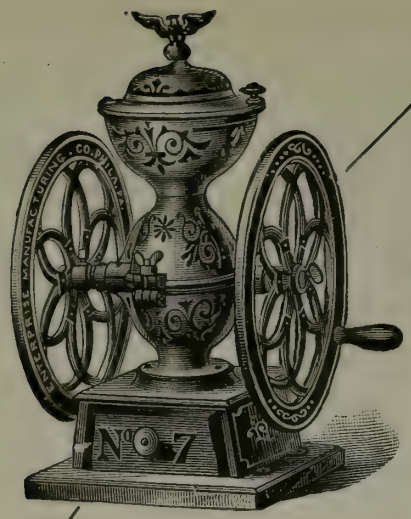
¶ It pays us to advertise it and it will pay you to push it. The margin s good.

HOLBROOKS LIMITED

of Birmingham, England

General Offices for Canada and U.S.A., - - TORONTO, ONT.

Manager, H. Gilbert Nobbs



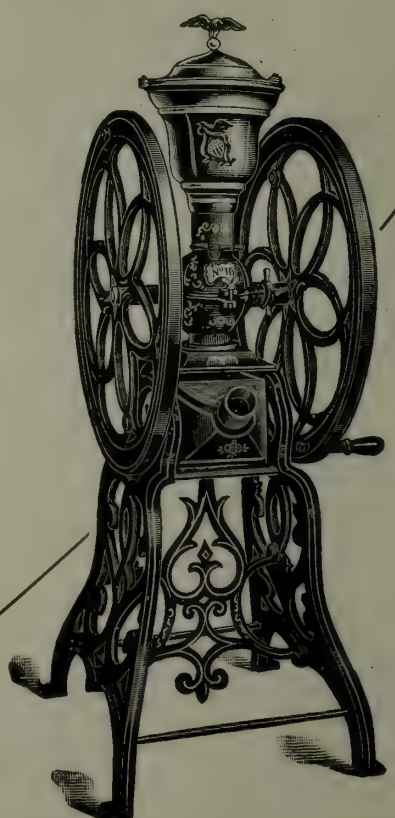
Enterprise Accuracy and Enterprise Quality are in These Coffee Mills

It is best to consider well, in buying a coffee mill for your store, whether there is **character** under the brilliant finish—whether the machine will do the work perfectly and **continue to do it. That is what**

ENTERPRISE Coffee Mills

are made to do. Enterprise Mills are made under our own patents. Expert mechanics make every part. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness you want—every time.

All parts interchangeable. And under our system of manufacture, there cannot be the deviation of the thousandth part of an inch. Replace a part next year—ten years from now—and it fits **exactly.** Strong, staunch, grinders guaranteed equal to steel do the work evenly and perfectly. New grinders can be put in your machine at low cost. The easiest running machines made. Better to be sure of good quality—service—first of all. The name **Enterprise** is your guarantee of both. Let us send you catalogue showing you the line of **Enterprise machines**—many styles in hand and electric power.



There is a maximum service in ENTERPRISE Meat and Food Choppers. The one right cutting principle — four-bladed steel knife revolving against the inner surface of a perforated steel plate. Cuts like shears.

The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia, U.S.A.

21 Murray St.	176 North Dearborn St.	530 Golden Gate Ave.
New York	**Chicago**	**San Francisco, Cal.**

THIS IS THE 1,300th ISSUE OF

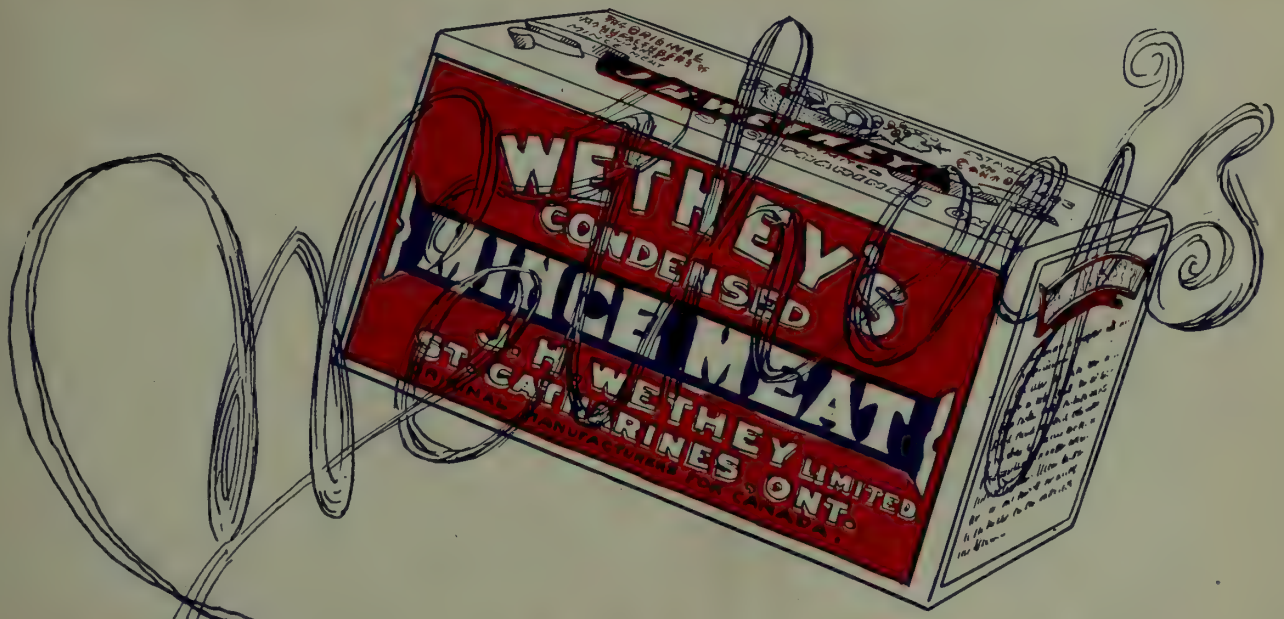
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, NOV. 8, 1912 No. 45

34 Royal Bank Bldg

The Taste That Tickles The Palate



MINCE MEAT

¶ We have Mince Meats to satisfy the most fastidious, as well as those to whom price is a factor.

¶ Our qualities are the standard of excellence in the Mince Meat world, and appeal to all classes.

¶ Wethey's and Mince Meat are synonymous. Your customers know and appreciate it.

¶ Ask your jobber for our goods either in cartons or in bulk. If he cannot supply you, then write to us. Insist on Wethey's.

"ONE TRY SATISFIES"

J. H. Wethey, Limited

ST. CATHARINES
ONT.

THE Grocer has many brands and makes of Jams, Marmalades, etc., from which to select his stock. Some are good and pure, and have the fresh ripe fruit deliciousness — these sell quickly and profitably. Others are adulterated, unsatisfactory, unsalable and unprofitable. Are you handling the profitable kind?

Brigger's Jams and Marmalades

are leaders for purity, fresh fruit deliciousness and quick selling qualities. They pay a good profit and give all around satisfaction. New season's pack now selling—get a stock and feature Brigger's for this Fall and Xmas trade.

W. J. BRIGGER, Hamilton, Ont.

GOOD SALESMEN

prefer to sell a high-grade article because it stays sold—and because it means repeat orders. This is one reason why so many top-notch salesmen like to sell their customers

Codou's

Vermicelli, Macaroni, Spaghetti, Fancy Letters and Figures.

Each one is a specialty with a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose.

There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

"Codou's" is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal **Toronto**

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

Our Second Shipment of

New 1912 Season's

Acme
Brand
Registered

Shelled Bordeaux Walnuts

IS JUST AT HAND

Write at Once for Prices

W. G. Patrick & Co., Limited

IMPORTERS

Toronto Montreal Winnipeg Vancouver

YOUR CUSTOMERS MAY NOT KNOW

The many uses to which Borden's Milk Products can be put. Tell them some of the advantages and delicacies that are possible with these high quality products.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(The Original)

The food qualities of Eagle Brand Condensed Milk

It is the original Condensed Milk, and it has universally gained the distinction as being the standard of its kind. It is especially prepared with scrupulous care for use as an infant food, but at the same time it meets all requirements for general use. Eminently reliable medical tests have proven that Eagle Brand Condensed Milk is a reliable and perfect infant food. It has stood the test for over half a century.

Uses for Reindeer Coffee

Packed in one pound tins, containing milk and sugar. Just the thing for Camping and Excursion Parties, Socials, for the afternoon caller, for Roomers, for a mid-day business lunch, Travellers, in fact it is the most compact, convenient and economical drink for anybody, any time, and any place. There is no waste—can be made at a moment's notice by simply adding boiling water.

(Unsweetened)

To whip St. Charles Brand Evaporated Milk

The large percentage of butter fat or cream in St. Charles Brand permits of satisfactory whipping. To obtain quickest results, have the contents of the can and utensils thoroughly chilled, the colder the better, and whip in a bowl packed in ice, using a flat or coarse wire whipper. Flavor or sweeten.

St. Charles Brand Evaporated Milk (unsweetened), whipped, is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

Branch Office :—No. 2 Arcade Building, Vancouver

Every grocer knows that COWAN'S PERFECTION COCOA is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate, Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is Unsurpassed.

THE COWAN CO.
LIMITED
TORONTO, - ONTARIO

UNITED STATES GOVERNMENT CHIEF CHEMIST

—SAYS—

IF MEAT IS TOO EXPENSIVE

EAT BEANS

BEANS are the BEST SUBSTITUTE FOR BEEF

One should not eat meat anyway more than once daily, depending, of course, upon the physical condition and employment of the Person.

ASK FOR

SIMCOE BAKED BEANS

THE FAMILY SIZE TIN

ARE YOU SELLING FISH?

Do you know that it is one of the best paying lines that you can handle?

You don't have to create a demand for

Canada Brand Pure Boneless Cod

IT SELLS EASILY AND NETS A HANDSOME PROFIT.

BONELESS FISH.

Canada Tablet ..... 20 1 lb. Tablets.	Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Canada Crate ..... 12 2 lb. Boxes.	Mariner Brand .....25 lbs. Bulk.
Canada Strip .....30 lb. Boxes, Whole Strips	Cod Bits .....25 lbs. Bulk.

SKINLESS FISH.

Eastern Fifties ..... 50 lb. Boxes. Eastern Hundreds ..... 100 lb. Boxes.

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

OCEAN BRAND

Haddies **Kippers** **Bloaters**

Are the choicest and fleshiest possible. Get some from your wholesaler.

WRITE

NORTH ATLANTIC FISHERIES, LIMITED

Selling Branch:—47 William Street, MONTREAL

Frost Coming!

Purchase

PEACOCK PICKLES

Before the Frost

MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

"CLUB HOUSE" BRAND SPANISH OLIVES EXCEL!

1. We use only the finest smooth-skinned olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.

"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co.
Limited
London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG

EASILY THE BEST

The BEST for your customer, because they are the BEST in QUALITY. They contain only the highest grade Beans, the purest, choicest, and most delectable Sauces, and the prices are right.

Clark's Pork and Beans

Plain Chili Tomato Sauce

They are the BEST for you, Mr. Grocer, because they are the old established brand which the public KNOWS, and the QUALITY, which they appreciate, makes for REPEAT ORDERS. They are ADVERTISED in a manner calculated to keep in touch with the old friends and to capture the new. You have no difficulty in selling them. The demand is large and steady. YOUR PROFITS CORRESPOND.

W. CLARK
MONTREAL

They Help to Keep the Store Tidy---These 2 and 5 Lb. Sealed Cartons

OF

Redpath

Extra Granulated **SUGAR**

The shelves trimmed with these handsome cartons *invite customers to buy,* while bags or barrels under the counter do not. The cartons also help to give your store that reputation for being fastidiously clean and strictly up-to-date, which is such a valuable asset in attracting the best trade.

The Canada Sugar Refining Co.

MONTREAL LIMITED

MR. GROCER!

Investigate the merits of the new

"WALKER" Refrigerator Counter

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co., LIMITED

Berlin, Ontario

REPRESENTATIVES,—
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

Lovell's Bag and Packet Machinery Limited, London, Eng.

TAKE OFF YOUR HAT to the trade of the West

This trade cannot be overlooked, and Eastern manufacturers are beginning to recognize its importance. They are catering to it; are you?

McKelvie & Stirrett is the oldest commission house in Alberta, and being well known, are booked up to handling live and reliable lines. Let us handle yours for this section.

We are now agents for such firms as these:—Armour & Co., Knight Sugar Co., Wethey's Mince Meats, Dominion Match Co., Evered & Co. (Brass Goods), E. D. Smith, Dominion Salt Co., A. & R. Loggie, Twyfords, Ltd. (Sanitary Goods).

WRITE TO-DAY FOR TERMS.

McKelvie & Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta. EDMONTON, Alta.

HOLLAND RUSK

GOOD ALL DAY

Good—For Breakfast — Lunch—Dinner.
Good—Just Buttered.
Good—With Cheese.
Good—With Jelly.
Good—With Jam.
Good—With Milk or Cream.
Good—With a Poached Egg.
Good—With Strawberries, Blackberries, Peaches, sliced Bananas, or any other fruit, either fresh or canned.
Good—With Coffee or Tea.
Good—With Cocoa or Chocolate.
Good—With Soup or Salad.
Good—With Welsh Rarebit.
Good—With any Chafing Dish Receipt.
Good—With Hot Milk in cold weather.
Good—As a Milk Toast.
Good—For Pudding.
Good—With Oyster Roast.
Good—With Fried Tomato and Poached Eggs.
Good—In a HUNDRED Different ways.
Good—For Infants.
Good—For Growing Children.
Good—For every member of the family.

Good in one hundred ways.

Its wide adaptibility and usefulness makes it the most practical and economical food known.

Made of the most nutritious ingredients—eggs, milk, butter, sugar, flour and delicious Dutch flavoring.

Remember!

There is only **ONE HOLLAND RUSK** and but **ONE THING** like it—"more."

HOLLAND RUSK CO.
Holland, Mich.

Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a **fast seller.** Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

HOLLAND RUSK COMPANY

HOLLAND, MICHIGAN

Valuable premium coupons in every package increases sales. Send for list of gifts.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

SELLING ARGUMENTS

There are selling arguments that are good and there are selling arguments that are better.

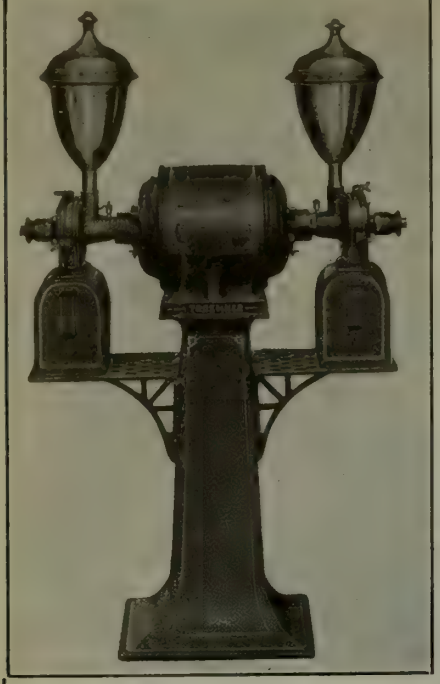
In reply to enquiries from the consumer, we have found that it is much more effective to quote oysters in pints, rather than quarts. In years gone by oysters were handled very differently from what they are now. The consumer feels that the price has been advanced, but the value they receive for their money at this time is greater than that which they received ten years ago; that is, they are receiving more solids or actual food properties. The family that required a quart of oysters under the methods that prevailed a few years ago, will only require a pint under the present methods, and will really obtain more satisfaction. There, of course, continues to be more or less watering of oysters, but this method is wrong, and will, as a natural result, be its own undoing. How often the consumer purchases oysters, depends entirely upon the satisfaction obtained in eating them, with the result that it is up to every dealer to put the oysters out in the best possible condition, and obtain a price that will afford his doing so. Obtain the best oysters possible, put them out in the best possible condition, and the trouble of getting a price for your stock will be pretty well taken care of.

We can supply you with the necessary quality; the rest of it is up to you. COAST SEALED oysters stand for more with Canadian trade to-day than all other brands combined.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

CONNECTICUT OYSTER CO.

50 JARVIS STREET TORONTO



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemner Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc.

Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,
LIMITED
GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose. 312 Water St., Vancouver.

THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. **"Litster's" means purity** and **satisfaction for your customers** and **satisfactory profits to you.**

Half-Minute Puddings,
Jellies,
Custards, Salad Dressings
(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

The Queen of Blends

Roasted by our special process, our Coffee has a delicious flavor and aroma, which ensures it an appetizing beverage.

The Coffee Bean is selected from the choicest growths of the world's finest coffee fields and our own famous blend.

Trade Mark of Quality

Sweetheart Brand Coffee

A few of our lines:—

SWEETHEART BAKING POWDER
SWEETHEART EXTRACT SWEETHEART JELLY
SWEETHEART MUSTARD

IXL Spice and Coffee Mills
Limited
London, Ontario

The Largest Apples

are always at the top of the barrel, because appearances count in selling. Tempting a buyer is largely a matter of appearance; the right article at the right price, rightly displayed. You never know how many

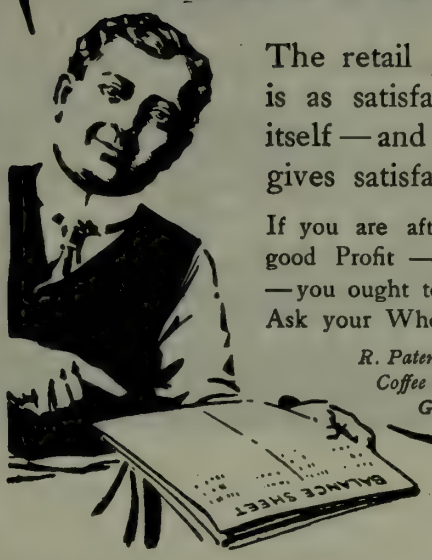
GIPSY STOVE GLOSS

sales have been lost till you keep it handy, prominent. Plan to have it where she'll see it.

HARGREAVES BROS. & CO., LTD.,
HULL, England.
Agents for ONTARIO
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

Profits!

'CAMP' COFFEE



The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp *always* gives satisfaction.

If you are after good Coffee—good Profit — good Customers—you ought to be after 'Camp' Ask your Wholesaler.

R. Paterson & Sons,
Coffee Specialists,
Glasgow

Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

It is rightly named, because it consists exclusively of fine dry, even crystals, free from all foreign substances.

It is pure—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.
MOORETOWN, ONTARIO

WARNING!

[CRESCENT BM&Co TRADE MARK. BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

WHITE SWAN YEAST CAKES

WILL PRODUCE WHITER, LIGHTER AND SWEETER BREAD THAN ANY YEAST SOLD IN CANADA

THAT'S WHY THEY

GIVE BEST RESULTS

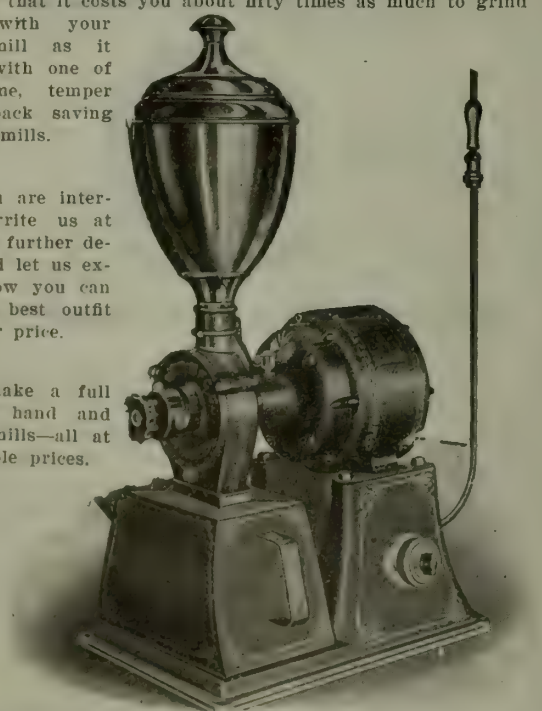
ORDER FROM YOUR WHOLESALER ANYWHERE IN CANADA

Reduce Coffee Costs

by installing a Coles Electric Mill. Did you ever stop to consider that it costs you about fifty times as much to grind coffee with your hand mill as it would with one of our time, temper and back saving electric mills.

If you are interested, write us at once for further details and let us explain how you can get the best outfit at a fair price.

We make a full line of hand and power mills—all at reasonable prices.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; I. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent.

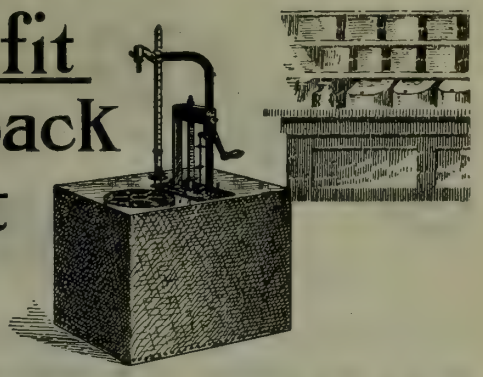
NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G. PATRICK & Co.

St. Paul St., Montreal.
York St., Toronto.

"That Bowser Outfit has paid me back Every Cent it Cost"



There are 750,000 BOWSER OIL TANKS in use to-day. Why? Because **they pay!** If you sell oil from an old-style tank you **lose money** in waste of oil and the damage it does to other articles, and you're **paying the price** of a

BOWSER
SELF-MEASURING OIL TANK

without having it. You have only an oil "nuisance" instead of an oil "business." The BOWSER OUTFIT does away with the measure and funnels; you simply hang the customer's can on the nozzle and pump the desired amount. As soon as pumping stops an automatic cut-off checks the flow of oil and prevents dripping. If you fill an odd measure the indicator shows you what to charge. No waste of oil or time. No dirty oil-soaked floors. No need to run down cellar nor to a back room to draw oil, because the BOWSER OUTFIT is so clean it can be kept in the most convenient part of the store. Write us for complete catalogue No. 222, and full information—Free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., **Toronto, Ont.**

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

THIS FIXTURE PAYS FOR ITSELF

in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET, - - ANDERSON, IND. U.S.A.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices. Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00

Losses Paid Since Organization of the Company, over - $55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

Incorporated A.D. 1833

HEAD OFFICE, TORONTO
(FIRE ASSURANCE)

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager

Assets over - - - - - - $ 2,000,000.00
Losses paid since organization over - 35,000,000.00

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto
25 Canada Life Building, Montreal.

25-LB. BAGS

St. Lawrence Granulated

In 25-lb. bags, 4 bags in a sack, is a very useful package, handy for Merchants and a convenient size for Consumers, and cannot be controlled by fluctuations of price.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

This is the Season For

James Dome Black Lead

Keep your stock well sorted up. The demand throughout the country is increasing.

The Home market for

JAPAN TEA

is just about closing---quality and price have been particularly attractive this season and in consequence stocks in first hands are unusually small at this period.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East
LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

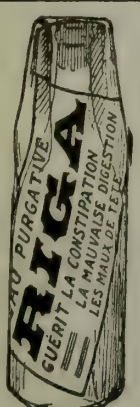
For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - - N. B.



50% PROFIT GUARANTEED

Riga Water

sells the year round

A most pleasant beverage and purgative water that invigorates the system and produces the buoyancy of good health.
Cures Constipation and all Stomach troubles.

Strongly Recommended by the Medical Board

WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese
29 and 31 William St. - MONTREAL

PRESERVED PURITY

Purity is a strong selling point in favor of E. D. S. Jams, Jellies, Marmalades, etc.
Factory made Jams always receive the most severe criticism, and if they are not absolutely pure and come up to the high quality mark they are not wanted. The people pay good money and want good Jam. The dealer who does not handle goods of the highest quality and purity is a sure loser.
The masses appreciate E. D. S. Quality and Purity. E. D. S. products have the approval of the Government inspector for purity.

Made only by

E. D. SMITH
WINONA :: ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

LIVE CURED FISH

ALL Canadian sardines are caught in the famous Passamaquoddy Bay.

FREQUENTLY all packers obtain fish from the same weir at the same time.

SUPERIOR Quality is therefore dependent upon Superior Methods.

GOLDEN RULE
SARDINES
ARE ALL LIVE CURED

That is—The holds of all our boats are equipped with sanitary brining tanks, so that the fish come,

RIGHT OUT OF THE OCEAN INTO THE BRINE—ALL ALIVE.

Thus we bring our factory to the fish in place of the fish to our factory.

You do not need to be a fisherman to appreciate this advantage.

IT MAKES THE FISH LOOK BETTER—TASTE BETTER—SELL BETTER.

McDonald Packing Company
FAIRHAVEN, N.B.

The spotless plant—and the largest in Canada exclusively devoted to Sardines.

AGENTS:

Vancouver—Oppenheimer Bros.
Calgary—H. Donkin & Co.
Edmonton—D. J. McLeod.
Winnipeg—G. B. Thompson.
London—Geo. H. Gillespie.
Hamilton—J. W. Bickle & Greening.
Toronto—Wallace Anderson.
Kingston—James Craig.
Ottawa—D. Stewart Robertson & Sons.
Montreal—J. W. Windsor.
Quebec—Albert Dunn.
Halifax—C. E. Creighton & Son.

39 Years Established

MINTO BROS. have the enviable record of serving the merchants with high quality Teas for 39 years. Do you not think with the experience we have had in catering to your requirements, that we can increase your tea department? All we ask is that you send us an enquiry for anything you may be requiring in the tea and coffee line, and we will show you by comparison that we can materially increase your sales. We handle exclusively Tea and Coffee. All our experience and energies are devoted on these lines, so that you can readily understand, MR. GROCER, that we can give you the best values for the least money, and what is more important, can give you the same standard teas all the year round.

Can you not see wherein you can save money? Kindly phone, wire or write us for samples at our expense. Also include an order for the greatest packet tea on the market.

"MELAGAMA"

MINTO BROS., 45 FRONT ST. EAST **TORONTO**

There is Call

for the use of **SNAP Hand Cleaner** every hour of every day in the office, factory and home.

SNAP HAND CLEANER

removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited
Montreal, Quebec

A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

Hamilton, Nov. 4th, 1912

Currants---

Market is likely to advance owing to War Trouble in Europe. We have just received 3 carloads per SS. Bellona, fine quality, loosely packed, Filiatra Currants, which we offer at **6½**c. per pound F.O.B. Hamilton.

Valencia Raisins---

Finest selected, good sound fruit, at 7½c per pound for prompt shipment F.O.B. Hamilton.

Canned Salmon---

We have 1 carload to offer at **95**c. per dozen, in 5 Case lots and over, choice quality Pink, 1 pound tall tins, 4 dozen to the case, net cash, F.O.B. Hamilton.

We can deliver the goods advertised promptly.

We attribute the large increase in our business to the values we have to offer. Orders per mail and telephone receive special attention.

Robert Simpson & Co.,

Wholesale Grocers and Importers of Teas, Coffees and Spices,

29-31 Charles St., Hamilton, Ont.

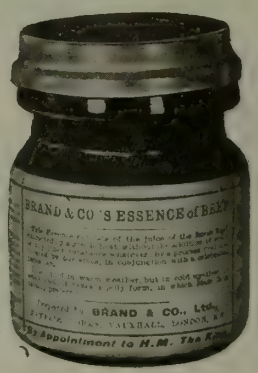
BOUILLON Season is Here

You can fill the want of your custom for a stimulating and invigorating, as well as healthful drink at this season of the year by selling them

BRAND'S BEEF BOUILLON

Contains the fullest nutritive qualities, and is made from the best materials, in a cheap and portable form.

BRAND'S ESSENCE OF BEEF



consists solely of the juice of the finest meats, without the addition of water or of any other substance, very nutritious. Essence of Beef is best taken cold.

Brand's Specialties make a favorable, lasting impression wherever introduced.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

You will put your hand on Money

if you make a feature of **Lawrason's Snowflake Ammonia** and **Lawrason's Snowflake Bath Powder.** These two moderate priced household necessities have proven big sellers by reason of their effective cleansing and water softening powers.

Lawrason's Snowflake Ammonia is backed by a guarantee of $500 that it equals in cleansing power any similar powder on the market selling for twice the price.

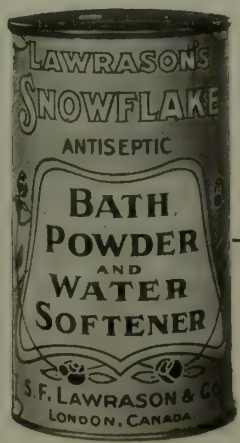
Lawrason's Snowflake Bath Powder is a boon to the city dweller. It is perfumed and antiseptic, and is unequalled for softening hard water. Packed in neat green and red lithographed tins, with nickeled top.

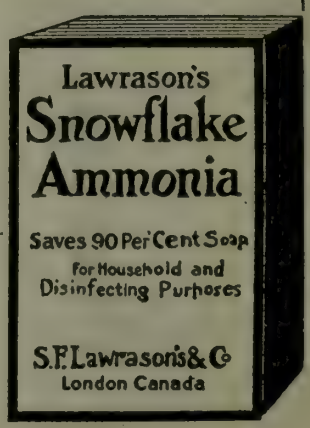
Lawrason's are the lines for you to handle.

Write at once

S. F. Lawrason & Co.

LONDON **ONTARIO**





Why Red Rose Wins

Chiefly, because so many merchants seem to appreciate the quality and true value of Red Rose Tea more than they ever have before—seem to realize that the quality of a pound of tea depends on the price they pay almost as much as the quality of butter or flour depends on the price, and they feel safe in recommending a tea that has **made good.**

This is, of course, as it should be. In quality — real value — is **where Red Rose always wins.** Nothing but quality will stand the rude jolts of unfavorable market conditions and unfair or reckless competition.

T. H. ESTABROOKS CO., LIMITED
7 Front St. E., :-: Toronto, Ont.

VINEGAR

APPLES

160,000 barrels from our own orchards.

Choice eating apples for domestic and export use, supplied in any quantities.

A vinegar without a rival. A PURE APPLE-JUICE Vinegar, made in a model factory under expert supervision. It is a vinegar that pleases every user.

SUN GOLD VINEGAR is a business builder. Housewives insist on having that and no other. Moreover, it is a profitable vinegar to handle. Dealing direct with the trade, our prices are exceptionally low.

Many dealers have placed their order for a year's supply —how about you? The prices we quoted them we will quote you. Get in on them. Write to-day.

P.S.—Our prices of new cider and apples in any quantities are equally interesting.

CIDER

Sun Gold Cider

Is unfermented and free from alcohol.

This year's products in casks and barrels.

The National Land Fruit and Packing Co., Limited

Sales Dept., 1-3 Scott Street, TORONTO

Factory and Cider Mill: MIMICO, ONT.

Good Tea Brings Good Trade

Nothing attracts and holds Trade like **Good Tea** at **Popular Prices.**

The number and frequency of **Repeat Orders** on our High Class Blends, proves the wisdom of pushing Good Tea.

Our rich mellow blends, uniform in quality and flavor are bringing **Good Trade** to our customers in all parts of **the Dominion.**

Push your 40 cent Tea.

Our Blend

Star

Beats in Quality any 40c. Tea in packages on the market.

English Breakfast Tea at 27 cents

will please your customers and bring trade to your store. Our guarantee holds.

Complete satisfaction or return at our expense.

Freight paid on 100 lbs. and over in Ontario.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

. F. EBY, President **Toronto, Canada** **HUGH BLAIN, Vice-President**

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

"SALADA"
41 Eastcheap, London, Eng.

"SALADA"
TORONTO

"SALADA"
198 W. Broadway, New York

"A Want-More FASCINATION"

Is what is making the sales of Cairns' Scotch Jams forge ahead so rapidly. They have the full, natural flavor of the fresh fruit, being most carefully selected and prepared. Royalty appreciates Cairns' Jams, Jellies and Marmalades, and so will your customers. Profit by selling the best.

CAIRN'S JAMS

ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

GUARANTEE OF PURITY

Baking Powder, Spices, Coffee, must be of highest quality. You cannot take chances upon them, for if you do you will lose customers. If you look for the trade mark—PRINCE OF WALES—on all of these lines you undertake to handle you will be securing the purest and best for your customers. It is on our

Baking Powder	Flavoring Extracts	Cloves
Cream Tartar	White Pepper	Gingers
Icing Powder	Black Pepper	Nutmegs
Club Health Salts	Allspice	

CLUB JELLY POWDERS. Put in a few of these packages. Tell your customers that you have a "Double Event" proposition for them. There is a custard powder along with the jelly in each package. They will surely purchase.

We supply spices whole or ground. Over 50 years' experience. Deal with an old-established, reliable firm and be sure of what you are getting.

We are manufacturers of CORKS and CAPSULES also.

S. H. EWING & SONS

MONTREAL TORONTO

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL. 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

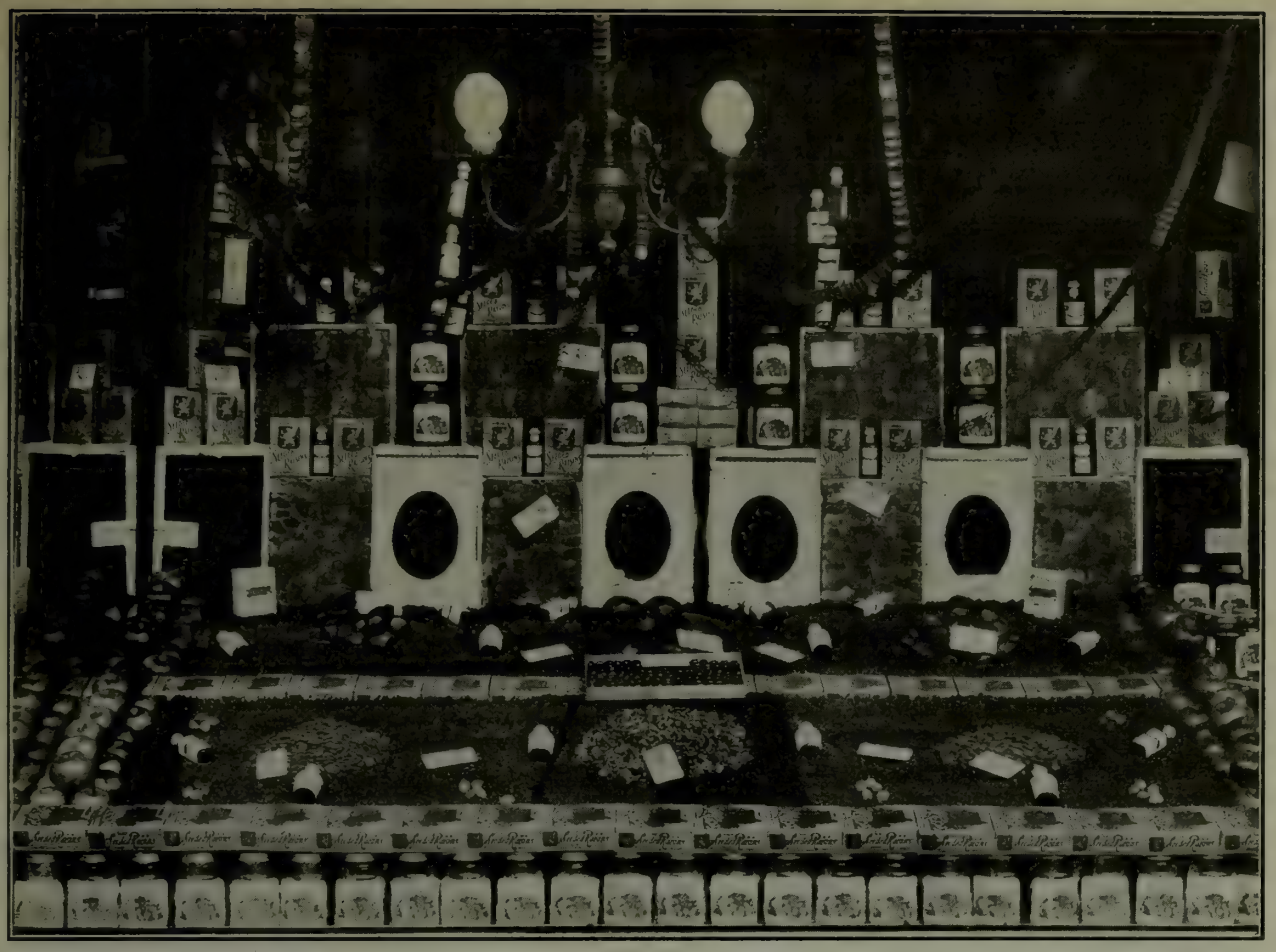
Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it —and prove a steady source of profit to you.

The Demand is There—You Simply Have to Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



Suggestion for an early Christmas Baking Material Display. This was shown last year by Bruce and Sanderson, of Toronto.

Catching Eye of "Looking Around" People

One of the Functions of the Early Christmas Baking Material Window—An Attractive Dried Fruit, Extract and Nut Window That Could be Used to Advantage With Arrival of First New Season's Goods—Addition of Couple of Display Cards Helpful.

"We are just looking around."

How frequently is such a statement heard in the retail store! People come in to look around. They do not purchase everything they see, but sooner or later such "lookers" draw forth their pocket books to buy something observed.

Herein lies a suggestion for the grocer. Show just as many goods that will stand showing, as possible, and show them in a manner that they will sell themselves.

New Goods Should be Shown.

With the autumn season, nearing an end, people are looking forward to Christmas and as soon as Christmas goods arrive they should be displayed. The window is the place where they will be looked at and if the importance of buying early is clearly emphasized, goodly quantities will be sold.

The above display should be made a splendid early seller of Christmas baking material. It was one shown by Bruce & Sanderson, Parliament street, Toronto, last year and as may be judged from the appearance, sold considerable goods. In the background are some tissue paper decorations neatly draped about the chandelier. Below these are boxes of figs and prunes on end so that the fruit faces the front. Arranged among these are packages of seeded raisins, bottles of flavoring extracts and of strawberry jam. Flavoring extracts, too, may be seen hung with string from the ceiling.

The orderly arrangements of fruits peels, and nuts on the floor of the window should be closely observed. To the front next the glass is a row of bottled preserved fruit on top of which has been placed a line of package raisins, end to end. The window is flanked on either side by rows of apples. On the floor towards the front is a pile of shelled walnuts in the centre, and a pyramid of shelled almonds to the right and left. These nuts are joined together by a spreading of currants, the display being dotted here and there with bottles of flavoring extract and nutmeg.

The rear half of the floor shows icing sugar in packages, piles of peel, and flavoring extracts on a floor of raisins. Liberal use has been made of price tickets as Bruce & Sanderson are firm believers in their value.

Introduce Some Show Cards.

Retail grocers could easily make such a window as the above quite profitable just as soon as the new dried fruits come in. By the addition of a couple of show cards bearing inscriptions such as "Season's First Dried Fruits," and "Always best for the Christmas Baking," the bulk of the best trade could be sold.

The experiment is worth while attempting. The "just looking around" people will frequently succumb to the selling power of such a display.

Ontario R.G.A. to Petition Governments

Federal Legislators Will be Asked to Change Weights and Measures Law and Sir James the Law Respecting Garnishment of Wages—Petitions Already Drawn Up and Signed by Many—New Members Added From Steelton, Sault Ste Marie and Ingersoll, Among Them Being Two Women.

The autumn work of the Ontario Retail Grocers' Association is proceeding in a favorable maner. In addition, to adding many new names to the membership list of the provincial body, things are gradually being got into shape to bring about several of the desired objects of the association. Secretary Wm. C .Miller, of Toronto, reports he is receiving splendid encouragement from the several sections of the province and preparations are now being made to descend upon both the Dominion and Provincial legislators with their demands for amendments, to some of the laws affecting the trade which are at present considered unfair.

An Amendment Long Sought.

One of the important aims at the present time is to secure an amendment to the Scale Inspection Act, which is considered a gross injustice to the merchant. The association claims that since scale inspection is in the interests of the general public, like other similar inspections, it should be paid for by the government. At present, the grocer has to pay it, whether his scales prove to be correct or not. As the Dominion House opens on Nov. 21, this matter is being rapidly pushed forward. The London and Ingersoll associations have already signed a petition to the Government and other towns and cities are now doing so. These will all be forwarded to the secretary of the Ontario association who will combine them and send them on to the House of Commons.

Here is a copy of the petition re the Scale Inspection Act that is being signed by several of the associations:—

To The Right Honorable R. L. Borden,
Premier of the Dominion of Canada,
And the other members of the
House of Commons.

"We, the undersigned merchants of the city of ( ), hereby humbly and respectfully petition your honorable body for the amendment of the Weights and Measures Act, R.S.C., Chapter 52, Sections 54 and 56, and the regulations passed by the Governor-in-Council under said Act, in order that the fees now payable to the inspector by the merchants whose weights and measures are inspected, shall henceforth be borne by the Government, inasmuch as the inspection is for the protection of the public, and not the merchants; and in most instances the weights and measures are found to be standard, and in general the payment of the fee becomes a hardship to the merchant."

Petition Re Garnishee Law.

Another desired amendment that is rapidly taking head is that to the Garnishee Law, an Ontario enactment which is considered far from fair to the merchants. A petition in respect to this amendment is being signed by local associations and forwarded to Provincial Secretary Wm. C. Miller, Toronto. It is the desire of the Ontario association to get as many of these individual petitions from the associations of the different towns and cities as possible. In those towns where there are no active associations, petitions signed by as many of the merchants as possible will be welcomed as they will materially add to the strength of the association's demands when they are made to the legislative body. "Even if there should be only one merchant in a town or community," says Secretary Miller, "if he will write endorsing the amendments, it will help us."

Here is the petition re garnishment:—

To Sir James Whitney,
Premier of the Province of Ontario,
And the other members of the
Legislative Assembly.

"We, the undersigned merchants of the city of ( ), humbly and respectfully petition your honorable body for the amendment of section 146 of the Division Court Chapter 32-10, Edward VII. and section 7, sub-section 1 and 2 of the Wages Act, chapter 72-10, Edward VII., in order that debts due by mechanics, workmen, laborers, servants, clerks or employes for, or in respect of their wages, may be seized, garnisheed, or attached all over the sum of ten dollars, instead of twenty-five, as the said sections now read.

"Under the present state of the law your petitioners are practically deprived of the value of the process of garnishment, as wages are in nearly almost all cases paid weekly, leaving no excess to which recourse can be had."

Not only are the desired amendments to both the Weights and Measures Act and the Garnishee Law of interest to the grocers but to all classes of merchant, no matter what lines they may be selling, and in signing the petition, the names of many others besides grocers may be secured.

Women Joining the Association.

Different towns in Ontario, according to advices from the secretary, are gradually giving their support to the Ontario Association. C. O. Weldon, secretary of the Steelton, Ont. Grocers' Association this week forwarded the membership fees for nine of the local grocers. They are Lash & Co., G. J. Saunders, A. E. Wade, Jno. Muncaster, A. Brouillard, W. A. Stonehouse, of Steelton, and Mrs. M. A. Barry, Miss E. A. Quigley and R. McMeeking, of Soo Ste Marie West. Among the names will be found those of two women, the first feminine members to send in their fees to the Ontario body.

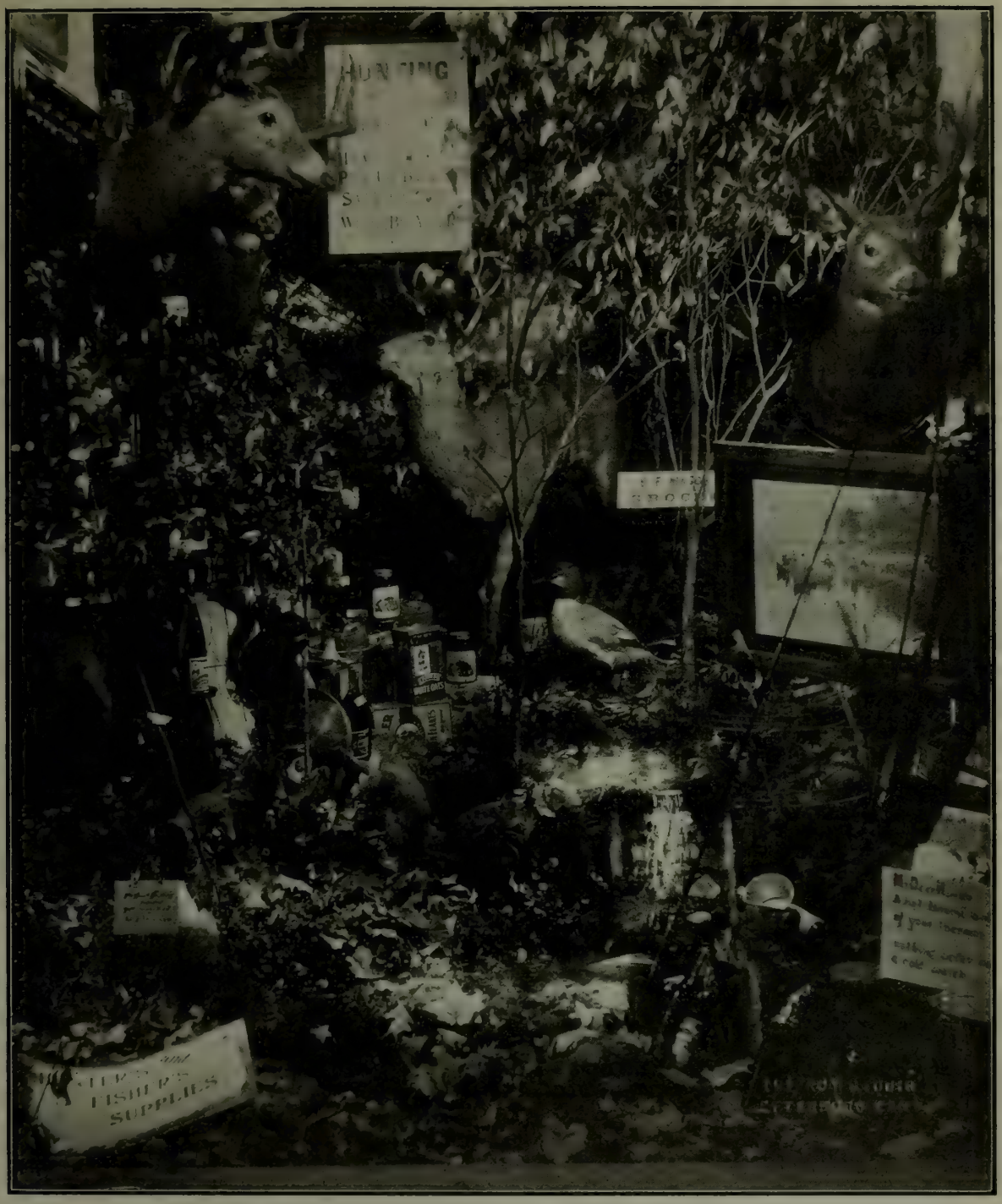
Jno. Scott, of Woodstock, a member of the executive and President John Diprose of the London association recently visited Ingersoll and although there is no active organization there, they succeeded in enlisting the following grocers:—McLeod & McBain, McDougall & Son, W. J. Hogarth, A. J. Dyer, Buchanan Bros., S. M. Fleet, C. H. Crawford, R Stuart, M Tanner.

A considerable number of new memers are expected before the end of the year.

THE GROCER'S CHRISTMAS CONTESTS.

Place your Christmas window display in The Canadian Grocer's contest. Last year $20 were distributed among the winners and this year a similar amount has been set aside. Cities and towns over 10,000 population are placed in class 1 and all centres under that population in class 2, so that all stores have a fighting chance to win a prize. Winners in each case receive $5, $3 and $2 respectively. Apart from securing a prize, the window trimmer who decides now to compete is going to be greatly helped in his work of dressing windows. He will have a better display because he will plan ahead and will continually be on the look out for new ideas. If the dealer himself does not attend to the dressing of the window, let him suggest to his clerk at once that he enter the race. The contest closes on December 31, on or before which date all photographs should be mailed to The Grocer. The only conditions are that the window be dressed by the dealer or one or more of his clerks and that Christmas goods be used. Any number of windows can be submitted.

There is also a newspaper advertisment competition. When the Christmas ad. has appeared in the newspaper clip it out and send it along. If several appear, send them all and the best one will be used by the judges. The first prize in this contest is $3 and the second $2. Make your decision to enter now.



AN ELABORATE WINDOW DISPLAY

The above hunting window was shown by E. F. Mason, a Peterborough, Ont., grocer. It is dressed well back into the store, about twelve feet from glass, with a gradual slope upwards and with a background of evergreens, in front of which stands a large deer looking through the underbrush of trees on one side. To the front are the hunter's grocery supplies and cooking utensils, and to the right a small pool of running water which flows down the incline and over a small fall to a larger pool eight inches deep, six feet long and two and a half wide with stone and gravel bottom. Around the banks or edges of water are moss-covered stones and autumn leaves. The tufts of grass anl logs. This all tended to make a realistic scene and easily attracted the eyes of all passersby and not merely the hunter.

On one old log stand two rifles and two fishing rods leaning toward corner of window. In front of the log is a large bottle of a meat extract and a Thermos bottle with a sign which reads "Mr. Deer-Hunter—A hot drink out of your thermos. Nothing better on a cold watch." Some ducks, and grey and black squirrels are also in the window, with several mounted deer heads higher up. Three large photos of different hunting parties are seen.

This window certainly attracted a great deal of attention and sold considerable goods. This is a display that might well be placed on file by every window trimmer for suggestions another year.

The CANADIAN GROCER

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John Bayne MacLean - - President.

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TORONTO, NOV. 8, 1912

LOWER FLOUR PRICES.

Prices on Manitoba flour have been reduced 20 cents per barrel in Eastern Canada this week. There has now been a general reduction all over Canada, in keeping with values on new crop wheat, but the amount of the reduction has not been same in all sections.

Three weeks ago, prices in the West were lowered, some mills going down 30 cents per barrel and others 50 cents. Since then a reduction of 50 cents per barrel from former prices has become about general.

Prices in Eastern Canada were expected to drop some time ago, but the Balkan trouble gave cause for delay as it was argued that there was no use in reducing prices until the outlook became more definite. This week, a decline of 20 cents per barrel was announced.

A larger reduction than this was anticipated in some quarters. Prices in the West were lowered by more. Millers argue that the West was on a higher basis and could afford to come down. This is true to some extent, but present prices in the East are on the same level as a year ago, while those in the West are 20 cents per barrel lower.

For this reason it would seem as if Eastern prices should later see another reduction to put them on a par with Western figures. Some dealers think this quite possible.

SERIOUS ROT AMONG POTATOES.

There is bound to be a heavy loss this year from rotten potatoes in Ontario. A Grocer representative recently visited different farming communities and saw the pits and cellars where potatoes were stored, and in every case but one, he would estimate the rot at anywhere between 30 and 50 per cent. This does not include the rotten potatoes discarded when the fields were dug, as there, a great many more could be seen which had never been picked.

The cause of the rot was of course the rainy weather which was most favorable to the development of blight. From reports received practically all low lying land and even heavy high fields in Ontario have been affected. Sandy soil has been more fortunate but it was not entirely immune from the rot.

Potatoes in Ontario were one of the heaviest crops in years and to make matters worse, the big tubers are, as a general rule, the ones that have been and are being attacked. Earlier in the season rot was reported in New Brunswick stock but recently few complaints have been heard and shipments are now coming to Upper Canada.

Last year potatoes were exceedingly scarce and high and from all appearances prices this winter will again be high even in face of heavy crops. If the percentage of good potatoes is to be reduced one half, they certainly will not be as low as has been generally expected.

BACKBONE AND TACT NEEDED.

If a merchant knows he is buying inferior eggs from a country customer, but pays that person as much as if the eggs were fresh, he places himself in the same category as the dealer who slashes prices just because he thinks the man across the road will do so if he doesn't. Each of them lacks the backbone necessary to the man in business. They seldom or never attain a high degree of success because they pay too much attention to other people's business and not enough to their own.

In last week's issue a letter appeared from a Grocer reader on why stale eggs continue to be marketed. He pointed out that as long as one dealer was suspicious of what a competitor was doing or would do, just so long would the bad egg pass the sentinels and get out on to the market.

If a merchant doesn't know he is accepting inferior eggs for new laids, he should make certain that he does know by candling them. All that is required afterwards is backbone to decide to pay only for the quality received, and tact to show the farmer why he cannot be paid. full market price. When every first hand egg buyer does this, egg shrinkage will gradually disappear.

ARROWROOT PRICES AND IMPORTS.

Arrowroot is one of the latest grocery articles to show an upward move in prices. Owing to the heavy demand from England, where arrowroot is an essential to many industries, prices in the producing countries have been advanced and values in Canada have accordingly been affected.

One source of information says that the price has raised about 55 per cent., prices in St. Vincent, B.W.I., the chief country of growth, having been advanced two and three-eighths cents per pound.

Besides meaning considerable to biscuit manufacturers who use this line, that which the grocer sells is also affected.

The imports of arrowroot into Canada during the past few years have shown a substantial increase. Imports which in 1905 amounted to 30,292 had grown in 1910 to 58,710 pounds and in 1911 to 67,096 pounds.

FILING GOOD CHRISTMAS DISPLAYS.

The Grocer has recently been running a number of splendid Christmas window displays shown by retailers last year. Now that the time is again rolling around when the Christmas display of dried fruits, nuts, peels,

etc., is in order those that have been shown should be taken every advantage of.

In the Fall Campaign Number several were given. Others appeared in our issues of October 25 and November 1 and still another may be seen in this issue. These have been published early to give suggestions to those who make early displays of Christmas dried fruits. Those who do not trim any Christmas goods windows now should keep them on file for reference when the time comes that they are needed.

Mere matter-of-fact displays around the festive season are of little use in creating demand. What the public want, and more so than ever to-day, is something unusual, out of the ordinary and attractive. The window that can show this is the one that gets the business. It is folly for a dealer to say that he keeps all his customers around Christmas even without any display whatever. But even should he keep them, he is not selling them what he would with an attractive, original window display.

A file, therefore, for all Christmas windows would be a profitable investment with only a few cents, if any at all, necessary to finance the deal.

NUTS COMING TO THEIR OWN.

There is no doubt that the food value of nuts is not recognized as greatly as the facts warrant. It has been asserted, on the authority of chemists, that the nutritive properties of nuts entitle them to a much higher place than they now occupy as an article of food.

It is even asserted that if all other means of nutriment were cut off, man could support life on the nut crop of the world. This statement has been made in some of the best school text-books of Europe, and it appeared in a school book recently published in this country. The rising generation seems likely, therefore, to have a higher opinion of the utility of nuts than their fathers entertained.

With these facts in view, there is no reason why the retailer cannot easily increase nut sales to double what they are in a year now. Sales, however, cannot be increased by waiting for the public to be educated to the food value of nuts. Each dealer must educate his own customers. This is the simplest and most profitable method and should soon result in nuts being used the year round in large quantities and not only at festive seasons.

WHO SOLD THE BAD POTATOES?

In large cities the rambling street-peddler is a thorn in the side of many grocers. He goes about from door to door singing out his wares and making many a sale that properly belongs to the retailers of the district. The grocery store suffers worst of all. The peddler knows that the people must eat and he is going to sell them provisions.

But if the public were acquainted with the methods adopted by many peddlers they would buy little from them. Some, of course, are honest but a great many are after the people's dollar regardless of the quality of goods delivered.

Not long ago some two or three car loads of potatoes were received in a large Canadian city which were so rapidly on the decline that few dealers would have anything to do with them. They soon fell into the hands of some street peddlers who sold them at a sacrifice from house to house. The potatoes were either diseased or badly rotten and should not have found a market anywhere.

This goes to show the unreliability of many street peddlers and it is information that the retailer can use to break customers off the habit of buying from them. If such information is communicated to customers in an off-hand manner, they will not accuse the retailer of making false pretences to secure their trade.

The retailer of course should be sure of the quality of his own goods before attempting to criticize those of the peddler.

EDITORIAL NOTES.

Dried fruits have a high food value. They can be recommended on this score.

* * *

The sooner you get people thinking about Christmas the sooner they will buy for that occasion.

* * *

This is a good season for the sale of cheese. Fancy varieties should be pushed by every grocer.

* * *

Don't argue. Marshall Field's favorite maxim in business was "The customer is always right."

* * *

Now that women are joining the Ontario R. G. A., any request from that body will be granted by our legislators.

* * *

You can't know too much about the goods you sell. There is, every now and then, a customer who asks new questions.

* * *

Rot among Ontario potatoes is assuming larger proportions. Purchasers should make sure they get what they pay for.

* * *

Competition is the life of trade. Especially is this so when the competition is between clerks to see who can make the most sales.

* * *

Don't have a $15-a-week clerk doing work that could be done by a ten-dollar man. Keep the high-priced clerk at the important work.

* * *

The Grocer's Christmas window dressing and ad-writing contests are going to prove interesting this year. Better get in line now.

* * *

Canadian food standards are gradually being executed. Prof. A. McGill, our Chief Analyst, is a hero that should be worshiped by all exponents of pure foods.

* * *

The folks who are just looking around the store sometimes buy. An eye should be kept on them always, and at the proper moment the salesman should offer his services.

* * *

Under the heading "Versatile Vegetable," The Optimist tells of an amusing Buffalo, N.Y., law court case wherein a judge made a unique decision. The case involved the "Sunday Store Closing Law" which permits the sale of fruits but not groceries nor vegetables. He ruled that "the tomato is a fruit when sold raw, but becomes a vegetable when it is canned." Using the same principle he would no doubt declare that a man is a gentleman when sober but an ass when "canned."

Food Standards Fixed by Government

Announcements Have Been Made Regarding Flavoring Extracts, Honey, Fruit, Canned Peas and Lard—Twenty-Five Per Cent. the Limit of Water in Honey—No Coloring Matter in Lard—Canned Peas Must be Green Except Label States Otherwise

Ottawa, Nov. 5.—The Government has announced the adoption of a number of Food Standards for Canada, including extracts, honey, fruit and fruit products, canned peas and lard.

Flavoring Extracts.

The standard set for extracts reads as follows:—

1. A flavoring extract is intended for the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principals derived from an aromatic plant or parts of a plant, with or without its natural coloring matters, and conforms in name to the plant used in its preparation.

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicylate or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely identical with these if harmless to health, may be sold for flavoring purposes, if properly labelled so as to make it quite clear that they are not extracts as above defined; and preferably by the use of the word Artificial or Imitation.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding section added to it, the fact of such addition shall be clearly stated on the label, or the word compound or mixture shall be used to describe it.

5. Lemon Extract is the flavoring extract prepared from the lemon peel, or from oil of lemon, and contains along with more or less of the terpenes of lemon oil, not less than two-tenths (0.2) of one per cent. of citral derived from oil of lemon.

6. Terpene lemon extract is the flavoring extract, prepared as above described, and contains not less than five (5) per cent. of oil of lemon, and not less than two tenths (0.2) of one per cent. of citral, derived from oil of lemon.

7. Vanilla Extract is the flavoring extract prepared from vanilla bean with or without sugar or glycerine, and contains in 100 cubic centimetres the soluble matters from not less than five (5) grams of the vanilla bean (the dried, cured fruit of Vanilla planifolia).

The Honey Standard.

The standard of quality of honey is established as follows:—

Honey is entirely the product of the work of bees operating upon the nectar of flowers and other saccharine exudations of plants; and contains not more than twenty-five (25) per cent. of water; not more than eight (8) per cent. of sucrose (cane sugar); not more than twenty-five hundredths (0.25) of one per cent. of ash; and not less than sixty (60) per cent. of invert sugar.

Fruit and Fruit Products Defined.

1. Fruits are the clean, sound, edible, fleshy, fructifications of plants, distinguished by their sweet, acid and ethereal flavors.

2. Dried fruit is the clean, sound product made by drying matured properly prepared fresh fruit in such a way as to take up no harmful substances; and conforms in name to the fruit used in its preparation.

3. Evaporated fruit, is dried fruit in whose preparation artificial heat has been employed.

4. Evaporated apples shall contain not more than 27 per cent. of moisture.

5. Canned fruit, is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating with or without sugar, and keeping in suitable, clean, hermetically sealed containers; and conforms in name to the fruit used in its preparation.

6. Preserve is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar syrup, with or without spices and vinegar, and conforms in name to the fruit used in its preparation.

7. Jam, marmalade, is the sound product made from clean, sound, properly matured and prepared fresh fruit or fruit pulp and sugar, with or without spices or vinegar, by boiling to a semi-solid consistence; and conforms in name to the fruit used in its preparation.

8. Fruit butter is the sound product made from fruit juice, and clean, sound, properly matured and prepared fruit, boiled to a semi-solid mass of homogeneous consistence, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

9. Jelly, fruit jelly, is the sound, semi-solid gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar is added, and conforms in name to the fruit used in its preparation.

10. When jam, marmalade, fruit butter, or jelly contains other fruit or fruit juice than that which gives its special name to the article, the fact of the presence of such other fruit shall be stated upon the label, in lettering as large and as distinct as that used in naming the fruit principally present. This requirement does not, however, apply to the use of fruit juice, up to the amount of ten (10) per cent. of weight of the jam, etc., used instead of water in the manufacture of the jam, etc.

11. When the sugar in preserve, jam, marmalade, fruit butter or jelly is wholly or partially replaced by glucose, or by any other substitute for sugar, the fact of such substitution shall be stated upon the label in plain lettering.

Green and Ripe Canned Peas.

The following standards of quality have been established for canned peas:—

1. Canned peas, unless specially designated as below, shall be prepared from the harvest of the year in which they are canned, and shall be the unripe peas of the crop of that year.

2. Ripe peas may be canned, provided that the label shows quite clearly that they are such. This may be done either by labelling them as Canned Ripe Peas, or by the use of the word Soaked.

3. Mixtures of ripe and unripe (or green) peas, shall be plainly labelled in such a way as to show that they are mixtures.

4. Peas which do not comply with the above regulations shall be deemed to be adulterated under the Act.

Coloring Matter in Lard.

Section "D" of Order in Council of Oct. 14, 1910 with reference to lard is amended by adding the following:—"Neither lard, leaf lard nor compound lard shall contain any added coloring matter."

Getting Best Results From Dried Fruits

Biggest Season of Year for Them Now Here—Impress on Customers Their Food Value—Cleanliness Should be Exercised in Displaying and Selling Them—Other Goods That Will Bear Featuring From Now On.

The season for the sale of dried fruits is now on. The new season's goods are in or at least the major portion of them are now available. Everything is in excellent shape for the grocer to begin his annual dried fruit campaign, including favorable conditions for the sale of this line, and it's well that he begin early.

The value of an early start in the selling of any line has been pointed out before and its importance in regard to the sale of dried fruits has also been emphasized. New season's goods always appeal strongly to customers. It is only natural. It will be greatly to the advantage of the grocer to go after his share of this trade while the lines are really new and before the first of the season appetite for them has been appeased by other dealers.

A Most Favorable Time.

There is absolutely no reason why it should not be possible to work up a good substantial trade in dried fruits as well as other lines used in Christmas baking at any time now. Christmas is looming up large and already the housewife is thinking seriously of her Christmas cake and plum pudding. Indeed, some of the most enterprising housewives have them prepared already. These are lines which do not deteriorate with age and so can be made at any reasonable time ahead. There is no denying that the housewife is glad when she has got this work off her hands, and for this reason the suggestion to her that it is none too early to purchase her cake should be productive of good results.

Food Values of Dried Fruits.

One of the important things that should be remembered in regard to dried fruits is that the real reason for which they are purchased is their food value and this is a fact that should prove advantageous to the dealer in selling dried fruits, because their food value is high. Many people seem to have the idea that fruits are taken merely for their agreeable taste. This, however, is not the case. Fruits are a real food—a complete and full nutriment—and in addition they materially assist digestion of other foods. This is the reason that all down through the centuries, apple sauce has been eaten with roast goose. The acids in the fruit assist in digesting the fats so abundant in this food.

Rich in Medicinal Functions.

Fruits are also of the utmost value in helping the body to eliminate waste matter. In addition, many varieties have medicinal properties. These are all facts that should induce customers to use more dried fruits and are excellent arguments for the dealer in extending their sale.

Cleanliness in Handling.

Sanitary methods of handling goods are becoming more important in the grocery store every day. The modern housewife is becoming more particular in this regard and demands that the goods she buys be handled properly. It is for this reason that dried fruits if they are to appeal to customers be handled in a sanitary manner. This is quite easy with those lines which are sold in package form. The number is becoming quite extensive and include such lines as raisins, currants, figs, dates, and peels. However, with those which are not sold in packages, the proper precautions should be taken to shield them from dust and dirt.

Showing fruits under glass is an excellent method, displaying the goods up well and also protecting them from any foreign substances. This is done by some dealers by placing them in show cases or silent salesmen and by others by attaching a sliding glass top to the original boxes in which the fruit comes. Either method should favorably impress the particular housewife.

Prevention of Shrinkage.

Another important feature affecting the profits on dried fruits is the prevention of shrinkage. Unless the proper care is taken this will amount to no little figure. Display should be made where the drying out of the fruit will be reduced to a minimum. Showing under glass will prove of value in this regard.

While currants, raisins, dates, figs and peels are perhaps the most important lines which enter into the make-up of the Christmas cake, they by no means complete the list of necessaries which should be pushed from now on. Flour extracts, molasses, spices, icing sugar, baking powder, etc., are all important items and should be given their full share of attention.

Make Window Work Over Time.

Let the dealer commence his campaign for the sale of dried fruits and general Christmas goods at once and let him start at it in real earnest. The sooner, the dealer can get the housewife thinking about these lines, the better for him. His personal salesmanship backed by window display and advertising should now be brought into play. In past issues of The Grocer have been reproduced window displays and advertising which have brought good results for other dealers. Working on the same lines should prove of value to the dealer who wishes to use window display and advertising that will pull business for Christmas goods.

Following items are from The Grocer of Nov. 11, 1892:—

An account of the regular meeting of the Hamilton Retail Grocers' Association is given in our issue of Nov. 11, 1892. President John Ronan occupied the chair. A resolution dealing with the paying of wages to laborers by large employers was moved by Vice-President Winnifrith, and carried unanimously. The resolution was as follows: That the Retail Grocers' Association of Hamilton, are in full accord with the Trades and Labor Councils in their efforts to get an act passed at the next session of the legislature to provide that corporations and employers of labor, such as manufacturing, mining, quarrying, lumbering, mercantile, railroads — street, electric and elevated—steamboats, telegraph, telephone and municipal corporations, express and all other incorporated companies, shall pay weekly each and every employe engaged in its business, and that a copy of the above be forwarded to Hon. J. M. Gibson, and his support and influence be asked for the passing of the said act and that a deputation, consisting of John Ronan, John Carper, C. H. Peebles, T. Hazel, B. Winnifrith, be appointed to wait on Hon. J. M. Gibson if found necessary.

* * *

"A couple of snakes were found in a chest of tea in a Halifax store the other day. The tea was imported from Japan."

Editorial Note.—The custom of seeing snakes in unexpected places has not died out even after a lapse of 20 years. We still hear of similar cases.

* * *

"Dundas & Flavelle Bros., Lindsay, Ont., have shipped a carload of 11,000 dozens of preserved eggs to British Columbia."

Editorial Note.—The name of Flavelle is still a well-known one not only in Lindsay but in Toronto and London.

Current News of the Week

Quebec and Maritime Provinces.

R. Gelinas, grocer, Montreal, has sold to T. Robert.

Joseph Vandal, is openning a grocery store in Montreal.

F. H. Coulon, grocer, of St. John, N. B., died last week.

J. D'Aragon & Frere, grocers of Montreal, have dissolved, Jos. D'Aragon continuing.

The lobster plant of Geo. Fournier, of Green River, N.B., was destroyed by fire last week.

R. A. Savage & Sons, South Stukely, Que., have succeeded Johnston Bros., general merchants of that place.

Letters patent have been issued increasing the capital stock of the Canadian Sardine Co., Limited, from one million to one million six hundred thousand dollars.

Rev. Oram M. Mott, of Fredericton Junction, N.B., died last week. He was a Baptist minister but retired from active service some years ago owing to poor health. For several years he kept a store at Greenwick Hill, Kings County and later at Fredericton Junction.

Ganong Bros., manufacturers of confectionery, have just acquired the factory of R. C. Wilkins, 23 Dowd street, Montreal, paying therefor, $41,000—or $8.32 a square foot. The factory, which has been used for the manufacture of shirts and overalls, will at once be converted into a building suitable for the making of confectionery.

Ernest Lajeunesse, a driver for Murphy Bros., grocers of 509 St. James St., Montreal, has been placed under arrest charged with misappropriation of some $365 which he collected. The young man, who first pleaded guilty, and then changed his plea to not guilty, is said to have admitted that he spent the whole amount for trinkets and for "joy rides." The case will be tried next week.

Ontario.

J. J. Graham, grocer, Alliston, Ont., has sold out.

Jno. Beattie, grocer, Amherstburg, Ont., has sold to Adolphe Amlin.

The Tillsonburg Packing Co., of Tillsonburg, suffered loss by fire last week.

J. L. Gignac, general merchant, Perkinsfield, Ont., has sold to Thos. Asselin.

Eugene Lalonde, general merchant, Alfred, Ont., is succeeded by Mrs. Chevier.

E. E. Cooledge, general merchant, Demorestville, Ont., has sold to G. Hough.

A. L. Vick of Geo. Vick & Sons, grocers, Orillia, Ont., died recently. Mr. Vick was well known throughout the province.

Jas. Goldie, president of the Jas. Goldie Co., millers, Guelph, died recently.

Chas. E. York, general merchants, Milford, Ont., have moved to Trenton, Ont.

Edwin Baker, general merchant, Listowel, Ont., has sold his stock to A. J. Smith.

Peter F. Milne, has purchased the grocery business of W. C. Howard, Newmarket, Ont.

An Orillia, Ont. merchant was fined $10 and costs for selling chocolate candy to boys on Sunday.

Letters patent have been issued incorporating the Canadian Cereal & Flour Mills, Limited, with head office in Toronto with a capital of four million dollars.

The National Bookkeeping Machine, Ltd., Toronto, capitalized at $250,000, have purchased the assets and liabilities of Bookkeeping Machines, Ltd., and will begin operations at once.

H. Gilbert, general merchant of Mansfield, Ont., has admitted to partnership his son, Garfield, who has been connected with the business for the past ten years. The new firm will be known as H. Gilbert & Son.

A meeting of the Retail Merchants' Association of Peterborough, Ont., was held on Tuesday night when different phases of the work were discussed. A report will appear in next week's issue of The Grocer.

W. C. Palmer's grocery store, Sarnia, Ont., was entered recently and $95 extracted from the cash drawer. The front door was accidentally left unlocked one evening at 6 and the thief took advantage of the fact.

H. B. Clemes, manager of the Front St. branch of Gunn's, Ltd., Toronto, was in Chicago last week attending the convention of the National Poultry, Egg and Butter Association, at which trade conditions in connection with these three lines were discussed.

M. O. Kuehner, Berlin, Ont., has accepted a position as traveler with Robt. Simpson & Co., wholesale grocers, Hamilton, and commenced his duties this week. He will look after the firm's interests through Waterloo County. Mr. Kuehner has had former experience on the road.

The Canadian Manufacturers' Association are protesting against the proposed increase in cartage rates, and during the week their representatives appeared before the Railway Commission at Ottawa in this regard. The case for an increase in rates to compensate the railway companies for the extra charge made by the cartage companies was argued by representatives of the railways who contended that since the cost of cartage had increased, and this extra charge was now borne by the railway companies, the latter deserved at least partial compensation by way of increasing charges to shippers. The increase amounted to from forty to sixty cents per ton at Toronto and other citiees. The cartage companies' increases varied from five cents to ten cents per one hundred pounds. The case has been adjourned until December 17.

Western Canada.

O. A. Dean has opened a general store at Fort Pelly, Sask.

Craig Bros., general merchants, Togo, Sask., have sold to Geo. Craig.

Spence & Elliott, grocers, Regina, Sask., are succeeded by L. Spence.

E. J. Moore, general merchant, Homewood, Man., is succeeded by A. Pinkney.

A. B. Rilance, grocer and baker, Vancouver, B.C., is succeeded by Mrs. Ribble.

T. Chesters have purchased the general store of W. P. Campbell, at Rossduff, Sask.

G. A. Becker, general merchant, of Kelstern, Sask., has been succeeded by Nelson & King.

Gaunt & Hodgeon, general merchants, Pennant, Sask., have been succeeded by Gaunt & Merkle.

G. N. Dorland & Son, general merchants, Drinkwater, Sask., have opened a branch at Hearne.

C. Smart has opened a grocery store at the corner of Haliburton and Finlayson streets, Nanaimo, B.C.

The Brown Robin Co., of Lethbridge, Alta., have purchased a property on Eleventh street and have turned the lower part of the building into a grocery with a large dining room at the rear, while the upstairs rooms are used for the accommodation of travelers and others.

Contract has been let for the H. G. Smith Co.'s wholesale grocery warehouse in Regina, Sask., the approximate cost being $55,000. An innovation in floors will be introduced into this building. All the floors will be "scuppered" to two points so that in case of fire, water coming on to any floor will be carried off and drained, no damage being caused to the floor below.

Full Range of Dried Fruits on Market

Shipments of All New Fruits Have Been Received—Standard Blends of Coffee Advanced by Several Firms—New Beans on Market at High Price—Good Trade Generally Reported.

QUEBEC MARKETS.

POINTERS—

Imported French Mushrooms—Up $1 a case.

Canadian Alimentary Paste — Up ½ cent.

Montreal, Nov. 7.—As far as prices are concerned, market has been uneventful. The whole interest in this regard relates to the future. In French mushrooms there has been an advance this amounting to $1 a case, putting the present quotations at the following figures: Hotel, $15; choice, $19; first-class, $22.

Sugar for the time is steady. So, too, is rice. Indeed the whole market is quiet in the extreme.

SUGAR.—Rather unexpectedly quotations here remain steady; nor does there seem any great likelihood of a considerable reduction before the new year. Prospects point toward a bumper crop, but present source of supply is none too large. Therefore, there is no anxiety to reduce prices. Refiners, too, are not anxious to bring about an immediate drop. The present demand for sugar is not strong, nor would a lowering of prices stimulate this greatly, since there is a general expectancy of a heavy decline. The fine prospects for a bumper cane and beet crop, moreover, make this seem practically certain. The growers cannot keep up the prices.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—A good volume of orders is noted for molasses, but market presents few features of interest. Prices remain steady.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03½
Corn syrups, half-barrels	....	0 03¾
Corn syrups, quarter-barrels	....	0 04
Corn syrups, 38½-lb. pails	....	1 90
Corn syrups, 25-lb. pails	....	1 35
Cases, 2-lb. tins, 2 doz. per case	....	2 90
Cases, 5-lb. tins, 1 doz. per case	....	3 25
Cases, 10-lb. tins, ½ doz. per case	....	3 15
Cases, 20-lb. tins, ¼ doz. per case	....	3 10

DRIED FRUITS.—Cooler weather has done a good deal toward increasing demand for all dried fruits. These seem likely to be active from now on throughout the winter.

New crop prunes have arrived, though in limited quantities. Prices remain steady.

There is a small supply of apricots, and demand is steady. So far there has not come any change in prices, but such a movement is considered likely.

Raisins are another line where an advance may occur. The seedless are particularly strong, and Sunltana's are also in demand. Owing to short crop of these an upward movement is quite likely.

In currants prices are firm due to shortage which is more the result of lack of ships in Greece than of a poor supply.

Figs are moving slowly, though there has been a better tone noticed since Thanksgiving.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 08
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 06½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 12
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 07½
Valencia, select, per lb.	0 06¾	0 07¾
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—This market is exceedingly quiet. Demand is fair, but nothing to make any price change seem likely.

Mocha	0 25	0 28
Rio	0 21½	0 23¼
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26¼

SPICES. — Peppers and cloves are firmly held, but generally there is no speculative interest on primary market. Locally things are steady, little interest being shown in future of the various lines.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—The cold snap has done a great deal to improve ordering here. Trade now has assumed better proportions. Generally, tendency seems to be for slightly lower prices.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE.— Primary market indications still are for a strong market, the growers yet dominating situation. Retail demand locally is fair, prices for the time remaining steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

WHITE BEANS. — This line, which last week advanced 15c a bushel to $3.15, is still in large demand by the trade. Still there seems a tendency on the part of farmers to hold back stock. It is thought the same state of affairs coming shortly, as European beans are being brought in.

White beans, per bushel	....	3 15

TEA.—Shipments for September were less than for the same month last year. It is thought the same state of affairs will be found to obtain in October. The

increased shipments for year, therefore, will be considerably reduced, which may have some effect on prices. For the time these remain steady.

ONTARIO MARKETS.

POINTERS:—

Coffee.—Advances in standard blends.

Beans.—New crop on market at $2.90 bushel.

New Dried Fruits.—Full range on market.

Evaps.—Still easy.

Toronto, Nov. 7.—A good seasonable business is reported by all local jobbers, and a good trade looked forward to during next two months. Christmas trade is already beginning to loom up large, but at present time attention is being given to getting shipments of new season's canned goods and dried fruits out to the retail trade. Some houses report trouble in regard to freight, perhaps more so in getting goods in than out. This trouble will be greatly increased if the strike of C.P.R. freight handlers is not settled.

Sugar still holds its undertone of easiness. Demand is now down to a normal basis.

Standard blends of several coffee manufacturers have been advanced from 2 to 3 cents per pound. There is now a full range of new season's dried fruits on the market.

SUGAR.—There is little change in the general sugar situation, the same undertone of easiness still prevailing, for the reasons pointed out in last issue. The European beet crop is turning out in a promising manner, while present prospects for the coming cane crops are also excellent. These facts give the impression that still lower figures will prevail, but when refined will again be affected is an uncertain problem.

Demand is normal for season, but buying is on a hand to mouth basis.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUPS AND MOLASSES.—Corn syrups have declined 10 cents per case in the West, and reports from there intimate that all corn goods may drop as a result of lower prices on raw material, since the new crop came on the market. There has been no change in prices in Ontario as yet, although some local jobbers express opinion that somewhat lower prices should be warranted, as raw material has dropped considerably since last revision of prices took place. There is another side to the question, in that prices both wholesale and retail have become pretty well established, and a change might not be considered by some as to the advantage of the dealer.

There is a good seasonable demand for syrups.

	Per case.
Syrups—	
2- lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—A full range of the new season's dried fruits is now in. New crop prunes and seeded raisins from California are the latest addition to the market. Everything is now ready for the retailer to start the dried fruit season in earnest. Quotations are revised to cover the new fruit. Prunes are considerably cheaper than the first shipment of last year. Seeded raisins are on lower level than for several years, and there should be a big trade done in them this year.

The first prices named on seeded raisins were low, but there have been considerable concessions since then. Some purchasing was done by local wholesalers at first prices, but there has also been a good deal of buying lately. Market on fruits at the Coast has been easy but a wire to a local broker this week from his principals there expresses the opinion that bottom of the market has been reached.

Evaporated apples are still weak, and as low as 7 cents is quoted. There will be another month of packing, and the total is expected to be large.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	....	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07½	0 08
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 09	0 11
Shade dried	....	0 10½
Uncleaned, ¼c less.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 09
Valencias, old stock	....	0 08
Seeded, 1 lb. packets, doz.	....	0 08
Seeded, 16-oz. packets, choice	....	0 07½
Dates—		
Hallowee', full boxes	....	0 07
Hallowee', half boxes	....	0 07½
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	....	0 07½
Package dates, per pkg.	....	0 07½

TEA.—There is no particular change in tea situation. A representative of a London, Eng., tea house at present in Canada, in sizing up the outlook to The Grocer, said that no lower prices were expected in high-grade teas, and no higher prices in low-grade tea.

The quantity of good liquoring tea is not large this year on account of the bad weather in the tea producing sections. For this reason anything of desirable quality is firmly held. On the other hand, there is an over-supply of common lower grades, and more than can be conveniently cared for, and thus the easier feeling in this quality.

COFFEE.—Several firms manufacturing standard brands of coffee which they put up under a trade-marked name have recently advanced prices to the retail trade. This is, of course, in keeping with the higher price of the green goods, which have gradually been climbing to a higher level, clipping manufacturers' profits to such a fine point that they have found it necessary to at last raise prices. The advance amounts to 3 cents per pound, at least that is the advance in a number of firms' prices.

One local manufacturer who has raised prices that amount, says that this makes a total advance of 5 cents per pound since the upward movement in coffee began two years ago. The advance in green coffee during that time has been much greater. Rios have gone up about 10 cents in that time, while the better lines have in many cases advanced as much as 7 cents. Advances in standard blends were therefore inevitable.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spice trade is beginning to take on a more active tone in anticipation of the Christmas demand. It is usual for business in November and the early part of December to be more brisk.

There is a general steady tone to spices. Nutmegs on primary market have been worming their way upward, and some local dealers would quote a little higher. One firm quotes 100's at 27 cents, and 80's at 32. Cream tartar has at the moment an upward tendency, but it does a good deal of fluctuating. Peppers and cloves are firmly held.

New crop celery seed is now coming

in. The opinion was expressed by one dealer that prices might be a little lower.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 99	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

NUTS.—New season's nuts will now begin to hold much of interest for the retail dealer. Some advance shipments of shelled varieties are now in, but the majority will not be available until near the end of the month. Some lines will be lower than the present prices being quoted. There is general firmness in primary markets.

Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 16½	0 17
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

RICE AND TAPIOCA.—Business in rice runs along in an even manner. There appears to be a fair tone of steadiness in both rice and tapioca.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 06½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

BEANS.—There are now some new crop beans on the market. They are quoted at $2.90 per bushel. They are late this year, and opening price is high, figures a year ago starting at $2.25. The reason for the high price is the lateness of threshing. The bean crop has been backward, some of the beans being soft and cannot be threshed until they harden up. As soon as they get threshing, much lower prices are looked for.

Austrian beans are selling freely at present time, and some comparatively high prices are being demanded for them.

Prime beans, per bush., new	....	2 90
Hand picked, per bush., new	....	3 00
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60

CANNED GOODS.

TORONTO.—There is a good movement of canned goods at the present time, not, however, in the nature of new business, but in the shipment of the new pack out to the retail trade. Shortage of cars is said to be interfering to some extent with shipments, and some of the local jobbers say that retailers are clamoring for their goods. From this it would seem that retailers' shelves in some instances at least are pretty bare, and in shape to receive the new pack goods.

It will be remembered that some time ago, one manufacturer of pork and beans raised his prices on this commodity, the new prices being 60 cents for 1's, 95c for 2's, and $1.15 for 3's. Another canner has recently advanced prices on this line, this firm's new figures being 57½ cents for 1's, $1.10 for 3's, and 90 cents for 2's. The reason for the higher prices are of course well-known to the trade, especially those who have had to buy white beans of late, as the price for these has been at a record figure.

The demand for condensed milk still continues as brisk as ever, and manufacturers of this line are still behind in their orders. One firm is reported as 60 days behind with shipments. The trouble seems to be that the condensers cannot get the raw milk to can. The demand for the condensed article has been increasing at a tremendous rate in the past few years and the supply of the fresh milk has not been keeping pace.

MANITOBA MARKETS.

POINTERS—

Corn Syrup—Reduced 10 cents.

Figs—Advanced.

Shelled Walnuts—Firm.

Winnipeg, Nov. 6. — The splendid weather that has generally prevailed over West for last two weeks has kept business keyed to high pitch of activity and wholesalers report a satisfactory volume of trade. Collections, however, are not up to mark but are improving. The principal price change since last review is a decline of 10 cents per case on corn syrup. New seeded raisins and currants are now on market and an advance is to be noted in cooking figs as forecast in last week's issue.

Sugar is weak and unsettled and may decline further. Ceylon and India teas are easing off slightly among the lower grades.

Christmas enquiries and orders are now coming under consideration. and some more, especially winter lines such such as beans, syrups and cocoas are looking up.

SUGAR.—Sugar is weak and may decline further, although for present no changes in prices are annouced.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—Syrups are in somewhat better demand following steady rise in butter prices. A reduction of 10 cents per case is announced.

Corn Syrup—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 78
10 lb. tins, per case	2 66
20 lb. tins, per case	2 67
Barrels, per 100 lbs.	4 05
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	.... 6 20
Maple syrup, ½ gals.	.... 5 85

DRIED FRUITS.—New crop of currants are on market and quoted at reductions. Cooking figs have advanced 1 cent. Other lines are for present steady. Prunes are in better demand as green fruits are on sale in less variety.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
90-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07⅞
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅜
40-50s, 25s, s.p.	0 09¾
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07¼
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEES AND TEAS. — Coffee prices are unchanged. Lower grades of Ceylon and India teas are a little easier. No changes in prices are reported.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Latest advices are that sharp advances may be expected in shelled walnuts. For present prices are lower by 2 cents than when last quoted.

Brazil	0 13	0 14
Tarragona almonds	....	0 14¾
Peanuts, roasted, Jumbos	....	0 12
Peanuts, choice	....	0 09¼
Pecans	....	0 23
Marbot walnuts	....	0 11½
Grenoble walnuts	....	0 15
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 27

BEANS.—With beginning of winter there is a little more activity in beans.

Beans, hand-picked, per bushel	3 80
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 00
Whole peas	2 75

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 7.—Seventy cents per dozen is the price local new laid eggs have soared to, this being advance of ten cents per dozen since last week. The prognostication of J. R. Terry, provincial poultry inspector, that eggs would reach $1 a dozen before Christmas bears ample signs of being borne out. Owing to scarcity of supply some dealers are now retailing eggs at 85 cents. New Zealand butter is going at 40 cents a pound; Eastern townships, northwest territories and Manitoba creamery products are selling at 35 cents while first-class Ontario butter is quoted at 30 cents.

NOVA SCOTIA MARKETS.

Halifax, Nov. 6.—Local grocery dealers both wholesale and retail report business good and collection up to average.

Owing to a milk war between farmers and vendors over prices, there was an enormous demand at the week end for condensed milk. Fifteen tons less milk than usual arrived daily, and as a result more condensed milk was sold in two days ,than in two months under ordinary conditions. There was complete stock on hand, however, to cover demand and there was no advance in price.

According to reports received here there is a bumper crop of potatoes in Western Nova Scotia this year. They are of fine quality, and are now selling in the Valley at one dollar per barrel. In Halifax potatoes are quoted at 50 cents per bushel. So far the demand for potatoes is light.

Butter continues scarce, and high. Dairy stock in large tubs is 25c, and creamery from 30 to 31 cents. Some local dealers are importing butter from Quebec.

During week a local paper printed a despatch from St. John, N.B., that flour dealers there had cut price of flour 25 cents per barrel on all grades of Ontario blends. The Halifax dealers stated that despatch was incorrect, and that there had been no general decline. The St. John man came back at them, however, and affirmed the despatch. Ontario blends are quoted in St. John at $5.85. Manitoba patents are selling in Halifax at $6.65 to $6.70.

NEW BRUNSWICK MARKETS.

St. John, Nov. 6.—Usual rush of fall business is now opening with local grocers and large sales and heavy orders are the daily program. Receipts at present are but fairly good. Beans are source of interest with dealers just now as they are particularly scarce, and much foreign stock is being brought in. Canadian beans according to local advices are about exhausted, and slow moving of this year's crop will keep market well behind.

Following a decline of twenty-five cents in Ontario patents last week there has been no further activity in flour situation, although some offerings of Manitoba patents were made at about twenty-five cents lower than what quotations warrant. Reliable dealers in St. John say that lower wheat is bound to come, unless trouble among the warring nations in Europe continues for some time, or other nations interfere. The drop in Ontario came somewhat unexpectedly to many. Sugar remains quite weak while molasses shows same firm tendency which has characterized it for some time.

Creamery stocks of butter are light, and higher prices are looked for daily. Hundreds of prints are being stored for winter in anticipation of higher prices. Eggs also have advanced and for strictly fresh stock from 40 to 50 cents a dozen is now being asked. Poultry is also scarce and high quotings rule. Chickens are the most plentiful but even they are high. Potatoes are firmer and are selling at about $1.20 and $1.25.

Bacon	$	$0 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	....	....
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 75
Cornmeal, bbls.	....	3 65
Eggs, hennery	0 35	0 50
Eggs, case	0 30	0 35
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 37	0 38
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	26 75	29 50
Potatoes, barrel, new	1 35	1 45
Raisins, California, seeded	0 09	0 09½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

AN ATTRACTIVE DISPLAY.

Toronto, Nov. 7—(Special).—A neat display in the grocery window of McCaw and McKay, Dundas street, was noted the other day. The entire flooring of the window was covered with rosy-cheeked apples, almost of equal size, each having a wonderful polish. In the centre was a circular barrel top. This was filled with brilliant red cranberries heaped up and surmounted by a large yellow pumpkin. The circular edge of the barrel top was covered with pale blue tissue paper, and was decorated with small cakes cut to form the outlines of various animals such as the camel, elephant, donkey, etc. On either side of the barrel head, were two smaller circles, one of which contained shelled almonds, and the other shelled walnuts. At the back of the display, cans of salmon, corn and tomatoes were piled up in pyramidical forms.

The window showed considerable taste in its arrangement, and the various colors in the objects displayed blended well together and made a pleasing display.

THE DELIVERY BOY'S LIMERICK.

"Here's your butter," cried the feminine shopper,
She threw it, and no one could stop her;
It was plain to be seen,
Except one was green—
That the butter wasn't fit for a pauper.

WHAT SHOULD THE BUYING PRICE BE?

A Grocer reader asks the following question:

"If a grocer's expenses are 17 to 18 per cent. of each dollar's business done, what should he pay for a 25-cent article."

Here is an opportunity for dealers and clerks mathematically inclined to use their pencils and reasoning powers. The Grocer invites correspondence from any and all on the solution of this problem. It is one that every dealer has to do with in buying, having in mind the popular selling price of 25 cents, and a full discussion on it will prove advantageous to all. Do your figuring now and send your answer to the editor by next mail. Let the clerks try it.

TRADE NOTES.

T. E. Hartley, of Kearley & Tonge, Ltd., tea shippers and merchants, London, E.C., who is in Canada in the interests of his firm, was in Toronto this week.

* * *

The Mono Poultry Co., recently established in Toronto, will sell eggs with the date on which they were laid stamped on them, the idea being to guarantee fresh eggs.

* * *

According to Fairbanks circular, the world's visible supply of lard on Nov. 1, was 195,699 tierces as compared with 275,765 on Oct. 1 of this year, and 207,573 on Nov. 1 of last year.

Flour Now Reduced in Eastern Canada

Manitoba Declines 20c. per Barrel East of Winnipeg—Another Reduction Said To Be Possible—Decline of 50c. per Barrel Now General in the West—Car Shortage Causing Trouble Again.

A reduction in price of Manitoba flour in Eastern Canada has at last taken place, a decline of 20 cents per barrel being announced this week. This reduction was expected before this, but was delayed for reasons that have been pointed out before. It brings prices down to exactly same level as flour held in the Eastern provinces one year ago.

It will be remembered that prices west of Winnipeg were reduced a couple of weeks ago, while Eastern figures remained the same. The reduction in the West varied from 30 to 50 cents per barrel at first, but the higher figure of reduction is now pretty general. As prices east of Winnipeg are only down 20 cents, figures in the East and West would still seem to be on an unequal basis, although it is argued that values in the West were on a higher level and could therefore afford to come down more.

Still there are many dealers in Ontario and east who expected that decline would be larger, as there was contract business done with bakers at considerably reduced prices. For this reason there are those who predict that further reductions are quite possible. There is by no means an abundance of nearby flour, and this may be a reason for only a partial reduction at present time.

The shortage of cars which proved such a nightmare to grain and flour men last year, is again looming up large. At the present time millers in the East are unable to get enough cars to carry their grain from lake ports. Some strenuous complaints are being made.

MONTREAL.

FLOUR.—Manitoba flour was reduced 20 cents per barrel this week, bringing local quotations down to $5.60 for first patents. The decline has been anticipated for some time.

There has, however, been a movement in Canadian Alimentary Paste. This is made from Ontario wheat for the most part, and as crop was none too large there has come a half cent advance in prices. Present quotations, therefore, are from 6 to 7 cents.

Winter wheat, fancy patents ,in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags.		5 60
Manitoba straight patents, in bags		5 10
Manitoba strong bakers, in bags		4 90
Manitoba second, in bags		4 50

CEREALS.—In cereals there has not been any change; nor, according to what should be reliable advice, is there likely to be any immediate change—not before the end of the month at earliest.

Fine oatmeal, single bag lots		2 75
Standard oatmeal, single bag lots		2 75
Granulated oatmeal, single bag lots....		2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots		2 40
Rolled oats, jute bags, 90-lb. single bag lots		2 50
Rolled oats, cotton bags, 90-lb. single bag lots		2 55
Rolled oats, barrels		5 60
Rolled wheat, bbl.		2 75
Hominy, 98 lb. sack		2 30
Bolted cornmeal, 100 bags		2 25

TORONTO.

FLOUR.—The long-expected change in Manitoba flour has taken place, prices having been reduced 20 cents per barrel this week. This brings first patents in car lots locally down to $5.50 per barrel. It was expected by many dealers that reduction would have been more, in view of the low prices that have been quoted to millers on contract business. For this reason there are those who think that there may be another slight reduction later on.

Ontario flour is unchanged, there being little offering just now. There have been some reports from the Maritime provinces that Ontario flour had been reduced there.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....		5 50
2nd patents, in car lots, per bbl.....		5 00
Strong bakers, in car lots, per bbl.		4 80
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption..	4 55	4 85
Straight roller, domestic consumption.....	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS.—Relief to the acute situation that has ruled in rolled oats for some time is expected shortly. For some time now there has been little or no stock coming to this market, and dealers have not been able to get their requirements. Some mills are now able to fill their orders in part, but it will be some time before they will be able to catch up.

Rolled oats, small lots, 90 lb. sacks		2 50
Rolled oats, 25 bags to car lots		2 40
Standard and granulated oatmeal, 98-lb. sk., small lots		2 75
Rolled wheat, small lots, 100-lb. bbls....		3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—While there is no announcement of lower prices on mill feed there is an undertone of easiness. Some mills are inclined to accept lower prices. With milling of new wheat on a larger scale, supplies of both bran and shorts will be more liberal.

WINNIPEG.

FLOUR AND CEREALS. — Flour prices are steady and domestic trade quite up to average. Export business is somewhat dull. Mill feed is cheaper with indifferent demand.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

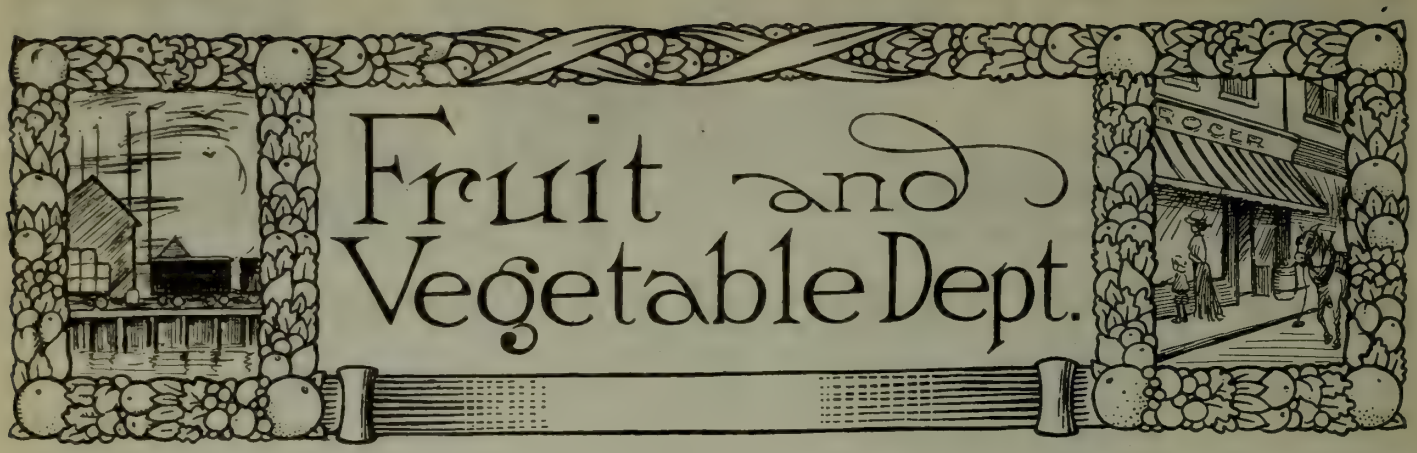
Editor Canadian Grocer.—Can you furnish us with the addresses of two or three shippers at first hand of whole boiling peas in car lots.

N.B. WHOLESALER.

Editorial Note.—The following firms are recommended to correspond with:—Hogg & Lytle, Ltd, Canada Grain Co., and Robt. Hay Grain Co., all in the Board of Trade Building, Toronto.

* * *

Some time ago a correspondent asked for names of butter exporters in New Zealand. The Grocer took this matter up direct with the Canadian trade commissioner at Auckland, N.Z., and begs to submit the follows: Hill & Barton, Wellington; J. B. McEwan & Co., Auckland; National Dairy Association of N. Z., Wellington, A. S. Patterson & Co., Auckland, and Dalgety & Co., Auckland.



Lemons and Grape Fruit Tend Downward

Under Increased Shipments of the New Fruit — Big Crop of Grapefruit This Year—Prices Will be Reasonable—Navel Oranges in Plenty of Time for Christmas—Florida Oranges on Market.

Two lines of fruit which at the present time tend downwards are lemons and grapefruit. These are both recent additions to the market, grapefruit having come in three weeks ago, and new lemons making their debut last week.

The first shipment of lemons was only a small one and of high grade fruit, so that it brought no reduction in prices. However, this week there have been further arrivals, and they will be followed by still larger ones next week, and naturally the tendency is towards lower values. Lemon prices on primary markets are about same as year ago but the fact that prices here have been mounting upward on account of short supplies, makes a reduction at the present time possible.

Grapefruit as has been pointed out before is expected to be on reasonable basis this year, indeed much more so than last year. The reason for this are the large crops this year. The crop in Florida is expected to be fully 50 per cent. above any previous year, due to a large extent to increased acreage. Other producing districts will also show good yields. There has been some complaint from certain centres that the early shipments of grapefruit sent out from Florida were lacking in quality, and were not taken up as well as they otherwise would have been.

California has sent forward its first shipment of new crop navel oranges, but there have been none received on Canadian markets, and probably will not be for some time yet, except it be in the West. They will, however, be here in good time for the Christmas trade. There are still quite a few Valencias to come forward.

New Florida oranges are now on the market, and they show up very well in regard to quality, and besides are quite reasonable in price. The crop this year is large.

MONTREAL.

GREEN FRUITS.—A number of price changes have been struck during the week. Apple quotations have kept up remarkably in view of the heavy supply the great reason being the excellence of the quality. Retailers can sell a great many apples of this fine class, and so it goes right back to the grower.

Oranges tend downward in price. Lemons, on the other hand, have advanced 50 cents, but will likely be lower. The orders for the new stock recently received were large, and the advance came naturally.

Grape fruit has declined remarkably, the supply being large and the quality not always of the best. It seems as if grape fruit would average considerably lower than last year. California pears are also off 50 cents, while banana's show a small decrease.

Apples, fall, No. 1	3 50	4 00
Apples, fall, No. 2	2 50	3 00
Bananas, crated	1 75	2 00
Grape fruit, Florida, case	....	4 25
Lemons	....	5 50
Limes, box	....	1 25
Oranges, late Valencias	4 25	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75
Summer apples, No. 1	....	4 50
Summer apples, No. 2	....	3 50
California plums	1 50	1 75
California pears	....	3 50
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES. — Here the market has been quiet. The cold weather and the bad roads have had some influence upon this, tending to keep the farmers from coming in, but in spite of this prices have remained steady. For sweet potatoes the demand is increasing, while there is a large call for both Spanish and Canadian red onions.

Spanish onions, large cases	....	2 50
Canadian red onions, per lb.	....	0 02
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 [illegible]
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—The summer fruit arena has been vacated by the fruit men, who have betaken themselves to their winter quarters again. Home grown fresh fruits are about at an end, grapes being the only line on the market at present. There is still a considerable quantity coming along.

Imported lines are now receiving more attention. New lemons made their debut last week, and were well received. Larger shipments will be coming along now, and the tendency of prices will be downward. As has been pointed out before the prices of grapefruit are expected to be low this year. Values are slightly easier again this week. Porto Rico pineapples are on the market at $5 per case. New crop Florida oranges are quoted at $3 to $3.50 per case.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	....	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	8 50	9 00
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	5 50	6 50
Grapes, 6 qt. basket	0 15	0 25
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	4 00
Lemons, Verdelli	6 00	6 50
Limes, per 100	....	1 25
Oranges, late Valencias, case	4 50	5 00
Oranges, Florida, case	3 00	3 50
Pineapples, per case	..	5 00
Persimmons, per case	....	2 50

VEGETABLES.—It is a difficult problem to size up the actual extent of the potato rot in Ontario, but apparently it will reduce the quantity of saleable potatoes considerably. While the quality of receipts now coming to market show an improvement, this cannot be

taken as a gauge of the actual outturn of the crop. It is difficult to predict just now what the total loss will be, but from one source comes an estimate that the average will be from 30 to 50 per cent. Some New Brunswick stock is now coming to this market, at 10c per bag above Ontario prices.

Green beans from the Southern States are being offered at $3.50 per hamper. Celery is selling quite well.

Beets, per bag	....	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per doz.	0 35	0 40
Celery, California, per crate	....	4 00
Corn, doz.	0 12	0 15
Cucumbers, Boston, hot house, doz.	...	1 50
Onions—		
Spanish, per crate	2 50	2 75
White picking, basket	1 00	1 25
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	1 00	1 10
Peppers, green, basket	....	0 30
Peppers, red, basket	....	0 60
Tomatoes, per basket	0 35	0 40
Tomatoes, hothouse, per lb.	....	0 25
Sweet potatoes, hamper	....	1 40
Sweet potatoes, barrel	....	4 00

WINNIPEG.

FRUITS.—There is a fair movement of seasonable fruits. The better class of Ontario apples, spies, greenings, Baldwins, etc., are on market and selling freely. Grape fruit and lemons are cheaper. Potatoes are plentiful and cheap as are all lines of native grown vegetables.

Fresh Fruit—		
Jersey sweet potatoes, barrel	....	6 50
Roger grapes	....	0 35
California grapes, case	....	2 50
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 50	2 50
Snow apples	....	6 00
Ontario tomatoes	....	0 75
Ontario fall apples	4 00	4 50
Cranberries	....	11 00
Spanish onions	....	3 75
Florida grape fruit	....	5 50
Pears	....	4 00
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 33

Grape Fruit Much More Abundant This Year.

Importer Declares That Crop in Bahamas Will be Seven Times as Great as During the Past Few Years—Only Way to Market This Great Supply is to Enlarge the Demand—Low Prices, to Accomplish This, Though These May Not Come All at Once. Once.

Montreal, Nov. 7—(Special). — The change in the grape fruit situation, noted during the past few years, has been remarkable. Now it seems that an even greater change is to take place. All indications are that grape fruit will be considerably cheaper—that it will indeed, be on a plane with oranges.

Gradual Increase in Sales.

Ten years ago grape fruit was but little used. Little by little it has been brought into Canada more extensively, and little by little the sales have grown. Five years ago, even, grape fruit was not much sold outside of the large cities. Only in the past two years has its use become general, and up to the present time the demand for this fruit has come almost entirely from those fairly well off. Now it appears a different state of affairs is dawning.

The supply of grape fruit is growing tremendously. A Montreal importer, who last year made a great deal of money out of grape fruit, laments that this is impossible at present. "Why," he said, when speaking of this subject, "there will be seven times as much grape fruit come from the Bahamas this year as last. At least the crop is seven times as great as it was last year. How much of it will be sent to Canada of course depends upon the demand."

In Florida, too, the crop has increased largely, partially owing to new ranches which have been started in the last few years. From all sides, indeed, the supply will be greater.

The natural result will be a falling in prices, though the growers are certain to make an effort to hold these steady. To consume the greatly increased supply, however, there must needs be a greatly increased demand, and it appears the only way to produce this is to lower prices.

CANADIAN CHEESE GOES TO NEW ZEALAND.

An unusual incident last week was the shipment of cheese from Montreal to New Zealand. The shipments which went through by the West were only small ones. It was probably only in the way of an experiment, and not because of the higher prices there, as at the present time Canadian exporters can not make sales to England because of the Competition from New Zealand.

The cheese season has just opened in New Zealand, the first steamer leaving there for England on October 5. It carried 510 tons of new cheese, which is said to be the heaviest quantity known for so early in the season, and is more than double the quantity shipped about the same date last year. The make in the Antipodes looks promising and thus the difficulty of Canadian exporters to make sales in England. This is the reason for the slightly easier feeling on Canadian markets.

BUTTER FROM NEW ZEALAND.

Canada which just a few years ago was an important exporter of butter, is now being turned into an importer. It will be remembered that last year some was brought in from New Zealand, and more is to follow this year.

The New Zealand trade commissioner advises that butter is shipped from New Zealand to Canada by way of Vancouver direct, and via San Francisco and transhipped to Vancouver. For the season from September to May by the direct boats to Vancouver, space has been reserved for 65,985 boxes, and space for 35,300 boxes is now the subject of negotiation. Together this makes 101,285 boxes of butter to be shipped direct to Vancouver. In addition, arrangements have been made to ship 23,700 boxes to Vancouver via San Francisco—a grand total of 124,985 boxes of butter which will leave New Zealand for Vancouver from September to May.

INVESTIGATING EGG SHRINKAGE.

Government Man Visits Produce Houses —A Very Bad Shipment.

Toronto, Nov. 7—(Special). — W. A. Brown, of the Dominion Department of Agriculture was in Toronto last week investigating the alleged big loss at present experienced in the marketing of eggs and poultry. For some time, a number of local produce men have pressed this matter upon the attention of the Government, with statistics to show the big losses from these sources.

Mr. Brown was sent to investigate and suggest a remedy. He visited local produce houses and secured actual illustrations of how eggs are graded when received.

That the losses of wholesale dealers who buy eggs are by no means small was demonstrated by one particular bad case cited to The Grocer this week by a Toronto dealer. He purchased 35 cases or 1,050 dozen from a country shipper. They were supposed to be freshly gathered, and the shipper sent a telegram guaranteeing them to be so. They were paid for on arrival, a bill of lading being attached, and the price paid was for fresh gathered stock. When they were examined, there were found to be 72½ dozen rotten, 81 dozen splits which had to be sold at 5 to 6 cents below regular prices, while 48½ dozen were No. 2's—dirty and small and had to be sold at a reduction also.

This is no doubt a specially bad case, but it shows that some action needs to be taken to bring about an improvement in the quality of egg receipts.

Dealers Turn From Fresh to Frozen Fish

Supplies Will Gradually Change Now—Season for Fresh Lake Fish at End—Smoked Varieties in Better Demand of Late—Seasonable Trade Present in Oysters.

From now on there will be a gradual change in supplies of fish from fresh to frozen. The season of fresh lake fish generally ends on Nov. 1, but there has been an extension in some districts which will allow of fresh varieties being had for a short time yet. However, frozen stock will now come more to the front in both lake and sea fish. Already frozen halibut has had to be used at several centres.

Demand for smoked varieties of fish has taken on more life of late, and a good seasonable trade is being done at most centres.

The oyster season is now on in full swing, or at least the next thing to it. The weather is fairly favorable and those dealers who are featuring them are finding a good seasonable trade.

QUEBEC.

MONTREALS. — Some lines, which have been selling well during past weeks, are about through now for the year. There will be practically no more fresh lake fish, with the exeception of some lake trout. Haddock and cod, which have been selling largely, are now scarce. But fortunately other lines are quite plentiful. For instance a small car of fresh halibut reached Montreal during the week. There is also a plentiful supply of choice frozen lines.

The week has seen a number of advances. Halibut has been put on a new level of 13c a pound—an advance of 2 cents. Shredded cod, on the other hand, has been dropped, the present quotation being $1.08. Bloaters are up 15c to $1.25.

In oysters there has been no price change, but the ordering has improved greatly. Some dealers have a dread of handling oysters until the cold weather comes—fearing that they will go bad. Well, the cold weather has come, and with it has certainly come an appreciable improvement in the call for oysters. They are bound to be a good line the winter through.

FRESH AND FROZEN.

Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	0 11	0 13
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 12
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	.... 0 06
Salt sardines, bbls.	.... 5 00
Salt sardines, half bbls.	.... 2 75
Lake trout, half bbl.	.... 6 00
Scotch herring	.... 6 50
Scotch herring, keg	.... 1 10
Holland herring, bbl.	.... 10 50
Holland herring, half bbl.	.... 6 00
Holland herring, keg	.... 0 75
Boneless new herring, 10-lb. boxes	.... 0 12½
Salt eels, per lb.	.... 0 06
Labrador salmon, bbls.	15 00 17 00
Labrador salmon, half bbls.	8 00 9 00

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	.... 0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk Standards, gal., $1.40; selects	1 60

ONTARIO.

TORONTO.—The season for fresh fish is gradually coming to its close, and frozen stock will shortly take its place. Fresh fish will be available for a little while longer, or at least some varieties will, on account of the season for trout and white fish having been extended until 10th of November .

There is a good seasonable trade in fish being done by local dealers, an improvement in the demand for smoked varieties being noticed of late. Oysters continue in steady and satisfactory movement.

FRESH CAUGHT FISH.

Whitefish, per lb.	....	0 13
Lake trout, per lb.	....	0 12
Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 11	0 12
Flounders	....	0 07
Herrings, per lb.	....	0 05
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 25
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 counts	....	2 00

SMOKED.

Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

MANITOBA.

WINNIPEG.—There is a good seasonable demand for all kinds of fresh and salt fish. Oysters are selling well. Holland herrings have advanced 5 cents.

Fresh salmon	0 15
Fresh whitefish	0 08½
Halibut	0 10½
Trout	0 12
Pickerel	0 08½
Block codfish	0 10
Finnan haddie	0 08
Bloaters, boy	1 50
Kippers	2 00
Goldeyes, doz.	0 50
Salt mackerel	2 75
Holland herring	0 71 0 77
Labrador herring	3 80
Oysters, gal.	2 75

NOVA SCOTIA.

HALIFAX. — Local market is well supplied with fresh fish. Mackerel are still coming in small quantities. Most of mackerel offering are of fine quality, being very fat. Only one big haul is reported this week, and that on the Cape Breton coast. Cod and haddock are fairly plentiful, and halibut receipts are sufficient for all demands. Pickled herring are selling freely and there is good inquiry for salt mackerel, American dealers offering $13.50 per barrel.

There is a heavy demand for oysters, both in bulk and in shell. The quality of latter is only fair, No. 1 choice stock being hard to get unless high prices are paid.

In smoked fish lines business continues brisk. Some heavy shipments of Labrador fish are expected along this month, and the arrival of this stock will probably cause stir in market.

Produce & Provisions

Butter Consumption Above Production

This is Real Reason for Present High Prices—Canada Turning From Exporter to Importer—Eggs are Firmer—Strictly Fresh Laid are Scarce—Shade Easier Tone to Cheese.

Butter is high, higher than a year ago, and even at the present prices there is a fair tone of steadiness, and there are those who predict that coming months will see still higher figures. At present time butter is one of our dearest foodstuffs. Butter men say that reason for this is simply fact that every year, the large increase in our population means an increased demand, while on other hand, production is showing no increase. Canada was a few years ago an exporter of butter to England, but this season she has not sent a package to that country. Last season England and New Zealand had to be called on for supplies of butter and already this year business is being done with the latter country.

The reason for the present high prices of butter in Canada is, therefore, because demand here is exceeding production, and difference between consumption and production seems to be gradually on increase. Any amount that Eastern Canada produces over her actual requirements is easily taken care of by the West. Apparently if butter prices are to return anywhere near their old time levels, Canada will have to give more attention to dairy farming.

The firmer feeling in eggs reported last week still continues, and prices at many centres have been climbing to higher levels. This is especially true in guaranteed new laid eggs, which are a scarce article at present time. Although quality has on whole shown an improvement, receipts have been dwindling and at most centres cold storage stocks have been used to considerable extent.

Cheese values have in general been easier of late. One reason for this is a lessened demand from England, from where it is reported that New Zealand is proving a strong competitor in this line. Canada's exports this year have been smaller than last year by a considerable amount. It is difficult to get an exact line on stocks now held in Canada, but they are conceded to be above those of year ago.

MONTREAL.

PROVISIONS. — Price changes this week have been few, and in some lines—notably butter—it would seem that steadiness in prices is quite likely. On other hand an advance in honey is looked for; and higher figures are practically certain to be struck for eggs.

The general demand has been large. Canadian short cut pork is exceedingly scarce, so scarce indeed that orders are being refused. Other pork, however, is to be had—there being a good deal of American pork on the market. Bacons and hams are plentiful. Prices remain the same and ordering is large.

For fowl the demand grows with the approach of winter. Since Thanksgiving the call has been heavier than ever.

Long clear bacon, heavy, lb.	0 13½	
Long clear bacon, light, lb.	0 14½	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼	
Large sizes, 20 to 28 lbs., per lb.	0 16	
Medium sizes, 15 to 19 lbs., per lb.	0 16½	
Extra small sizes, 10 to 14 lbs., per lb.	0 17	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½	
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½	
Breakfast bacon, English, boneless, per lb.	0 19	
Windsor bacon, skinned, backs, per lb.	0 22	
Spiced roll bacon, boneless, short, per lb.	0 16	
Boiled ham, small, skinned, boneless	0 26	
Hogs, live, per cwt.	8 60	
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 15¾	
Cases, tins, each 10 lbs., per lb.	0 16¼	
Cases, tins, each 5 lbs., per lb.	0 16⅝	
Cases, tins, each 3 lbs., per lb.	0 16½	
Pails, wood, 20 lbs. net, per lb.	0 16	
Pails, tin, 20 lbs. gross, per lb.	0 15½	
Tubs, 50 lbs. net, per lb.	0 15½	
Tierces, 375 lbs., per lb.	0 15¼	
One pound bricks	0 16½	
Compound Lard—		
Boxes, 50 lbs., per lb.	0 10½	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅞	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Pails, wood, 20 lbs. net, per lb.	0 10¼	
Pails, tin, 20 lbs. gross, per lb.	0 10¾	
Tubs, 50 lbs. net, per lb.	0 10½	
Tierces, 375 lbs., per lb.	0 10	
One pound bricks	0 11	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00	
Canada short cut back pork, bbl., 45-55 pieces.	27 00	
Heavy short cut clear pork, bbl.	25 00	
Clear fat backs	29 00	
Heavy flank pork, bbl.	26 50	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14	
Plate beef, barrel	17 00	18 00

BUTTER.—Still there is a scarcity of butter caused to a good extent by failure of some crops upon which cattle are fed. The western demand has increased greatly too, so that difference between supply and demand is made greater. During week creamery butter has been advanced one cent, now being quoted at .32½. In solids it is to be secured for half cent less.

If no other factor entered into the consideration every thing would point to still higher butter; but there is the importation from New Zealand to be considered. Butter is now being brought in from there in good quantities.

Discussing effect importation will likely have, a local produce man pointed out that New Zealand butter will have to pay a freight of about 1c a pound, and a duty of approximately 3c. At present time New Zealand butter is selling in England for 27c, that means it would cost 31c laid down here. Evidently, then, it will not reduce the Canadian market, but it may steady it, tending to keep prices from soaring much higher.

Creamery blocks		0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—The prices of new laids remain at advanced figures struck week ago. As for supplies—well there really are not supplies which are in any way adequate. New laid eggs are exceedingly scarce. The demand is heavy.

New laid eggs, per doz.	0 45
Selects	0 32
No. 1's	0 28

POULTRY. — Here supplies are fair, and though the demand is becoming steadily larger there has not been any further advance in prices. Such an advance may be made, however, before many more days are out.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.		0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 18
Geese, per lb.		0 15

HONEY.—What honey will come forward will do so within next few weeks. It appears supply will be far short of what is required to meet demand. On the word of a man many years in this

line there is not half as much in sight as usual. Price changes may be expected.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.....	....	0 12
Clover honey, 10-lb. pails, per lb....	....	0 12½
Clover honey, 5-lb. pails, per lb.....	....	0 12¾
Buckwheat, 60-lb. tins, lb.	....	0 10

CHEESE.—Many of the factories are practically idle. But little cheese is being brought forward. There has been no real change in prices, but a premium is being paid for colored cheese.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

TORONTO.

PROVISIONS. — The more liberal movement of hogs continued last week with lowering prices and values are again easier this week, $7.75 being paid at country points. There are those who expect values may see further easiness during the month. Hogs coming in now are heavier than a time ago.

With lowering prices on hogs, there are signs of easiness in some pork products. Light and medium hams for instance are reduced slightly this week. One line which does not follow the general easier trend is long clear which under small stocks is firm.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 21½	0 22½
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 12	0 12½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 00
Live hogs, at country points	....	7 75
Dressed hogs	11 50	12 00

BUTTER. — Butter prices are unchanged from last week, but a fair tone of firmness is still present. There is a fair volume of fresh made goods coming along but ideas of holders and shippers are firm in sympathy with conditions elsewhere and the general good demand. Arrival of the first of November has had little effect on local receipts, except that some dealers report a little more tub butter coming along.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Strictly new laid eggs are a pretty scarce commodity at present time, and for the article carrying a guarantee, as high as 40 cents is being asked by some firms. Fresh gathered eggs are by no means plentiful, and a considerable quantity of storage eggs are being used. Some improvement is noted in quality of current receipts.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE. — There is no particular change in cheese here, although slight concessions are noted in the general situation. There is some variation in local cheese quotations, from the fact that some months make is considered more desirable than others.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—The Thanksgiving taste of poultry apparently pleased the public, for there appears to be better demand for this line than previous to the holiday. Prices are about same as last week.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 13
Spring ducks	0 12	0 13
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 16
Geese	....	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 13

HONEY.—There would appear to be a firmer feeling in honey from the fact that some dealers would quote some lines a quarter of a cent higher.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb....	....	0 12
Clover honey, 10-lb. pails, per lb.....	....	0 12½
Clover honey, 5-lb. pails, per lb.....	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Information Wanted on Fancy Cheese

Grocer Reader Asks About Holland, Limburger and Rocquefort—Some Characteristics About Them as Well as of Other Fancy Cheese—Interesting Fact About the Curing of Roquefort.

Editor Canadian Grocer,—I am thinking of handling a few different lines of cheese and there are quite a few that I know very little about. I wonder if you couldn't give me a little talk through your paper on the subject. Some of the most important that I would like to hear about are the Holland, Limburger and Roquefort, as to how they are made and where. Trusting this will not be too much trouble. I will look forward to it with eagerness.

Toronto, Ont. READER.

* * *

A good many grocers in Canada have taken up the sale of fancy varieties of cheese with good results. Their sale is showing a steady increase, the better profits which they yield being an inducement to dealers to handle them. Demand for them will not come of itself, but must be created. A knowledge of the chief facts in regard to each is desirable by the dealer who hopes to work up a trade in them.

What Holland Cheese Is.

Holland or Dutch cheese is a small, hard, salty variety, made ordinarily from thrice skimmed milk, which is warmed, and the curd separated by the addition of muriatic acid instead of rennet acid as in this country. Edam is one of the most important of Dutch cheese and is sold to a considerable extent in this country. It is made in the shape of a cannon ball, and is largely used for grating purposes. They come in a case containing 12 cheeses weighing about four pounds each.

The Limburger Variety.

Limburger cheese is a line which has previously been largely brought from the States, and is called "imported Limburger," but on account of the domestic made cheese attaining such a state of perfection, this is largely replacing the imported article. It is also put up in 1 lb. bricks, which are easily handled by the retail trade.

Roquefort Resembles Stilton.

Roquefort cheese is a French variety, principally made at the town of that name in France. It somewhat resembles "Stilton," but is scarcely so rich, and possesses a peculiar pungency of flavor. They are stored in the natural grottoes of the Valsassina, which are very damp and form an immense cave—a perfect cheese citadel—in the limestone rock at Roquefort. Here they are cured and acquire their fine flavor and mellowness. They are packed in cases of 12 weighing about 4½ to 5 pounds each.

Genuine imported Camembert cheese is also made in France, but it is also largely made in the States and called "Camembert type." It is usually packed in wooden boxes weighing about one-half pound. It also comes in tins of about the same weight.

Swiss and Italian Cheese.

Gruyere cheese (Swiss) is principally made in Switzerland, although there is considerable quantity of the "Swiss type" or "American Swiss" made in the United States. It usually comes in large tubs weighing about 150 pounds per cheese.

Gorgonzola is an Italian manufactured cheese and is usually packed in baskets or small tubs weighing about 20 pounds.

Oka cheese is a line similar to Camembert in make, and is made by the Trappist Monks of La Trappe, Quebec. Each weighs about five pounds, and they are packed six to the case.

Neufchatel cheese is a popular line, especially in the United States, but is growing largely in this country. It is a facsimile of cream cheese, only made from skim milk.

JAM

When a customer asks for Jam you will frequently notice that she asks "What have you got?" even though you may have told her two or three days previous just what lines you are carrying. She asks again because the family wants

SOMETHING NEW

We can supply you with the very highest grade jams, and we have them "for less." Wouldn't you like a trial lot?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

Centres under 10,000 Population.

1st	$5.00
2nd	3.00
3rd	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

Keep a Good Stock

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

There's already a large sale for Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

DISTRIBUTORS:

W. G. PATRICK & CO., Toronto and Vancouver.
WM. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.

Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz...	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.	
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

Gunn's Quality Pon-Honor Breakfast Sausage

In 1 lb. (net) sealed cartons, made from the choicest cuts of young pigs---with a delicate seasoning of pure herbs. No filler, no flour, no cereal, no water, all sinews trimmed out, a perfect breakfast delicacy, appetizing and satisfying.

Gunns Limited, Packers and Refiners **West Toronto**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

REMEMBER
IN BUYING
WETHEY'S MINCE MEAT

You get the benefit of the expert knowledge acquired in our years of specializing in this line. The quality is recognized from Coast to Coast.

Does it pay any good grocer to take chances with any other brands?

INSIST ON WETHEY'S.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins. whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25

MacLaren's Roquefort—

Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40

MacLaren's Canada Cream—

Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Luue," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces, lb.	0 10
Tubs, 60 lbs.	0 10¼
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10
Cases, 3 lbs., 20 to cs.	0 11
Cases, 5 lbs., 12 to cs.	0 10⅞
Cases, 10 lbs., 6 to cs.	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Japan Tea

Since the great advance in Japans, a couple or three years ago, which made it impossible to longer retail a good quality at twenty-five cents, there was commenced an increased demand for a thirty-five cent line, or three pounds for a dollar. Now we desire to call your attention to a tea which we are offering and which has supreme quality, being both strong and excellent flavor. The price is very moderate considering these fine attributes.

Raven Brand 25c

Salmon

If you want for your trade some of the finest and most luscious quality that we have ever seen in a can, order some of our Monarch brand halves. The price is only 1.47½. It makes a splendid fifteen cent line, and take our word for it, you will have a sure winner if you take hold of these goods.

Prunes

Our first car of New Santa Clara Prunes is now here, and all orders booked will be shipped out immediately. They are Herbert's pack, and as usual with this shipper, are very good. Orders solicited for immediate shipment.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry..	.05¾
40 lbs., Canada white gloss, 1 lb. pkgs.	.06¼
48 lbs., No. 1 white or blue, 4 lb. cartons	.07
48 lbs., No. 1 white or blue, 3 lb. cartons	.07
100 lbs., kegs, No. 1 white	.06½
200 lbs., bbls., No. 1 white	.06½
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05½
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 55
5-lb. tins, 1 doz. in case...	2 90
10-lb. tins, ½ doz. in case.	2 80
20-lb. tins, ¼ doz. in case.	2 75
Barrels, 700 lbs.	3½
Half barrels, 350	3¾
Quarter barrels, 175	4
Pails, 38½	1 90
" 25 lbs. each	1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 90
5-lb. tins, 1 doz. in case...	3 25
10-lb. tins, ½ doz. in case.	3 15
20-lb. tins, ¼ doz in case.	3 10

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).

2's—2 doz. to case, per doz.	0 93
3's—2 doz. to case	1 45

Winnipeg.	Per doz.
2's—Tins, 2 doz. cases.....	1 20
3's—Tins, 2 doz. cases.....	1 75
5's—Tins, 1 doz. cases.....	3 20
10's—Tins, ½ doz. cases..	5 30
20's—Tins, ¼ doz. cases...	19 40
Pails—1's each	0 65
Pails—2's each	1 12
Pails—5's each	2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:	
2's, 2 doz. case, per doz....	1 35
3's, 2 doz. case, per doz....	1 95
5's, 1 doz. case, per doz....	3 75
10's, ½ doz. case, per case.	3 40
20's, ¼ doz. case, per case.	3 05
Western Prices—Sudbury to Victoria.	
2's, 2 doz. case, per doz....	1 60
3's, 2 doz. case, per doz....	2 35
5's, 1 doz. case, per doz....	4 00
10's, ½ doz. case, per case.	4 15
20's, ¼ doz. case, per case.	3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label, retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 1 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90
Discounts on application.	

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Every pound of

CHASE & SANBORN'S COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN

MONTREAL

"Johnny on the Spot"

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

THE WORLD-FAMOUS

Georgian Bay Apples

(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays.	175
Shipping Office. -	79
Evaporator. - -	177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Chocolates

Assorted, Dragees, Chocolate Creams, Milk and Nut-Milk Chocolate. Made from Pure Sugar, Block Cocoa and other ingredients, all guaranteed pure. Packed in various sized boxes to retail at prices which leave you a good profit.

Prices and samples from

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award (Gold Medal) October 1911 Festival of Empire Exhibition, LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

Fine, Ripe, Juicy

Florida Oranges

New Messina Lemons

Fancy Malaga Grapes

EVERYTHING THE BEST AND
THE BEST OF EVERYTHING

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

NEW FIGS NEW DATES

The quality is excellent. Figs put up in 1 lb. boxes up to 12 lb. boxes. Dates in boxes, half boxes and 1 lb. cartons. Send along your orders.

Some other lines you should be selling:

Almeria Grapes, Cranberries,
Grape-Fruit, Spanish Onions,
Sweet Potatoes, Oranges,
Lemons, Bananas,
Oysters and Smoked Fish.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Elgin Brand

Meats, Lard and Pork Products

also

Creamery Butter

We are the exclusive distributors for "West Magdala Creamery Butter," and one trial will convince you it's the best on the market. We also handle Eggs which are specially selected and carefully handled for the trade.
There is no question about our line of Canadian Cheese.
We want your order.
Ask for a Post Card Order Book.

The St. Thomas Packing Co.,

LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

LABOREMUS

REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

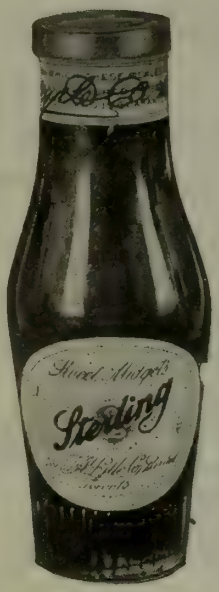
Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Make a Showing in Window or on Counter

of

Sterling Brand PICKLES



and you'll attract the custom of the best class of people in your community.

It will pay to keep "Sterling" Brand goods always in the front. Their merit gives them a front position.

Sterling products are made in the largest pickle factory in Canada.

... THE ...

T. A. Lytle Co.
LIMITED

Sterling Road, Toronto, Can.

SOCLEAN

(The original dustless Sweeping Compound)

PROFIT. The dealer who handles and pushes Soclean is assured of quick sales, which net him a liberal margin of profit.

QUALITY. The quality of Soclean is unsurpassable. It is the most effective compound for laying dust, brightening rugs and destroying moths. It leaves a fragrant odor after sweeping.

QUANTITY. The quantity of the 25c package of Soclean has been increased, giving the customer fullest value for the money. The 50c and $1.00 packages have been reduced to 40c and 75c respectively.

We improved the quantity because we could not improve the quality.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

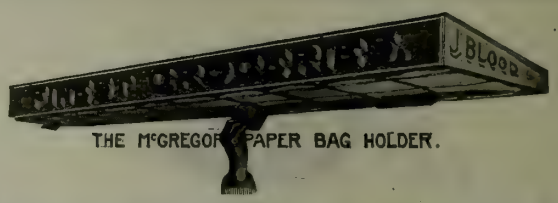
Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

BROOMS
OF
QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by our

Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long, uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, - - OHIO.

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

When writing advertisers, kindly mention having seen the ad. in this paper.

Saving Steps for Her

Every married man who is a real man must share his wife's gratification when she discovers new ways in kitchen work that save steps and hard work.

If the discovery gives him something better to eat, the gratification comes easier.

JELL-O

is one of the time-savers and labor-savers. A Jell-O dessert can be made in a minute. The women know it, and this is why Jell-O is never dead stock on your shelves.

THE GENESEE PURE FOOD CO.,

Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED

HALIFAX, N.S. Agents

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON

Manufacturing Chemist

86 FULTON ST., NEW YORK

ONE PACKAGE SELLS THE OTHER

The thousands of women who are users of KNOX SPARKLING GELATINE NO. 1 will readily purchase our ACIDULATED GELATINE NO. 3, because they have learned to depend on the purity, quality and convenience of our product. The ACIDULATED package has an **extra** point in its favor—the **extra envelope of lemon flavor**, which saves the trouble and expense of using the fruit. Our advertising is now calling attention to **both packages**, making **both** easier to sell. Speak to customers about KNOX GELATINE, because it makes 2 full quarts of jelly per package and because it pays you a good profit.

"Make KNOX your gelatine leader"

CHAS. B. KNOX CO.
JOHNSTOWN, N.Y.

BRANCH FACTORY, - MONTREAL, CANADA

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL BROS. & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Condensed Milk Growing Popular

A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case..$3.50
Princess Condensed Milk, 4 doz. in case...$4.20
Banner Condensed Milk, 4 doz. in case....$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.

"DOMINION"

A MATCH that has made the business more attractive to the dealer as well as consumer. Do you realize how?

Ask any of our representatives.

DOMINION MATCH CO.
LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

The Guelph Soap Co.

Guelph, Ontario

THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Rowat's Pickles are Unexcelled

Years of experience have combined in the development of brands which to-day challenge the admiration and quicken the taste of people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

By Special royal permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly. After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS

J.W.Bickle&Greening

(J. A. Henderson)

Hamilton, - Ontario

THE BEST FROM THE SEA TO LAND, IN FISH IS BRUNSWICK BRAND

They can be relied on to give the fullest satisfaction. The fish are caught in the famous Passamaquoddy Bay, and our modern and sanitary methods of catching, cleaning and packing insures a retention of the fresh, natural sea flavor.

Brunswick Brand Herring in Tomato Sauce and Kippered Herring are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.
Packed for export in air tight tins. Send an order to the nearest agent.

Agents:

Wm.H. Dunn Montreal and Toronto

Hamblin & Brereton Winnipeg and Vancouver, B. C.

T. A. MacNab & Co., St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND

ANTI-DUST SWEEPING POWDER

ANTI-DUST

"The powder that makes microbes impossible"

**If you are not stocking Anti-Dust—
You are missing A SELLER**

**If you are overlooking Anti-Dust—
You are losing PROFIT**

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

The Process of Preparing Laurentia Milk

FIRST:—**THE VERY BEST GRADE OF MILK IS REQUIRED** to produce satisfactory **LAURENTIA MILK.**
And it must be received at the dairy plant in **first-class condition.**

SECOND:—**IT IS IMMEDIATELY CLARIFIED** to remove every vestige of dust and impurity.

THIRD:—**THEN PASTEURIZED** (Heated to 142 degrees F. for thirty minutes), to keep the milk in good condition until it is bottled, sealed and sterilized.

FOURTH:—**NEXT HOMOGENIZED,** which is a purely mechanical process, and involves forcing the milk through a valve under great pressure, to smash or break up the cream globules and the other solids in the milk, and mix so completely with the liquids as to be impossible to separate.
The smashing of the cream globules and thorough distribution gives to the milk its extremely rich flavor.

FIFTH:—**THEN BOTTLED AND SEALED AIRTIGHT** to prevent adulteration or change in the product after the next and final step in the process is completed.

SIXTH:—**FINALLY STERILIZED** (Heated to 212 degrees F.), to **destroy all possible remaining germs, and to insure perfect keeping quality.**

HOMOGENIZED

HOMOGENIZING, the mechanical process, discovered by the French Engineer and Scientist, Gaulin, which makes this perfected milk product possible.

HOMOGENIZING permits sterilizing with finished milk more digestible than any other milk.

HOMOGENIZING at last makes it possible to produce and sell milk as an absolutely **pure, standard, reliable, non-perishable** household staple, and with the **highest possible food value,** to supply the need where a perfect milk food is required.

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

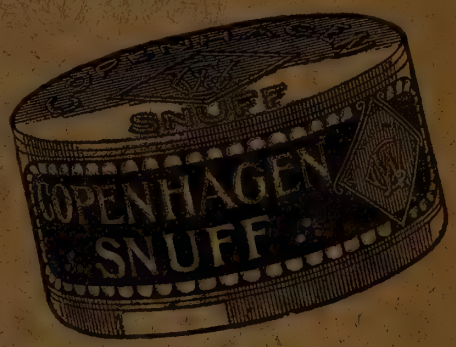
which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada — Buffalo, U.S.A.

The World's Best Tobacco for chewing and snuffing.

The finest high-flavored Leaf Tobacco, rich and well matured by the Snuff Process, is what gives its recognized superiority to



COPENHAGEN
Chewing Snuff

The tobacco is in a fine granular form, and it gives off its tobacco strength more freely and fully than ordinary tobacco.

Consequently a very small quantity need be used. It is very economical.

These features, backed by its pleasing flavor and cool, clean after-taste, are creating an enormous demand for Copenhagen Snuff.

Are you featuring this grand seller?

National Snuff Co., Limited

900 St. Antoine Street **MONTREAL**

RAT CORN

Kills Rats and Mice
No Odors or Smells. No Poison

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices Doz.	Gross	
15c Can	$1.25	$15.00	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

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KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

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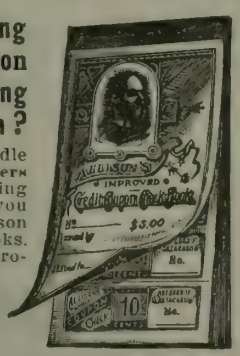

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We are still open for a few good Agencies

ONTARIO.

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Split Peas
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or
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Wire
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Secure our prices for
Crystal and Muscavado Raw Sugars
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(Continued.)

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Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
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We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

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If you don't know them, try Mathieu's Nerviline Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
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With (Name of firm) .....
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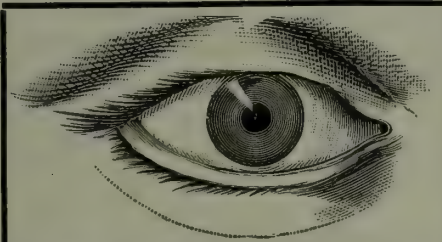
City or town..... Prov.....

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



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Want Debts Collected?

We can collect anywhere for you and you have not to pay us till you get your money. Isn't that fair?

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MAPLEINE

The original flavoring similar to maple but not a substitute for maple.

It fills a long felt want.

Order of your jobber, or

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The Crescent Mfg. Co.
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L. &. B. Banner Brand

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(Hirondelle)

ALIMENTARY PASTES

The brand is the best because the best elements unite in its production—the result being the height of perfection from every possible standpoint.

There's Worth in Quality

The "SWALLOW" BRAND proves the worth of its quality. Manufactured with the best quality of Canadian flour—the best in the world—with the most modern machinery, in the best equipped mills, and under the management of experts, it fears no competition as to quality and freshness from the imported article.

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Assorted Egg Noodles of the **"Swallow"** Brand are great favorites. Try them. You will appreciate their exquisite taste.

Sold Anywhere: Liked Everywhere.

THE C. H. CATELLI COMPANY
LIMITED

MONTREAL CANADA

A Timely Hint

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Imported Canned Goods.

Petits Pois **Petits Pois**

Sur Extra Fins, Extra Fins, Tres Fins, Fins, Moyens No. 1, Moyens No. 2, Moyens No. 3.

FULL ASSORTMENT IN VEGETABLES

Asparagus, Haricots, Concentrated Tomatoes, Spinach, Flageolets, Brussels Sprouts, Artichokes, Macedoines, Assorted Soups, Etc., Etc., Etc.

Francois Petit & Cie.

Moyens PETITS POIS Moyens

10c a tin retail.

IMPORTED MUSHROOMS.
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Extra Choice, First Choice, Choice. Gallipeds (Hotel).

IMPORTED CASTILE SOAP.
"Le Soleil" Brand.

500 Assorted Cases, Just Arrived.
The purest, and yet the least expensive Castile Soap imported from Marseilles.

Write, 'Phone or Wire FOR QUOTATIONS.

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Limitee

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Montreal

Tel. M. 3766 **Exchange connecting all departments**

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THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

Saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, Gold Dust advertising goes into every corner of the country after customers and sends them to your store.

LET THE GOLD DUST TWINS DO YOUR WORK.

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Inefficient Equipment Costs $ $

Profits in cheese sales are made not by guessing the amount of cheese a customer's order calls for, but by having the most efficient and absolutely non-erratic computing system to cut it. Real economy means efficient equipment; it costs dollars less than lost time through **guessing** weight (to say nothing of stock loss).

The Perfection Cheese Cutter

It is efficient because it enables you to sell cheese at a much better profit than by any other way, and is thoroughly practical and speedy and simple to operate.
Its features embody: A bevelled edge knife, a five-ply birch board that don't warp or come apart. It is handsomely finished in scale blue enamel. It is well constructed, with good workmanship. Automatic cabinet. Sells cheese all summer.
High-class natural finish. **Perfectly sanitary**—protects the cheese from air, dust and insects. Place for display and storage of box goods on part of its top.

Send for illustrated literature to-day.

American Computing Company of Canada

HAMILTON, CANADA

THE PARKER BROOM

is the best broom made in Canada.

WEIGHT—27 lbs. to the dozen.

LENGTH—16 inches.

HANDLES—Best quality maple, highly polished stained yellow, will not soil the hands.

CORN—Highest price and quality, hand-sorted, Broom - Corn, bleached and toughened. No green dye to cover cheap, poor corn, natural honest color.

WORKMANSHIP—Best possible work throughout, heavily stapled, containing no coarse corn nor centre stalks.

PRICE—$5.50 per dozen, delivered in lots of six dozen, anywhere in Canada.

Ask your WHOLESALE GROCER.

The Parker Broom Co.

692 Wellington Street, OTTAWA, ONTARIO

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE MINE WITH CHEESE"

ILLUSTRATED ALBUM ON APPLICATION.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

You always lose when you "Money-back" a customer

FIRST—you lose your profit; second—you lose your time; third, you may lose your customer.

Further, your recommendation is weakened in effect, and then there is the annoyance of claiming on the miller.

And when finally you get your money back—why, you are *still* out of pocket.

Anybody with a new product can "guarantee" to money-back.

But guaranteed flour is *not* enough, Brother Grocer.

Isn't it enough to *sell* flour without having to *buy it back?*

Don't sell on suspicion when you can sell on certainty.

It is immaterial what brand you are selling now, FIVE ROSES flour will bring you easier, larger sales.

It will bring you a greater volume of *net* profit.

Because it is more than merely "guaranteed"—it has established a *belief.*

A guarantee is based on promise, but a belief is based on *performance.* Since 1888, housewives have tried FIVE ROSES, tested it every way. And now they KNOW.

Sell a flour that needs no "guarantee," Brother Grocer. Packed in sizes to suit YOUR trade, ask your jobber for FIVE ROSES or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Capacity—10500 bbls. daily.

MONTREAL

Toronto
Ottawa
London
Sudbury

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached

Not Blended

THIS IS THE 1,301st ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, NOVEMBER 15, 1912 No. 46

In the Right Spot

THAT is where the Barr Register hits **YOUR** business. It hits the bad accounts. It gets the money in and reduces your outstanding accounts to a minimum. It hits the old, clumsy method of bookkeeping. It does all this bookkeeping at one writing. It keeps the accounts posted up to the minute. It hits the foolish system of rendering accounts but once a month, that keeps your customers from paying their bills for a whole month.

These are proved facts. Would such improvements hit **YOUR** business in the right spot? Then get more information. Write right **NOW**.

BARR REGISTERS, Limited, Trenton, Ont.

Your REPUTATION at Stake

Mr. Grocer--- Do you ever consider when buying such lines as PICKLES, SAUCE and FISH that your REPUTATION with your customer is very much at stake, and sometimes you are persuaded by some smart salesman who will show you a shade better profit on either a fictitious label or an unknown brand with which you are not only looking for, but likely to have, trouble; but if you will only use your own best judgment and demand from your wholesale grocer

MACONOCHIES

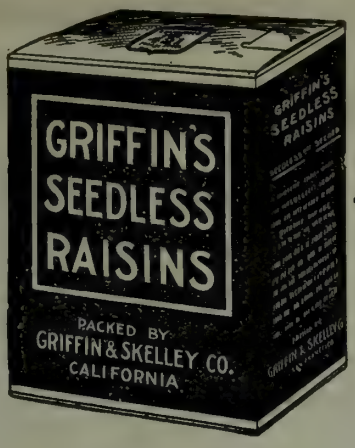
You will not only save your reputation but will increase your trade by giving your customer goods that the **Quality goes in before the name goes on,** and are guaranteed to you by the manufacturers.

Send for quotations on Fish at once, it will pay you. We will also be pleased to send samples for comparison to bear out the above remarks.

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

Sole Agents for Canada and the United States

OFFICES—TORONTO, MONTREAL, CALGARY, DETROIT, MICH.
FACTORIES—WOODSTOCK, ONT. WELLESLEY, ONT. BANCROFT, MICH.



SEEDLESS
not
Seeded

SEEDLESS
not
Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun without the use of lye, sulphur, or any deleterious matter. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.

Taylor's Peels

Candied or Drained

The "life blood" has not been taken away from the imported fruit skins used for "Taylor's Peels," because the essential oil has not been extracted, leaving them like the sere and dried-up Autumn leaf.

Taylor's Candied and Dried Peels represent the height of high quality. Whether the Lemon, Citron or Orange Peel is wanted you are just as certain of getting the best in "Taylor's" every single time.

Arthur P. Tippet & Co.

MONTREAL

TORONTO

VINEGAR

APPLES

160,000 barrels from our own orchards.

Choice eating apples for domestic and export use, supplied in any quantities.

When one of your best customers call and ask for SUN GOLD VINEGAR, what will you say? Will you apologize or cheerfully supply?
It is already an established fact that housewives have discovered that there is no other vinegar to compare with SUN GOLD. It is a cider vinegar made under model conditions and without a rival in its quality. It is also moderate in cost.
Now, can you refuse our exceptional prices for a year's supply? This has been a good apple year, and our orchards have yielded over 160,000 barrels of picked apples; we are therefore prepared to demonstrate our superior facilities to supply the trade DIRECT at rock-bottom prices.
Will you allow us to quote you? If so, you will surely accept.

P.S.—Our prices of new cider and apples in any quantities are equally interesting.

CIDER

Sun Gold Cider

Is unfermented and free from alcohol.

This year's products in casks and barrels.

The National Land Fruit and Packing Co., Limited

Sales Dept., 1-3 Scott Street, TORONTO

Factory and Cider Mill: MIMICO, ONT.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.
Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.	
1st	$5.00
2nd	3.00
3rd	2.00
Centres under 10,000 Population.	
1st	$5.00
2nd	3.00
3rd	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

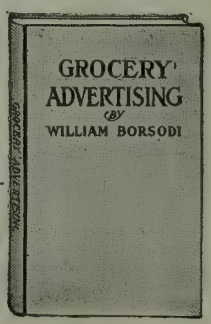
ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

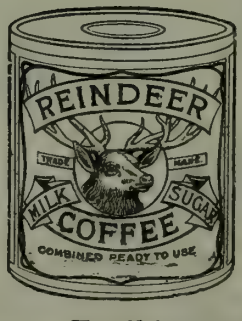
PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

Money Makers

BORDEN'S



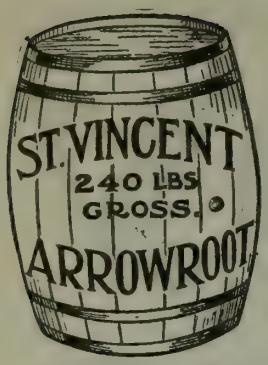
Highest Awards Wherever Exhibited

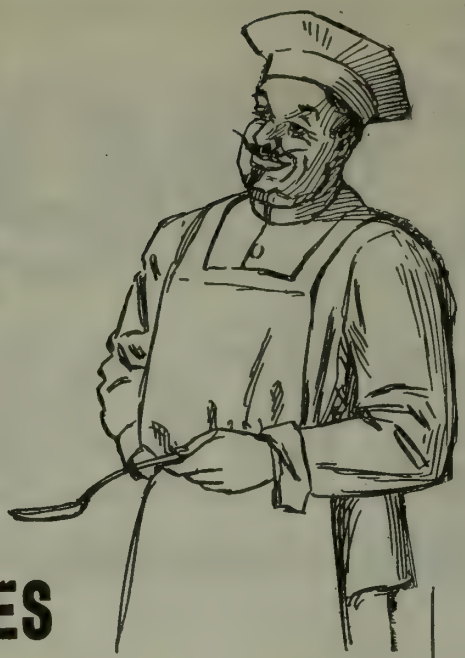
BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 12 ARCADE BUILDING, VANCOUVER





FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN, ST. VINCENT, B.W.I.

AYLMER CONDENSED MILK CO. LIMITED

Factory, Aylmer, Ontario

HEAD OFFICES HAMILTON, ONTARIO

All of our foodstuffs are guaranteed as to quality.

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

GOOD PROFITS QUICK RETURNS

A side street grocer, while paying his October account to our traveller, said: "$9.00 profit on one month's sales of

"SALADA"

"Is not bad, is it? I bought $32.00 worth last month and sold" "it for $41.00 and I paid nothing for bags, lost nothing in" "overweight, carried no heavy stock, in fact, sold every pound" "before I paid for it. That is what I call good business," said Jerry Burns, 214 Wilton Avenue, Toronto.

WHAT ARE **YOU** SELLING ?

"SALADA"
41 Eastcheap, London, Eng.

"SALADA"
TORONTO and MONTREAL

"SALADA"
198 W. Broadway, New York

Frost Coming!

Purchase

PEACOCK PICKLES

Before the Frost

MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

Sells quickly,
Sells profitably.

Original sweeping compound
Once used, always used,

Cleans carpets, kills moths.
Can't miss the dust.

Lessens labor, saves dusting,
Lays dust and disinfects.

Every housewife should use it,
Every dealer should sell it.

Already the demand is large,
Absolutely lays dust.

Never deteriorates,
No dead stock.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

THREE GOOD SELLERS
FOR YOUR CHRISTMAS TRADE
CLARK'S PORK AND BEANS

You KNOW them. Your customers WANT them.
You always SELL them.

CLARK'S MINCEMEAT

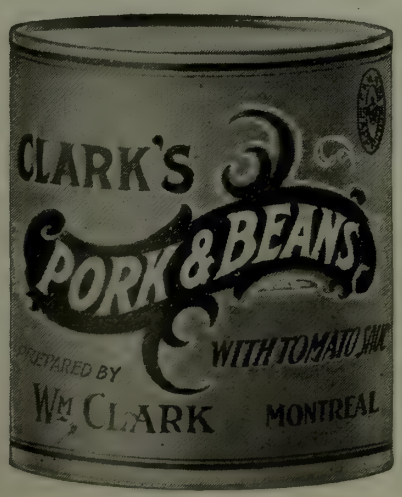
THE PUREST THE BEST
THE MOST CONVENIENT
READY FOR USE.
In all sizes to suit all requirements.

CLARK'S CONCENTRATED SOUPS

CHATEAU BRAND

In all varieties at a low price.

Order some from your jobber.
And watch your soup trade grow.



W. CLARK, MONTREAL

An Unrustable All-Metal Board

— the washboard that greatly aids washing. It is made entirely of metal, and yet is unrustable and has no joints or wooden parts to catch and hold dirt and germs, which means **it is Sanitary.**

Meakins' Sanitary Washboards

will not warp, have no nails to work loose or rough zinc edges to cut the hands.

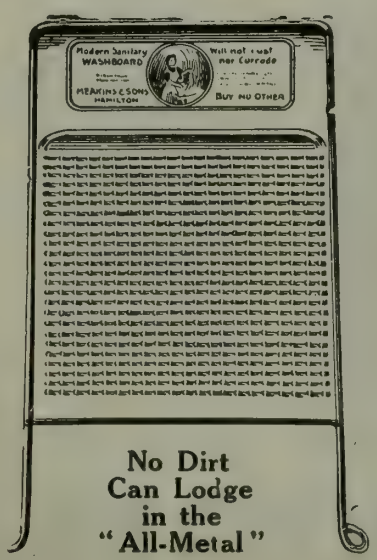
Recommend these boards to your customers.

Particulars and prices gladly sent.

—

Meakins & Sons

Hamilton Ontario



No Dirt Can Lodge in the "All-Metal"

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE

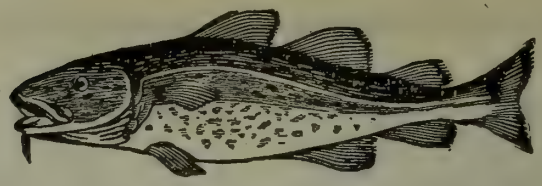
BISCUITS

So great is the demand for this new introduction that during the first three months the quantity sold amounted to 83 million Biscuits.

See that "P.F." is on every Biscuit

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND



A FISH STORY

DURING YEAR 1911 WE HANDLED

Our sales in Canada in the district west of New Brunswick to the Pacific Coast this fall have increased in such proportion that we believe the trade in Canada would be interested in knowing the extent of the increase.

The following figures show the percentages of increase for certain periods of the year 1912 over years 1910 and 1911.

Increase September, 1912, over September, 1911 ..... 172 %
Increase September, 1912, over September, 1910 ..... 248 %

Increase October, 1912, over October, 1911 ..... 89 %
Increase October, 1912, over October, 1910 ..... 172 %

First 6 months of our business year, May 1st to October 31st:—
Increase 6 months, 1912, over same period, 1911 ..... 75 %
Increase 6 months, 1912, over same period, 1910 ..... 152 %

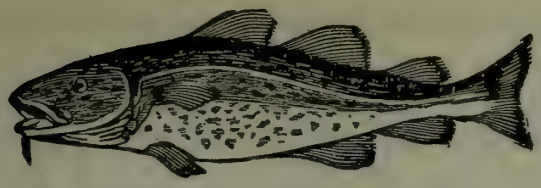
There are causes for this surprising increase, and we believe the low price of all kinds of fresh and cured Atlantic Sea Fish compared with ever-increasing price of all other kinds of foodstuffs, together with the many excellent varieties of cured fish, easily obtainable, which have been cured and packed by our company under the most improved methods, are the cause for the rapidly increasing demand for our products.

THE FIGURES GIVEN ABOVE HAVE
THE DEMAND FOR FISH IS GROWING—

NORTH ATLANTIC

HEAD OFFICE:—HALIFAX

SUCCESSOR TO HALIFAX COLD



AND A TRUE ONE

OVER 15,000,000 POUNDS OF SEA FISH

Our products are sold in every village, town and city in Canada from Halifax to Victoria, B. C.

KINDS WE SELL

SMOKED FISH

Ocean Brand Finnan Haddies
Ocean Brand Kippers
Ocean Brand Bloaters
Boulitier Smoked Fillets
Boulitier Smokies
Smoked Cod
Smoked Hake
Smoked Herring
Smoked Salmon
Smoked Cod Roes

BONELESS FISH

Canada Tablets	20-1 lb. Tablets.
Canada Crates	12-2 lb. Boxes
Canada Strips	30 lb. Boxes Whole Strips
Atlantic Special	20 lbs. 1 & 2-lb. Blocks
Mariner Brand	25 lbs. Bulk.
Cod Bits	25 lbs. Bulk.

SKINLESS FISH

Eastern Fifties	50 lb. Boxes Bulk.
Eastern Hundreds	100 lb. Boxes Bulk.

Canada Brand all Pure Boneless Codfish.

SALT FISH

Salt Mackerel
Salt Herring
Salt Tongues and Sounds
Salt Sea Trout
Salt Salmon
Green Cod
Green Haddock
Green Hake
Green Pollock
Green Cusk

SHEEL FISH

Lobsters.
Oysters
Periwinkles
Mussels
Clams
Scallops.

FRESH AND FROZEN FISH

Cod
Haddock
Halibut
Salmon
Mackerel
Herring
Flounders
Plaice
Soles
Turbot
Pollock
Perch
Skate
Squid
Sturgeon
Swordfish
Trout
Whiting
Gaspereaux
Albacore
Sea Bass.
Shad
Cusk
Eels

Every kind of fish that is caught in the Atlantic Ocean
Our cured fish are handled by all wholesale houses.
Write us for information

A MEANING FOR EVERY RETAILER —HAVE THE SUPPLY TO MEET IT

FISHERIES LIMITED

SELLING BRANCH:—47 WILLIAM ST., MONTREAL

STORAGE COMPANY, LIMITED

NOTHING ELSE WILL DO

They got the habit early in life, and it lasts—as youngsters they are told to get

WINDSOR TABLE SALT

—and they get it—any other salt is refused—then, and when they are "grown ups." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO

Candied and Drained PEEL

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—

THE VERY BEST

Samples and prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

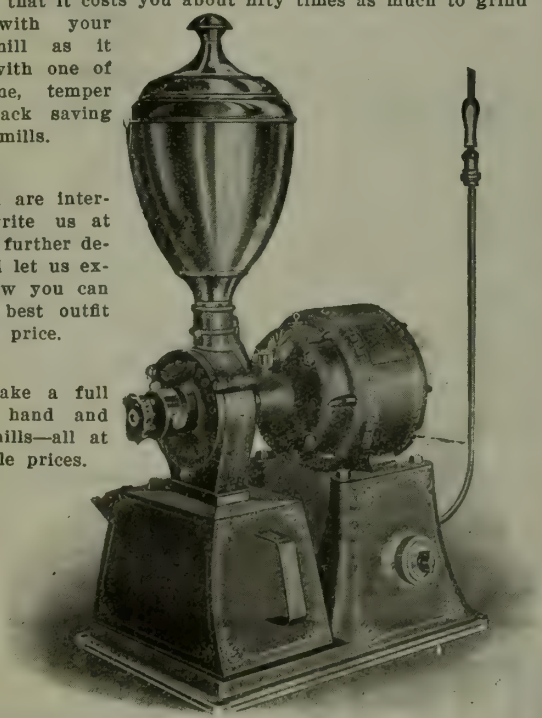
John Gray & Co., Ltd.
Glasgow

Reduce Coffee Costs

by installing a **Coles** Electric Mill. Did you ever stop to consider that it costs you about fifty times as much to grind coffee with your hand mill as it would with one of our time, temper and back saving electric mills.

If you are interested, write us at once for further details and let us explain how you can get the best outfit at a fair price.

We make a full line of hand and power mills—all at reasonable prices.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; I. T. Mewburne & Co., Calgary, Alta.

"CLUB HOUSE" BRAND SPANISH OLIVES EXCEL!

1. We use only the finest smooth-skinned olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.

"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co.
Limited
London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

WHITE SWAN YEAST CAKES

WILL PRODUCE WHITER, LIGHTER AND SWEETER BREAD THAN ANY YEAST SOLD IN CANADA

THAT'S WHY THEY

GIVE BEST RESULTS

ORDER FROM YOUR WHOLESALER ANYWHERE IN CANADA

"DOMINION"

SILENT MATCHES

Strong stems and good tips are big selling features for a match. We specialize in giving all dealers satisfaction. Every match guaranteed.

DOMINION MATCH CO.

LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

By Royal Letters Parent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

CENTURY SALT

Every step in the preparation of Century Salt for the table is taken under the strictest sanitary conditions—Purity First.
Century Salt is all salt—positively not adulterated. Comes to the grocer packed ready for delivery—sell the best—THAT'S CENTURY.

Get Our Price List

DOMINION SALT CO., Ltd.
Manufacturers and Shippers
SARNIA - ONTARIO

CAMP COFFEE

Warms—
Refreshes—
Invigorates

Easiest to make of all Coffees — most delightful of all when made. That's why so many specify—

'CAMP' COFFEE

Replenish your stock, or get it into stock to-day.
R. Paterson & Sons, Coffee Specialists, Glasgow.

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT LIMITED

Manufacturers

Uniformity | MONTREAL | Reliability

COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal

Tartan BRAND
THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, HAMILTON

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MEADOW CREAM SODAS

"AS SMOOTH AS THE NAME IMPLIES"

There are FIFTY to the pound, being the LIGHTEST, and MOST CRISP cracker made.

That means we have the largest package on the market and the best value.

Manufactured by the

W. J. Crothers Co.
Limited
KINGSTON - - ONTARIO

YOUR CUSTOMERS KNOW THAT
HEINZ QUALITY MEANS
HIGHEST QUALITY IN
FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES
Pure Food Products

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz's foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. HEINZ COMPANY

Cartons

ARE YOU HANDLING

St. Lawrence Granulated

In 2-lb. and 5-lb cartons? They are clean and neat packages for the consumer and save the merchant the trouble, labor and waste in parceling bulk sugar.

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail	.50
7s. Gold Lined Pails, 6 in case, per pail	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

The Home market for

JAPAN TEA

is just about closing---quality and price have been particularly attractive this season and in consequence stocks in first hands are unusually small at this period.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

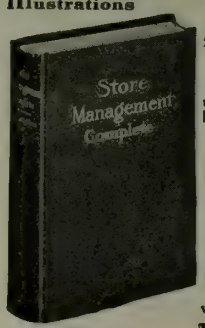
Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

For

"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars **Write or Wire**

CLEMENTS COMPANY, Limited

ST. JOHN - - - N. B.

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

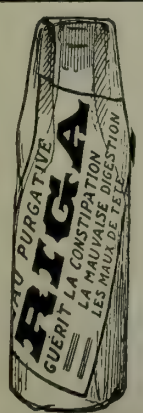
Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St. - MONTREAL



50% PROFIT GUARANTEED

A Healthful Beverage

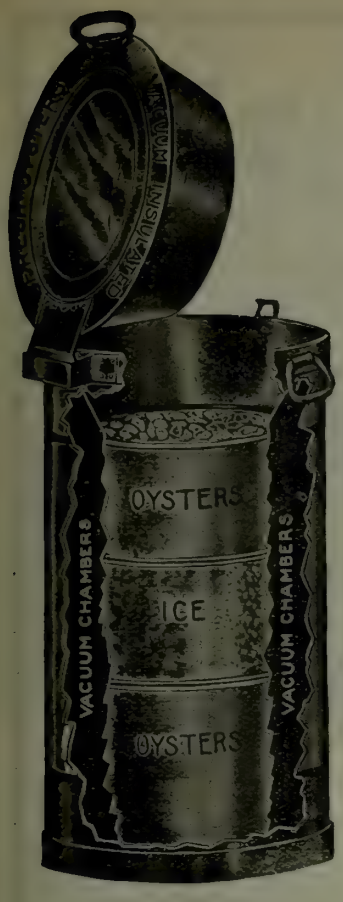
RIGA WATER should be in every home—it acts as a gentle purgative and produces the buoyancy of good health. It is up to the grocer to put RIGA WATER in the homes of his customers.

Cures Constipation and all Stomach troubles.

Strongly Recommended by the Medical Board

WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL



SELLING ARGUMENTS

There are selling arguments that are good and there are selling arguments that are better.

In reply to enquiries from the consumer, we have found that it is much more effective to quote oysters in pints, rather than quarts. In years gone by oysters were handled very differently from what they are now. The consumer feels that the price has been advanced, but the value they receive for their money at this time is greater than that which they received ten years ago; that is, they are receiving more solids or actual food properties. The family that required a quart of oysters under the methods that prevailed a few years ago, will only require a pint under the present methods, and will really obtain more satisfaction. There, of course, continues to be more or less watering of oysters, but this method is wrong, and will, as a natural result, be its own undoing. How often the consumer purchases oysters, depends entirely upon the satisfaction obtained in eating them, with the result that it is up to every dealer to put the oysters out in the best possible condition, and obtain a price that will afford his doing so. Obtain the best oysters possible, put them out in the best possible condition, and the trouble of getting a price for your stock will be pretty well taken care of.

We can supply you with the necessary quality; the rest of it is up to you. COAST SEALED oysters stand for more with Canadian trade to-day than all other brands combined.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

CONNECTICUT OYSTER CO.

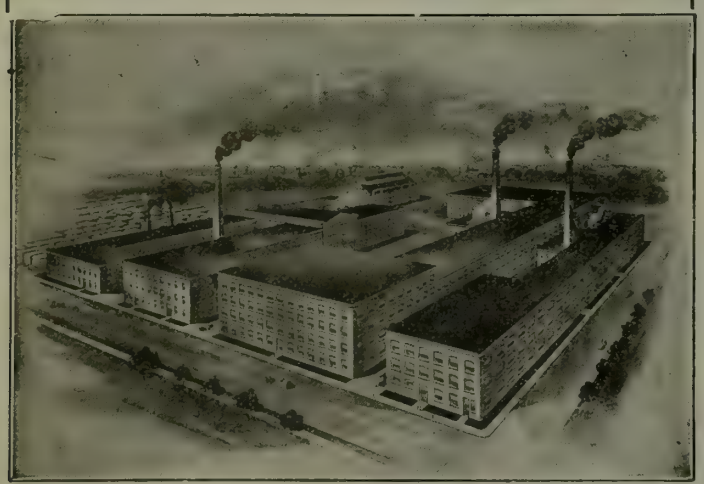
50 JARVIS STREET TORONTO

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail bookkeeping.

Send for illustrated booklet or ask for demonstration.



We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

Every Extra Sale Means an Extra Profit

Give Shirriff's Jelly Powders the benefit of some of your energy, enthusiasm and selling ability. The extra profits on the extra sales you will make will amply repay you.

Shirriff's Jelly Powders

There's a flavor to suit almost every taste and occasion. High-quality flavors, full and rich. And the attractive appearance of the jellies, with their beautiful sparkling and glowing colors, makes one eager to taste them. They are the kind of jellies that housewives take pride in seeing on their tables.

Shirriff's Jelly Powders are easy to sell, and there's a good margin of profit in each sale, which is a good reason why it is good business for you to instruct your salesmen to keep their eyes open for chances to increase their sales of this profit-earning line.

Imperial Extract Co.
Toronto

107

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham,
St. Lawrence,
Canada,
Ivory Gloss and
Akron Starch
also
Bee Hive Corn Syrup

Their warehouses at

FORT WILLIAM
WINNIPEG
REGINA
MOOSE JAW
SASKATOON
CALGARY
EDMONTON

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

"From the Great Lakes to the Rockies,"

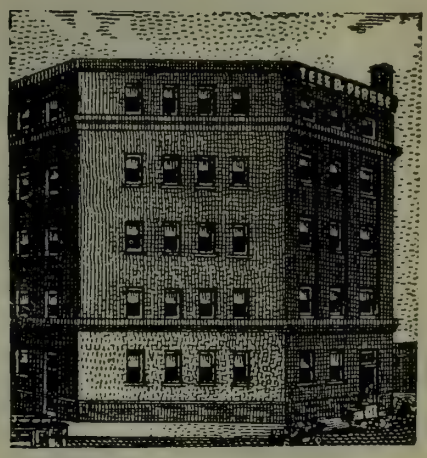
and all jobbers are canvassed daily.

St. Lawrence Starch Co.,
Limited
PORT CREDIT, ONTARIO

AGENCIES SOLICITED
Address

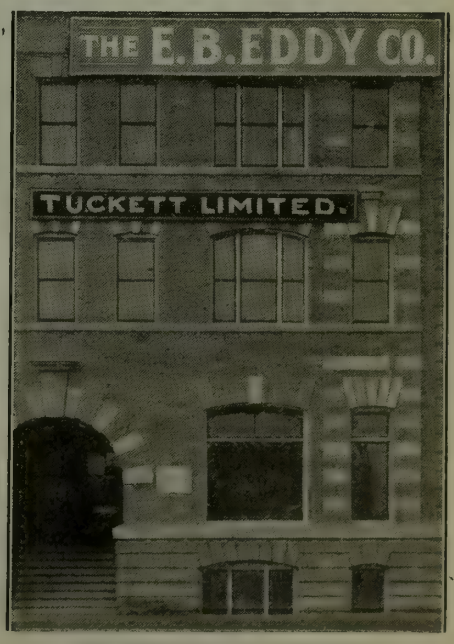
TEES & PERSSE, LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

That Distinctive Pure Fruit Flavor

that gives real quality to Jams and Jellies, is always found in goods marked with the E. D. S. Triangle. E. D. S. Jams are Preserved Purity. Made in Canada from the best Canadian fruits, fruits grown in Canada's fruit belt, the Niagara Peninsula.

E. D. S. Jams and Jellies are government inspected and test 100 per cent. pure.

Your customers will be delighted with the deliciousness of these fruit products—that uphold quality and purity—E. D. S.

Made only by

E. D. SMITH

WINONA :: ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS. Hamilton.

You will put your hand on Money

if you make a feature of **Lawrason's Snowflake Ammonia** and **Lawrason's Snowflake Bath Powder.** These two moderate priced household necessities have proven big sellers by reason of their effective cleansing and water softening powers.

Lawrason's Snowflake Ammonia is backed by a guarantee of $500 that it equals in cleansing power any similar powder on the market selling for twice the price.

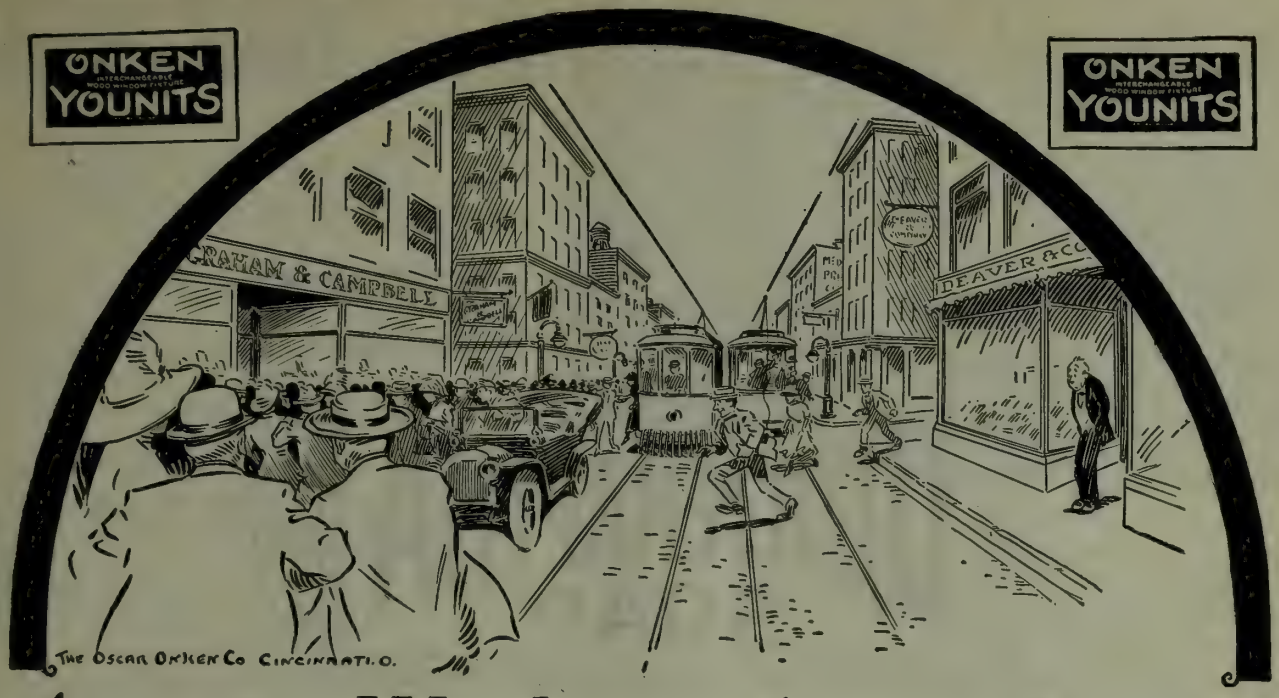
Lawrason's Snowflake Bath Powder is a boon to the city dweller. It is perfumed and antiseptic, and is unequalled for softening hard water. Packed in neat green and red lithographed tins, with nickeled top.

Lawrason's are the lines for you to handle.

Write at once

S. F. Lawrason & Co.

LONDON ONTARIO



Attractive Windows--Attract Attention

and with the aid of

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

The Window Trimmer

Will accomplish ever so much in making good window displays—will shorten the time of his work—will positively find it possible to make his trims just as he has been wanting to make them by having every YOUNIT necessary to make just the fixtures he wants, for the reason that my sets of YOUNIT FIXTURES have wonderful **interchangeable** features; you put them together just as your needs require, large or small, high or low, and when they are together you will find them absolutely rigid, and remember above all

YOU NEVER NEED A TOOL.

I can show you how you can make HUNDREDS and HUNDREDS of window trims on the order of this one which is a ten-foot trim and made with only a part of a set; you never need make any two trims alike; I don't care what size or shape your windows are, my YOUNIT FIXTURES are just what you want. The fact that they are **interchangeable** permits you to set them together to suit your size and shape windows. You can make pedestals, trees, stands, benches, brackets, window dividers, and hundreds and hundreds of odd and standard fixtures and you will never exhaust the possibilities of this wonderful set of ONKEN YOUNITS.

(Patented 1911 in United States and Foreign Countries)

Special Sets I Make

Set No. 14 125 YOUNITS For 2 large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$36.00**

Set No. 14½ 65 YOUNITS For 1 large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **$21.00**

Set No. 4 110 YOUNITS. This set is made for the general store trade. This set can be used for displaying groceries, hardware, shoes, clothing, dry goods and furnishings. **$28.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

Finish —Made of Select Oak in stock finish, Weathered Oak, and all in a soft, mellow, waxed finish.

Storage Chests —Each set is put up in a hard wood hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs —A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments Made at Once. **Every Set Guaranteed Absolutely.**

THE OSCAR ONKEN CO.

Established 32 Years

788 Fourth Ave.,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT.

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.

Send me your Window Fixture Booklet.

Firm.....

City..... Business.....

16

You Should Never Be Without Quick-Naptha

THE BEST 5c line with an extra good margin of profit

Between Now and Christmas You Can Earn $20.00 Per Week

THIS year the MacLean Publishing Co. find it necessary to engage a larger number of representatives than ever to handle their Christmas business. Thousands of subscriptions to the MACLEAN MAGAZINE fall due between now and the first of the year. We need respectable men and women of good address to look after these renewals and secure new business for us.

In every town and centre of population in Canada are hundreds of our readers. You are well acquainted in your own locality, and have direct access to these people. Their subscriptions expire at the end of the year, and their renewals are merely a matter of your calling on them.

Never before have we had such an increase in new business. Our Magazine is demanded by the business and professional classes, while the average reader enjoys it. You can also look after this new business for us. We give the most liberal pay of any publication on the market. By devoting your spare time to the work, you can easily bring your earnings up to $20 per week. Many of our local salesmen exceed this modest estimate. For the balance of the year 1912 we are going to spend thousands of dollars on our local sales force. Your town will share in this expenditure. Here is a business chance for you. Take charge of this work in your own town during spare hours. All that is necessary to become our representative is to write for supplies and further instructions.

Send in your application to-day to

The MacLean Publishing Company

143-149 University Avenue - - - Toronto, Ont.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St. St. John, N.B.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

JUST ONE GLANCE

at a display of Cairns delicious Scotch Jams will make your customers try them. The first sale is followed by repeats.

APPRECIATED BY ROYALTY

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents: SNOWDON & EBBITT, Montreal.

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS
MONTREAL and TORONTO

KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that ensures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

For sale by all the Canadian Jobbing Trade

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

Agents for the Dominion of Canada

Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

No other Corn Syrup will do. Your customers want it simply because it is **Crown Brand**—the purest and finest Corn Syrup obtainable.

Clear as strained honey—delicious in flavor—Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it—because housewives know that Crown Brand is the ideal Table Syrup — unequalled for culinary purposes, and a wholesome and nourishing food for children—profitable for you to handle.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Canned fruit display made by R. George, with The Hudson's Bay Co., at Kamloops, B.C.. It shows good effect of a quantity trim properly organized.

Organization in the Quantity Display

If it is to be Strong "in the Attack" Like a Successful Army, it Must Have System—Window Containing Many Tins of Canned Fruit Which Will Attract—Some Forethought Necessary to Produce a Strong Selling Quantity Trim.

If there is strength in numbers as the old proverb indicates, then the above display must be considered a particularly good one. More than 350 tins of canned fruit alone can be seen in the photograph, and what can be seen does not include much more than half of what the window actually contains.

Canned goods is one line which can be shown in quantity with good effect. Most dealers buy heavy supplies of this line every autumn and a quantity display is therefore easy.

In some cases, however, there is not strength in numbers. Witness some of the battles recently waged between the Bulgarians and Turks. No army can do effective fighting if it is a mob. There must be system. System is absolutely necessary if a strong attack is to be made.

The same applies to quantity in the window display. Many windows are to be seen everywhere that stand high as far as quantity is concerned. But in the matter of drawing custom—in the attack—they are absolute failures. Windows containing disorganized "mobs" of goods are similar to the army that has become a mob. Each is ineffective in the attack and sooner or later their failure will be observed.

The above window was one shown recently by the Hudson's Bay Company, Kamloops, B.C. and was trimmed by R. George. Mr. George has already the acquaintance of Grocer readers, he having won a first prize in the Christmas window dressing contest of 1911-12. His display belongs to the organized class and as such is bound to produce results. Care was exercised in arranging this canned fruit window. It was not accomplished as if it were an afterthought, but a fore-thought. The various cans were laid in specific places—not simply thrown together. They present a strong front, with the labels turned out where they accomplish the most good.

A Forceful Connection.

It is not necessary to go into any detail in explanation of how the window was dressed. The arrangement is self-evident, but some emphasis should be placed on the connection the artist has made between the canned and fresh fruits. In the centre of the display may be seen three boxes of high quality apples, the boxes being artistically bordered with excelsior. This strongly suggests to the prospective buyer the quality of the fruit in the cans. The decorations of palms, leaves, etc., add an extra tone to the display which assists in attracting attention.

A Window Picture Without Reflections

To Absolutely Prevent Reflections and for Best Results, Photograph Should be Taken at Night With Artificial Light and Long Exposure—Camera Must be Perfectly Still and Lights in Window Must be Concealed—Take Picture in Daylight When Sun is Shining on the Display—This Tends to Kill Reflection.

When the retail grocer goes to the trouble of having a photograph taken of a window display, he might as well get the best results possible. One of the troublesome features that photographers, unaccustomed to outside work, meet with is reflection. This is frequently seen in windows received by this paper. Good displays are impaired for reproduction on account of buildings and trees from across the road getting into the picture. In fact, occasionally the photographer himself, with his camera, appeared in the picture, rendering it practically useless for reproduction.

The Grocer would suggest to dealers who frequently have windows taken by one of their local photographers, that they study the suggestions given below so as to be able to advise the inexperienced commercial camera man. Every town and city has good portrait photographers. That is, they take good pictures of people inside their studios. But when it comes to commercial work they are at sea with regard to some points.

Schedule of Important Points.

Retailers should remember the following points:—

1. To get the best possible picture of a window display it should be taken at night.

2. The light in the window should be fairly strong, Tungsten lamps being preferred. Strong gas light or an arc light are also good.

3. All lights in the window should be concealed.

4. Photographs should be taken on a calm night as a strong wind vibrates the camera which should remain absolutely steady.

5. Photographer should stand just far enough away to get in the window itself.

6. The average length of exposure for a night picture is from 10 to 25 minutes, the time depending on strength of the light in the window and the colors. Some windows, however, have to be exposed from 30 minutes to an hour, this applying more particularly to dry goods where dark cloths against dark background are shown.

7. Prints should be made on glossy paper as better results are secured by the engraver from this than from a dull finish. Pictures for reproduction in this paper should be about 8 inches by 10 inches in dimensions and unmounted.

Eliminates the Reflections.

The reason why a photograph should be taken at night is obvious. It entirely prevents reflections and therefore does away with the greatest trouble. It does not matter whether people pass between the window and camera or not, although no one should be allowed to stand in front of either for any length of time. This would darken and dull a portion of the picture. A flashlight of a display at night seldom produces good results and should be avoided.

When lights are placed high up in the window, they can often be concealed by pulling down the curtain. Otherwise they should be covered so that they still shed light on the goods but that they cannot be seen by the photographer. Unless they are concealed the photograph will be blurred.

How Detail is Often Lost.

Some photographers stand too far away from the window to get the detail of the arrangement. When reproduced these become useless in the matter of ideas for others. If the sidewalk is fairly wide the man with the camera can stand on the edge of it. It should be distinctly remembered that a window is of little use unless the arrangement is obvious when it is reproduced in the paper.

Commercial photographers advise a "fast" plate for a window photograph taken at night. This is preferable to a "slow" one because the length of time of exposure is lessened.

The Daylight Photograph.

There are occasions when a photograph has to be taken during the day time—particularly in smaller places where artificial light is poor—and a few elementary principles should be always recognized in such cases.

One is that the reflections are worse when the sun is not shining on the window. It is therefore desirable that the picture be taken in strong sunlight with the sun's rays directly on the window to be taken. This kills the reflections and results are usually pretty good. Time length of exposure in daylight is, of course, greatly reduced in comparison to a night photograph with artificial light. One second is probably the limit.

A sure method of preventing reflections in day time is by the use of a screen erected on two poles just behind the camera. The best color to use is turkey red with black coming next. This may be simply a light cheese cloth or sheet held up by a couple of poles so as to prevent the rays of light from across the street entering the window. The camera should, if possible, be placed in a hole in the centre of the sheet; next best, the photographer should stand in front of it.

For Picture of an Interior.

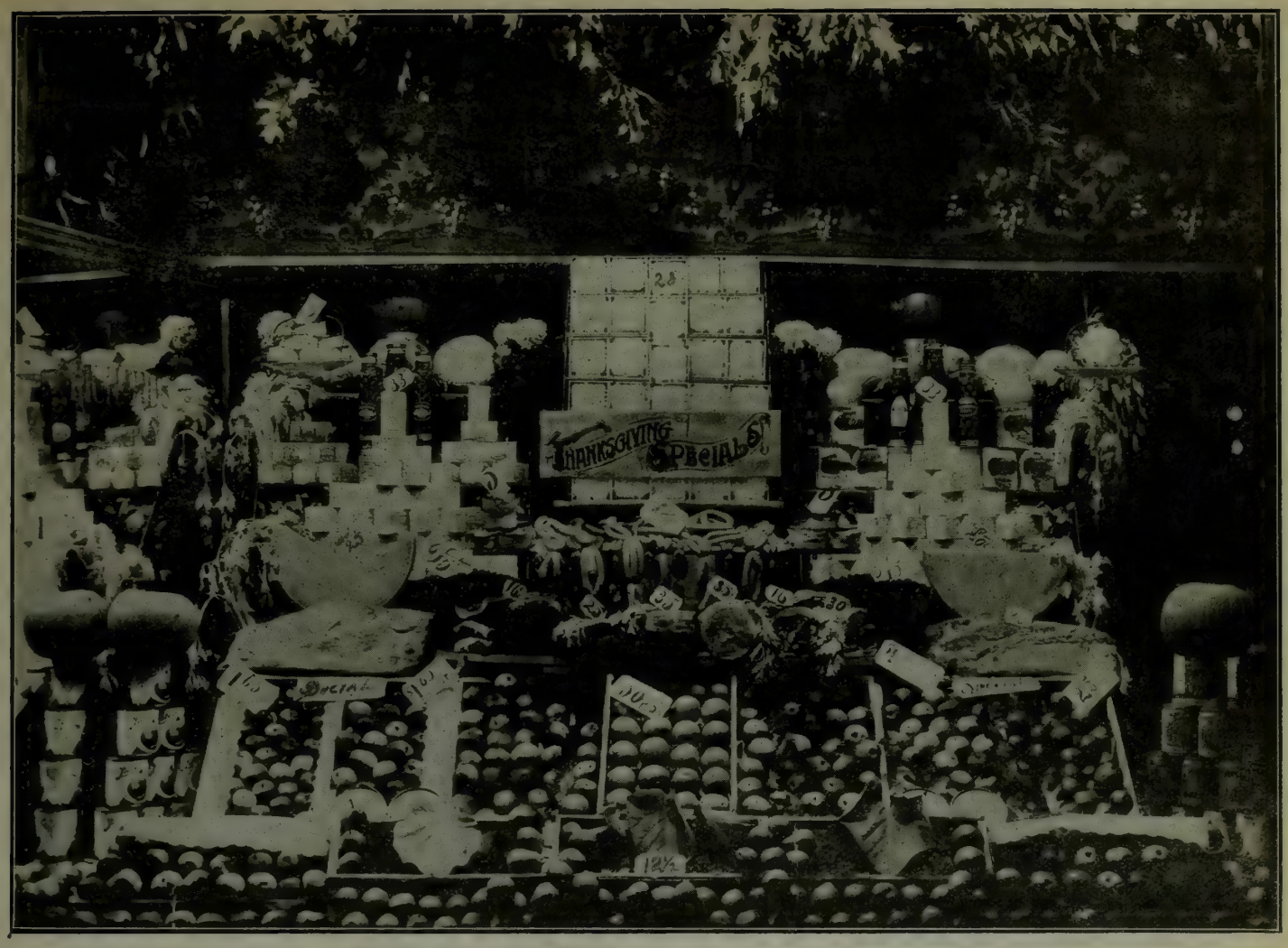
A photograph of a store interior is best when taken during the day. But it should not be taken when the sun is shining on the window. The light should be as evenly distributed as possible to get good results and these cannot be secured with the front of the store too bright. It is much easier, of course, to get a good interior picture than a window, as the photographer hasn't the glass to contend with.

Keep Suggestions on File.

Now that the Christmas season is close at hand, many dealers will be having their windows photographed so that above suggestions will come in handy. This page might well be clipped out and placed on file where it can be looked over when a photograph is contemplated. It should be remembered that apart from the larger cities, there are few photographers acquainted with outside commercial work so that the dealer should be in a position to point out the best time for a photograph and some of the important points to consider. These photographers may be experts at portrait and inside work in their studios where they understand all light changes, but they need a little coaching when it comes to a window photograph where reflections are a trouble.

FIRM MOLASSES PRICES.

Fancy Barbadoes molasses sold steady to firm. There is no molasses to come forward from the Island of Barbadoes except what has been already purchased by importers, and therefore, there is not likely to be any decline in prices between now and February. Easiness then is by no means a certainty as reports from Barbadoes regarding coming crop are by no means encouraging. Of course low prices expected on sugar will have tendency to weaken prices on new crop.



This Thanksgiving display attracted a great deal of attention and made many sales. It was arranged by Bruce McDougall, Ingérsoll, Ont.

A Result Getting Thanksgiving Display

What One Retail Store Accomplished With a Fine Display for That Festive Occasion—Fruits, Meats, Cheese, Butter, Honey and Vegetables Shown—Many Extra Sales Made—Citizens Called to Congratulate the Winner.

By Bruce McDougall.

That the window display is an important seller in the grocer store of today, was proven by our this year's Thanksgiving window, a reproduction of which is shown here. It necessitated a great amount of work to arrange it, but it certainly sold the goods. A good window display places your goods before the public in an appealing and unobtrusive way and with a little care and attention to the arrangement and blending of the goods shown, satisfactory results should always accrue.

This window is made up of a special line of goods for Thanksgiving. They include tasty edibles applicable for that particular occasion. Near the front of the window are a number of boxes of new raisins, and in front of them close to the glass, large russet pears. A row of boxes of choice MacIntosh reds are next the raisins and flanked by a pyramid of canned fruit and vegetables with pumpkins placed on top.

Bruce McDougall, the writer of this article and the trimmer of this Thanksgiving window, is in his father's store at Ingersoll, Ont. He is a young man who is making good in the art of grocery window display, which illustrates what can be accomplished by the salesman who takes an interest in the success of the store. The above window is one retail dealers should place on their files for suggestions for next year.

A couple of stands were erected on either side and to the rear on which were placed creamery butter, cheese, celery, cooking compound, olives, cream cheese, and cabbage. In the centre I built up a semi-circular platform on which to show meats as attractively as possible. Hanging from the ceiling was a heavy plate glass shelf loaded down with sausage and pork pies. This plate glass shelf kept swinging backward and forward, the motion itself attracting a good many people. I may say here that the displaying of meats, sausage, etc. in the window has sold and is selling a great deal of goods for us. Higher up and to right and left may be seen plates suspended from the ceiling also containing pork pies. Everything in the window was priced with small tickets, as we believe these assist greatly in making sales.

The decorations at the top consisted of oak leaves against a background of grapes and other fruit.

The CANADIAN GROCER

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John Bayne MacLean - - President.

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RETAILER PROTECTED BY WARRANTY.

Food Standards for Canada are gradually being established to include all lines. In last week's issue several new standards were referred to and more will follow. As these standards go into effect, foods sold by the retailer must be subject to their conditions or else he will have to bear the penalties for conviction as set forth by the Adulteration Act.

The inspection of foods will still continue as under the Adulteration Act, but the legalization of the Standards will have the result of making it a simpler matter to obtain conviction. Many consider the fact that the retailer is liable for infractions of the law as a hardship to him, claiming that the manufacturer of adulterated goods is really the guilty party. However, the authorities look upon the situation in a different light, arguing that since the retailer is the immediate vendor, he is the one directly responsible for their quality.

The retailer, however, can be absolutely protected if he will take the trouble to ask the manufacturer, or his representative, for a warranty that the goods are pure. This warranty is provided for in a section of the Adulteration Act, and once secured by the retailer, he no longer becomes liable. If the manufacturer refuses to give a warranty that the goods are according to Standard, and at the same time represents them to be so, the dealer should purchase elsewhere. He cannot afford to take a chance on his reputation.

Food Standards are intended to raise the standard of quality of goods sold to the consumer and every retail dealer should stand behind the pure food idea with his selling influence.

ADVANCES IN BLENDED COFFEE.

During the past few weeks several large Canadian coffee firms have advanced prices on their standard blends, put up under their own branded name. The upward movement amounted to from 2 to 3 cents per pound.

The advances were inevitable on account of the rise in green coffee. Indeed, advances were made by some firms a couple of months ago. The total advance in prices since the soaring movement began in this line two and a half years ago has been appreciable, ranging from 3 to 4 cents on better grades with most firms to 6 to 8 cents with lower quality goods.

These advances, although they appear rather substantial have been apparently warranted by the course of the green goods, which has been gradually climbing to a higher level, especially on the cheaper grades. Green Rios has during that time gone up about 10 cents per pound, while some of the better grades have advanced as much as 5 to 7 cents.

Therefore it would seem as if the advances in standard blends are well warranted. It was retarded for a long time by keen competition between manufacturers, but at last had to give way to the inevitable. The advance has, of course, been much larger on the cheap grades.

ANNUAL COST OF SCALE INSPECTION.

Government blue books as a rule are dry reading for the majority, but the last one on Canada's inland revenue contains information about weights and measures which will be interesting to every grocer and general merchant. They have to "pay the piper" for the public's benefit and should therefore know the amount assessed them for scale inspection.

The total revenue collected for scale inspection during the fiscal year ending March 31, 1912, was $107,408.60. The total expenditures by the department in the collection of above amount was $124,256.83. It actually cost the Government, therefore, only $16,848.23 to employ many inspectors and maintain buildings and apparatus for the inspection of the scales and measures for the protection of the public. The owners of scales paid the rest whether scales were correct or not.

But the chief objection to the retailer paying for inspection is the fact that in the great majority of cases his scales are correct. The blue book report shows that 63,674 weights (Dominion) were presented for inspection and that 63,238 were verified and only 436 rejected. This places the percentage of rejections at only .683. As regards platform scales, 51,464 were inspected and 1,134 rejected, making a percentage of 2.203. Scales used by merchants have, therefore, been practically correct, yet, whether correct or not they have had to hand over a big percentage of the $107,408.60 revenue collected.

FRIENDLY RIVALRY IN SALES MAKING.

Friendly rivalry between clerks in a store in the making of sales is something to be desired because it will prove beneficial to business.

In a certain grocery store where there are two male clerks employed, it is the practice to go out among customers twice a week soliciting orders. Each male clerk is given one portion of the town to cover. Soliciting orders in ths way is likely to become rather monotonous, unless there is something to keep up interest. In order to do this, one day when the junior clerk, more by good luck than real effort, secured more orders than usual, the proprietor tactfully acquainted him with the fact and intimated that if he would put forth a little more effort he would soon be able to get his orders up to that of the older clerk.

The junior clerk thus had an ideal set up for him to strive for. Better work is always done when a person is attempting to attain a certain end and accordingly his orders began to increase. The older clerk finding how

well his junior was doing decided that he would have to get to work or be outstripped in sales. Thus a friendly rivalry sprang up between the two, which has made the work of order taking much more interesting to them and has also proved of material value to the store because of the larger sales.

Many other merchants, no matter how many or how few clerks they employ, should be able to work the same idea to good advantage. Start the sales rivalry in a tactful manner, and the enthusiasm will keep alive itself with encouragement from the merchant at intervals.

EFFECT OF DISORDERLY WAREHOUSES.

A dirty, disorderly warehouse to the rear of a well kept store interior is much like the Queen Anne front and Mary Ann back in a dwelling house. Often the prospective purchaser is pleased with a dwelling almost to the extent of buying, but when a glimpse of the back is secured, the deal is off.

There is something akin to this in the unsanitary warehouse to the rear of the supposedly well kept grocery store. Recently a case has come to the writer's notice where a good customer was lost on this account—she got a glimpse of the warehouse and transferred her account elsewhere. It happened on a chilly day just prior to Thanksgiving, when she went to the rear of the store to stand beside the stove. The proprietor had gone out and had accidentally left the warehouse door a-jar. The customer saw the interior.

Without going into details, it may be said she immediately decided that it was no place for her to deal. Her business now goes elsewhere.

Particular women will not stand for unclean habits in stores. When they are assured that their dealers' establishments are as clean as their own kitchens, there is little chance of losing them. But unsanitary stores are disastrous to trade. There are always plenty of orderly, well kept places to deal in, and these will be found out sooner or later.

GOOD TIME TO FEATURE LEMONS.

This is undoubtedly a time when the grocer should feature lemons, because he will find it greatly to his advantage to do so. There are several reasons for this.

New lemons are now on the market, and the larger shipments have brought reductions in prices at most centres. The downward movement varies on the several markets, according to how high prices were forced previous to the arrival of the new stock, but in most cases supplies of old lemons have been extremely scarce, prices were forced to a high point and are at present undergoing an appreciable reduction.

This of itself would make it easier for the dealer to sell lemons, while he has also good quality fruit to assist him. Not only is the quality good, but the color is excellent, which is rather an unusual thing for new crop lemons.

With all these points favorable to the sale of this line and with the season of good demand now opening up, those dealers who feature lemons should find results satisfactory.

USE WINDOW FROM NOW TILL XMAS.

During the next two months is an excellent and most profitable time for window display in the grocery store, perhaps more so than during any other period of the year.

In the first place, good window displays are possible because the goods which the trimmer now has available lend themselves readily to good window trims. At the present time we have the new canned goods and dried fruits, which may be arranged into some attractive trims, while as the year draws to a close, fancy lines of goods for the Christmas trade should be shown.

The time to give the greatest attention to your windows is when it is possible to make them draw the most business, and from now till the end of the Christmas trade is undoubtedly a time when results should range high. It is merely a case of making hay while the sun shines.

Many dealers have already begun to promote sales of goods for Christmas baking by window display. It is by no means too early. By getting as much of this business as possible over early, the latter period of the Christmas season can be more fully devoted to selling fancy lines of goods for Christmas gifits, nuts, candies, fruits, etc., which do not sell readily until close on the festive day. The window will undoubtedly bring handsome returns for the time spent on it.

EDITORIAL NOTES.

This is the season to sell soups.

* * *

The grocer who looks to the future, must sell high quality goods.

* * *

It is easier and more profitable to retain an old customer than hunt up a new one.

* * *

White beans are not the only ones that are high in price. The coffee bean is well up in the race.

* * *

The longer a leak is left unchecked the greater the destruction so far as grocery profits are concerned.

* * *

Preparations for war prevent it, say military men. Same applies to the stopping of bad accounts.

* * *

The more the clerk knows about the goods in stock, the more confidence he has in his ability to sell them.

* * *

When losses through the careless extension of credits are checked, a dealer can stamp himself as a capable manager.

* * *

A display of goods thrown promiscuously throughout the window has about as much drawing power as a mob has attacking power.

* * *

In entering your Christmas window in The Canadian Grocer's contest be sure to get a good photograph. An article on another page of this issue points the way.

* * *

Reproductions of hunting and Thanksgiving windows which have been appearing in The Grocer, indicate the greater attention being given to special occasions. Every dealer has splendid opportunities to increase sales in this regard.

* * *

There is no sound reason why Co-operative Societies should get concessions from the Federal Parliament which other joint stock companies cannot secure. The retail trade has been instrumental in blocking them so far, in their efforts to get special privileges, and it should be ever on the alert to do so again if the occasion arises.

How an R.G.A. Prevents Credit Losses

Vancouver Association Has Fo ms Which Members Request Credit Applicants to Fill Out—Customer States His or Her Own Limit and is, Therefore, U nder Obligation to Not Overrun It—The Information That the Form Presents.

How many grocers are there who sell goods on credit to certain customers and who never know when the money will reach the cash register? That many a dealer falls by the wayside on account of credit losses is an indisputable fact and if all the losses from this cause were known the list during the past ten years would be appalling.

In later years, however, the retailer —that is the aggressive retailer—has been paying more attention to his credits and is doing much to eliminate losses by demanding cash from doubtful pay and placing a time-limit on laboring classes who receive their wages once a week, every two weeks, or a month as the case may be. These methods have worked out successfully in a great many cases.

There is, too, the professional deadbeat who goes about from district to district and place to place, seeking credit which he never intends to meet with the money. In cases like this, the retail association can do much to discover his method if a proper system has been organized.

Vancouver Grocers Plan.

In Vancouver, B.C., the Retail Grocers' Association is exceedingly active in regard to extension of credits. A form has been prepared for all members to use in case some one asks for credit. This form is reproduced on this page and a study of it shows the importance to the retailer in having the questions thereon answered.

When this form has been filled out the dealer is requested to send it to the secretary of the association, who gives a report on it. The secretary is in a position to know the character of the majority of those who are asking for credit, and he may have in his possession information that is not included on the card.

Applicant Decides the Limit.

The form will show the occupation of the husband, where he is employed and the day of week or month the customer agrees to settle the account. One of the most important features of having this form filled out is that it includes the amount of credit wanted by the credit applicant. When this amount is stated it places the customer practically under an obligation to prevent the account from going above that figure. He or she has stated the amount desired and there is little difficulty in seeing that the account is never overrun. If the dealer had arranged this limit himself, the difficulty would be greater.

Another good feature of having the applicant decide the amount of credit required, is that he is likely to place it at a fairly low figure. A man or woman in looking ahead usually minimises the amount of purchases. When once the limit has been mutually agreed upon, the applicant will do his or her level best to meet the requirements at the stated time.

This is something that every dealer, whether a member of an association or not, should study. In opening a new account let him have the person applying for credit decide on the amount required. This will always prevent the account running into big figures and possibly being lost altogether when payment is pressed.

For the purpose of obtaining credit, I make the following declaration:

My full name is .....

Present address, No. .....

Tenant or owner?.....

My (husband's) present occupation is...

Where employed .....

I will pay on.....day of each.....

Amount of credit wanted.....

At what grocery did you last trade on credit? .....

Give other references .....

....

I do not owe any past due accounts to any other merchant.

Signed .....

No honest person will be offended at any reasonable precaution in the extending of credit. The above questions are only fair and reasonable.

Reproduction of form presented to credit applicants by members of Vancouver R.G.A.

The Cream Skimmed Off.

This matter of credit extensions should undoubtedly be given more consideration by the average grocer than at present. As many a merchant has said, credit losses take the cream off the profits, and if there are otherwise a sufficient number of leaks, failure is inevitable.

WHY MUSHROOM PRICES ADVANCED.

Authorities Attribute Cause to Feeding Molasses to Horses—An Interesting Discussion.

A rise in the price of imported French mushrooms brings out some interesting facts relating to the causes of this advance.

The immediate cause, of course, is the shortage of the supply, and the growth of the demand. But, back of that shortage, is a defect in fertilization—a defect which was the result of a different system of feeding horses adopted by the French Government.

Most of the mushrooms, as is generally known, are grown near Paris, in great artificial cellars constructed for the purpose. The manure to fertilize the beds is largely secured from Paris, and a quantity of it came from the cavalry stables. Now, two years ago, the experiment of feeding molasses to horses was tried, and as a direct result came destruction to so many mushroom beds that the damage done has not yet been repaired.

It seems the molasses was good for the horses, but it destroyed manure for enriching the mushroom beds. Just what harmful influence it had has not been discovered, but it is known that beds upon which this fertilizer was used, were destroyed.

Of course, in the two years which have elapsed since this manure was employed with such disastrous results, a good deal has been done to put the mushroom industry back on its old sound footing. At the present time some $25,000,000 worth of mushrooms are being exported from Paris, but this is not enough to meet the heavy world wide demand. So the present advance of one dollar a bushel has been struck.

THE BIBLE ON NET WEIGTHS.

Thou shalt not have in thy bag divers weights, a great and a small:

Thou shalt not have in thine house divers measures, a great and a small:

But thou shalt have a perfect and just weight, a perfect and just measure shalt thou have; that thy days may be lengthened in the land which the Lord thy God giveth thee.

For all that do such things, and all that do unrighteously, are an abomination unto the Lord thy God.

Ye shall do no unrighteousness in judgment, in meter-yard, in weight or in measure.

Just balances, just weights, a just ephah, and a just hin shall ye have; I am the Lord your God, which brought you out of the land of Egypt.

Goods Shown in Form of Mountain Range

Methods Used to Introduce New Goods to Customers—Value of the Counter Display for This Purpose—Customers Look at the Goods and Then Make Enquiries About Them—A Dealer Who Sells Quality Goods With Best Profit Regardless of What Customer May Ask for.

"A regular mountain range of display," is the best laconic description that can be given of one side of Henderson & Co. store, on Brock Street, Kingston, Ont. In fact, the whole store is one big mass of display arranged with the idea of bringing goods prominently before customers. The majestic showing of goods cannot help but impress the person who visits the store.

This is particularly true of one side. This side has no counter. Commencing about 12 feet from the wall the first ridge of display begins and gradually in step form, rises up close to the ceiling. It is one gradual slope of goods from floor to ceiling, not all evenly arranged, but built up so as to give variety and add to the attractiveness. Steps and pyramids of canned, bottled and package goods constitute the construction. As said before it is not all evenly arranged but suggesting more than anything a miniature mountain range of groceries with pyramids and rows of goods following one another in succession. One cannot help but be impressed with its massiveness. Surmounted with a row of framed advertising material and with a metallic ceiling, the goods are shown to good effect.

Use Attractive Counter Displays.

There is always an extensive display of goods on the counter side. Recently there was a high row of soups adorning the end of the first counter. On a table in front of the counter, cheese was shown. There are always displays of canned goods farther to the rear as well as a biscuit cabinet. The arrangement, of course, is changed frequently.

The idea is to keep the goods forever prominently before people who visit the store. Mr. Henderson maintains that it pays. "If you don't put the goods out where people see them," he says, "you can't expect to sell them. We make a big feature of profuse display of goods. We get them out here and everyone who enters the store sees many articles in which they are interested, or at least, become interested in. Purchases naturally follow. When you get people looking at goods, you are approaching a sale.

"We get as many articles as possible out on the counter, too. When they are there, people will pick them up, examine them and make enquiries about them. The salesman has then a chance to talk about them to the customer."

Introducing Goods to Customers.

Mr. Henderson has a space on the main counter to place goods in which he particularly wishes to interest customers. These lines are frequently changed so that the customer will see something new on each visit. The big display also has to be frequently changed and re-arranged. In order to keep it looking attractive a good deal of dusting is required. The clerks put in their spare time at this work.

Mr. Henderson is another merchant who believes that the grocer can sell the brand of quality goods he wants to. "If people have confidence in you," he says, "they will buy what you recommend. However, the one essential is that you be sure of the quality of the goods first. This must first be made certain of before the goods are recommended for the grocer cannot afford to risk his reputation even for a little extra profit.

"I do not believe in direct substitution, however," he reasons. "For instance, if a customer sends in an order for a certain kind of jam, she gets that kind. I would not disappoint her. I would probably lose more than I would gain. However, if a customer comes in and asks for a certain one that pays a small profit and I have another of equal quality that allows me a better profit, I certainly will recommend it. In this way we find that we can sell what we want to. It is well in these days because many lines pay a small profit. The grocer finds it necessary to pick out the lines that will give him a fair margin above total cost.

"It would seem as if many merchants are in business not for themselves but the benefit of the manufacturer and the customer. They handle goods which allow a margin which will hardly pay expenses. If they have a specially ticklish customer who does a lot of complaining, they will pick out the best goods for her at the lowest price. About the only thing he gets out of it, is the trade. It would be better to do without such business," he claims.

During the summer months, the Henderson store does a big trade in camping goods with campers who have summer homes among the Thousand Islands. Kingston is the route by which many of them go to their summer homes and the Henderson store being close to the station and wharf and an old established business, it naturally secures a goodly portion of this business. They aim to be able to get big orders ready for shipment in a short time and still to have the goods done up properly. This is appreciated by customers and brings them back again when they need further supplies.

Most of the people who betake themselves to the Thousand Islands during the summer are well-to-do, the purchases are large, high class goods are wanted and as these are the best profit-payers, this business is desirable and is well worth, in Mr. Henderson's opinion, the extra attention given to it.

TRAVELERS NOMINATE OFFICERS.

Toronto, Nov. 14.—At a general meeting of the Commercial Travelers' Association in St. George's Hall on Saturday night last, nomination of officers for the ensuing year took place. S. M. Sterling being elected president by acclamation, and James G. Cane getting the first vice-presidency and E. Fielding the treasureship also by acclamation. There will be an election between George W. Moore and F. J. Zammers for second vice-president, while nine of the following are to be elected as directors of the Toronto Board:—

Alec. Cook, J. W. Charles, C. A. E. Colwell, C. G. Duncan, John Everett, William M. Fielding, R. G. Hector, Walter Moore, W. J. McBeth, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill and A. Whiting.

The folowing boards were all elected by acclamation:—

Hamilton Board—John Stoneman, First Vice-President; W. H. Dean, Second Vice-President. Directors—A. F. Hatch, M.P. Malone, C. C. Smye, P. A. Somerville, H. G. Wright and E. O. Zimmerman.

Berlin Board—A. Foster and W. J. Moody.

Kingston Board—W. H. Graham and W. S. R. Murch.

Guelph Board—T. H. Gemmell, Vice-President and W. G. Bersecht, Director.

Brantford Board—J. S. Hamilton and D. J. Waterous.

Montreal Board—W. Williamson, Vice-President and George Dawson, Director.

Winnipeg Board—H. Miller, Vice-President and A. C. Merrett, Director.

Vancouver Board—W. J. McMaster and R. E. Jamieson.

Ottawa Board—J. H. Laurie.

Brockville Board—W. Moore.

The scrutineers of the ballot are—Walter Madill, Robert Keyes and H. Clearihue.

The result of the ballot will be declared at the annual meeting to be held in St. George's Hall on Friday evening, December 27.

Retail Questions Discussed by R.M.A.

Secretary of Dominion Organization Strongly Opposes Co-operative Societies—Advises on the Need of Co-operation Among the Retail Trade—The Association Should be Supported by All—Officers Elected for Coming Year.

Peterboro, Nov. 14 — (Special). — About 60 retailers turned out to the banquet and annual meeting of the local Retail Merchants' Association last week and many matters of interest to the retailer of goods came up for discussion.

Questions Under Discussion.

Following topics were on the slate and the majority of them were gone into:—

"The removal of the time restrictions on the market."

"To enlist co-operation between manufacturers, wholesalers, producers and legitimate retail merchants."

"To have all weights and measures tested at the government's expense."

"The placing of a tax on all business done in the different municipalities by outside retail catalogue houses."

"To abolish the giving of coupons with goods."

"To co-operate in refusing to give donations, prizes, and buying of tickets during business hours."

"The drafting of a new peddlars' Act to include order takers."

"Credit reporting and collection of bad debts."

"Workmen's compensation in retail stores."

"The blocking of the Bulk Sales Act at the last session of the legislature and why."

"Parcels post."

"The abolition or reduction of the business tax on business places."

President Thos. E. Barrie occupied the chair, and the chief speaker of the evening was E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada.

Co-operative Store Being Formed.

There is a movement on foot here to establish a co-operative society, the instigators believing that it would successfully lower the cost of living which evidently is charged up by them to the retailer.

Mr. Trowern strongly denounced the project, claiming that it was injurious to the community as a whole. He referred to the introduction of the stores into Toronto, and their complete failure. Of all the co-operative stores established in Canada only a few have had any measure of success, yet while they are established they injure the trade of the straight retailer.

If you took the retail merchants out of Peterboro," he said, "I would not give you much for what is left." Retailers pay the bulk of taxation and they were the best asset of any town or city."

Plea for Better Organization.

The speaker urged more co-operation among the trade. "You can't help yourself without helping the other fellow, and you can't help the other fellow without helping yourself," he declared.

He held that the retailer was not responsible for any increase in prices, and advised that people deal with honest merchants and then they would have no reason to complain. One thing wanted was legislation to punish the man who was guilty of crooked advertising. Mr. Trowern also claimed that the retailers were responsible for the troubles which confront them and appealed for greater co-operation in the building up of their association as well as the Dominion body. Merchants, he said, should not go into parliament or into municipal councils as coal dealers, grocers or dry goods men, but as members of the Retail Merchants' Association.

On a canvas in the banquet hall of the National Hotel, hung the following admonition:—

"Patronize your own merchants. They sell as cheaply and give you as good value as anyone. Boost for your own town."

Officers for the ensuing year were elected as follows:—

President.—Thomas Barrie (fur dealer).

1st Vice-President — H. P. Morgan (hardwareman).

2nd Vice-President — R. C. Braund (grocer and general dealer).

Treasurer—J. H. Connal (grocer).

Secretary — N. C. Cameron (men's wear).

CANADIANS LIKE PRUNES.

It would seem as if Canada's appetite for prunes is by no means on the dwindle. At least after receiving her first portion of the crop of 1911, she went back for more than usual during the spring months of 1912. The export of prunes from the United States to Canada during the eight months ending August 31, 1912, was 4,041,596 pounds as compared with 2,446,151 pounds for the same period of 1911.

No Cheap Freight Rates for Co-operative Company

Chapleau, Ont., Reader Asks The Question—Claim Was Made by Railway Employees That They Could Get Cheaper Freight—Under the Present Railway Act Such Would be an Impossibility.

Editor, Canadian Grocer:—Enclosed please find our subscription fee of two dollars for renewal. The writer appreciates your weekly very much, and would not miss it weekly for quite a bit.

Ourselves in common with the other merchants of this town are up against a new experience, and wish to seek advice on one matter in particular. Our town is a railroad centre, and a promoter has formed a Co-operative Co., and succeeded in getting a large number of railway employees here to take stock, promising them to cut the cost of living in half, and also to give them a 20 per cent. dividend on their money. The one thing however, that we are anxious to get advice on is this. One of the reasons that we are forced to get fairly long prices here, is the enormous freight rates we are compelled to pay. This company claim that on account of their stockholders being largely railway employees, that they are to have their goods delivered here at about half rate. We are anxious to know if the law will permit such an action on the company's part, even if they were willing to do so. We think this is a question of importance, not only to us here, but to the retail trade as a whole. We would be pleased to hear your opinion on this matter.

Yours very truly,
READER.

Chapleau, Ont., Nov. 8.

Editorial Note.—While the Canadian Grocer was of the opinion that it would be impossible for any railway company to discriminate against the general public by allowing special freight rates to any one class or company, to make sure of the point, the matter was taken up with the freight department of the Canadian Pacific Railway.

"Under the Railway Act," The Grocer was told, "all the freight tariffs of the company have to be published, and those rates published are open for any person to inspect or take advantage of. Therefore, there could be no lower rates allowed to one party or company than another."

Current News of the Week

Quebec and Maritime Provinces.

W. Rupert Willett, of the Willett Fruit Co., St. John, N.B., died recently.

A draft agreement has been ratified at St. John, N.B., whereby the law firm of Mitchell & Casgrain, Montreal, will, within 30 days, deposit with the chamberlain, of the city, the sum of $100,000, as a guarantee that they will erect a sugar refinery within two years, and operate this to the capacity of 2,000 barrels per day.

A general meeting of the Dominion Commercial Travelers' Association, is to be held in Montreal Saturday night, November 16th. The time for election of officers is drawing near, and at this meeting nominations will be made. This is not, of course, the biggest item of business but the question of having a banquet at the time of elections in December will also be discussed. The idea seems to be that such a gathering should prove a great success.

Shirley Ogilvie, for a long time connected with the Ogilvie Flour Mills, has severed his active connection with the office management, though he will continue as a director of the company. In view of this break the officials and the whole office staff, gathered last week to express their regret. C. R. Hosmer, president of the company, on behalf of the directors and the employes, presented Mr. Ogilvie with a handsome solid silver tea set, expressing also the regret all felt at Mr. Ogilvie's decision to retire from the active management. Mr. Black also spoke, referring to the pleasure that all had felt in working with Mr. Ogilvie.

Ontario.

J. M. Bell, grocer, Toronto, has sold to Wm. Sutton.

R. C. Morris, grocer, Toronto, has sold to G. E. Boyd.

Business of M. C. Faust, grocery, Chesley, Ont., has been sold.

J. Lewis & Son, grocers, St. Thomas, Ont ., have sold their business.

A. Whitehorn, grocer, Westboro, Ont., is succeeded by J. B. Sharp.

G. H. Smith, grocer, 176-178 Christie street, Toronto, has sold to A. S. Smart.

G. A. Black, general merchant, Rosemount, Ont., is succeeded by G. A. Graves.

Claude Macdonell, M.P., for South Toronto, states that he will bring in a bill next session to amend the Pure Foods Act.

Holgate & Son have purchased the evaporating business of Finkle & Ackerman, Bowmanville, Ont. The former have branches in Newcastle and Foxboro.

W. A. Gordon, of Florence, Ont., has sold his entire stock of drygoods and groceries to Wm. Drew and James McIntyre. The new proprietors are now in possession.

Wm. Miller and D. Bell, Yonge street, Toronto grocers, with Controller Alf. McGuire, were in Buffalo on Tuesday of last week to witness the celebration of the presidential election.

H. G. E. Choate, son of A. F. Choate, general merchant, Warsaw, Ont., was in Toronto this week attending convention of the Horticultural Society. He called on several of the wholesale houses while there.

There has been much talk of late about the middleman being the chief cause of the increased cost of living. It has been especially claimed that farm produce costs much more by going through his hands instead of straight from the producer. Cases frequently discredit this claim. One instance became evident last Saturday. New laid eggs on the Toronto farmers' market that day were being sold at 60c per dozen. At the same time, nowhere in the city were retailers getting as high a figure as that for new laid eggs. This would seem to show that marketing eggs through the wholesaler and retailer can be done at a smaller cost than the producer coming to the city to deal directly with the consumer.

Western Canada.

G. W. Kesterton has opened a grocery store in Edmonton, Alta.

W. S. Wright, grocer, Point Grey, B. C., has sold his business.

Berry & Roth, grocers, Regina, Sask., have dissolved partnership.

Bryer & Co., grocers, Winnipeg, are succeeded by Zeilig & Son.

A. J. Salter, grocer, Regina, Sask., is succeeded by J. H. Stewart.

B. A. Zimmer, general merchant, Margo, Sask., has sold to McRae Bros.

Wilson & Shannon, grocers, Winnipeg, are succeeded by John Shannon.

C. A. Turner, general merchant, Milestone, Sask., has sold to W. Miller.

H. R. Taylor succeeds Mrs. W. J. Wallace, general merchant, Brownlee, Sask.

Stevens & Son, grocers, Moose Jaw, Sask., are succeeded by Carl R. Stevens.

The Beaver Mercantile Co., Ltd., wholesale and retail general merchants, have opened a branch at Ridgedale, Alta.

WHAT SHOULD BUYING PRICE BE?

Editor Canadian Grocer.—"If a grocer's expenses are 17 to 18 per cent. of each dollar's business done, what should he pay for a 25-cent article?"

READER.

This was a question which appeared in last weeks' issue when retailers and clerks were asked to do a little figuring on same. One of the replies received reasons as follows:—"Supposing Reader desires to make 6 per cent. net profit on turnover (he does not state what net profit he wants) he would pay 19 cents for the article, providing his expenses are 18 cents on every dollar's worth of business done. The total margin would have to be 18 plus 6 per cent, or 24 per cent of the selling price which is 25 cents. Twenty-four per cent. of 25 cents is 6 cents and 6 cents subtracted from 25 leaves 19 cents—the cost. Trusting this may prove to be sound reasoning,

Yours very truly,
BRANTFORD CLERK.

* * *

An Ottawa dealer interested in the problem submits the following reply:—

"In answer to your problem 'What should the buying price be,' it would of course depend on how much over and above cost of doing business that the grocer wished to make. I consider that 7 per cent. is about a reasonable net profit to make. Figuring on this basis, an article that is to sell for 25 cents, should cost him 18¾ cents or $2.25 per dozen.

"The total percentage of profit would be 18 plus 7 or 25 per cent. To make 25 per cent. on a dollar, the cost would have to be 75 cents, while with a 25-cent article the cost would need to be one-quarter as much or 18¾ cents."

* * *

Editor Canadian Grocer,—Answering your question on page 38 of last week's Grocer, I would say he should pay 18c for the article to retail at 25c. I arrive at conclusions this way:

I think 10 per cent. net profit on turnover is reasonable, and
10 per cent of 25 is 2½c
Cost of handling or 18 per cent is ..4½c

Total 7

This deduction from selling price gives cost 18c.

Yours truly,
R. R. POWELL.
Carleton Place, Ont.

The Markets---Corn Products Cheaper

Both Corn Syrups and Starch Lower in Price—Big Yield of Corn in U.S.—Big Sale of Seeded Raisins This Year—Dried Fruits Moving Out Well—Freight Congestion Causing Trouble.

QUEBEC MARKETS.

POINTERS—

Corn Syrups—Down 15c case.
Pink Salmon—20c down.
Evaporated Apples—Down.
Valencia Raisins—Up 1½ cents.

Montreal, Nov. 14.—An exceedingly busy time this. Orders are pouring in. Wholesalers are experiencing a good deal of trouble filling orders. For some lines they simply have not the goods to make deliveries possible. The satisfactory state of affairs takes away from the interest which price changes bring to the market. On the whole lines are quiet just now, and movements are few. This week has seen one or two changes of importance, but for the greater part prices remain at figures quoted for some time back.

Tomatoes, in the standard three-pound tins, have been lowered in price, or at least some jobbers who had high ideas are a little easier in their views. At the time of the opening price of $1.37½, some jobbers jumped their ideas up as high as $1.70, but are now moderating them somewhat.

There has also come a fall in canned pink salmon which now is quoted at $1 a dozen in place of the old figures of $1.20.

SUGAR.—Refiners have been gobbling up all raw sugar that was offered for immediate delivery, evidently being anxious to get good stock on hand. Then word has come that snow falls on the continent have done harm to the crops. This, it is feared, may so harm the sugar beats that supply will not be nearly so large as has confidently been expected.

But this state of affairs has had no influence locally. Prices have not been changed, and from what can be learned no immediate change is likely.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES. — Corn syrups following easier corn values have been reduced 15 cents per case, and bulk ¼ cent per pound. Some lines of starch are also down ¼ and ½ cent per pound.

Volume of business is increasing, both for syrups and molasses. This is what might have been expected, the cooler weather having a stimulating effect on this market.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS. — Several price changes have come here, one downward, several in upward direction. Evaporated apples have been put at 7½c in place of 8c. Valencia raisins, on other hand, have been advanced, approximately 1½ cents. Even at these higher figures quotations are almost nominal, for there is but little stock in the city. California raisins, however, are plentiful, the crop there having been one of best on record. In both cooking and table raisins, therefore, retail demand, which is heavy, will be quite readily met.

Dates have been selling well, and it appears demand will be heavier. New stock which arrived only a little time ago is practically exhausted and handlers are looking eagerly for a new shipment. Unless this comes to hand shortly there is going to be shortage.

Figs are moving better now, than since last year. The supply is only fair.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 06½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 12
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09½
70-80	....	0 09
80-90	....	0 08¼
90-100	....	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 09
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—Options have risen during the week, probably for reason that visible supply of Coffee has decreased considerably, where an increase was expected. Locally demand is strong, but no advance in prices has been made.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—A good grinding demand is reported, peppers and cloves still being in especial demand. Locally call is good. Prices have been maintained.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Trade is quite brisk. The supply is fair, too. Hickory nuts are perhaps the most plentiful of local products.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Reports that crops are not to be as large as was at first expected are being more credited. Indeed stocks are now being largely bought, and even so supplies at the mills are not growing much. Locally demand is good and prices are being held steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 00
Ice Dips	....	5 75

Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

WHITE BEANS.—There has been no change here whatever. Orders, especially from the West, are quite large.

White beans, per bushel	3 15

TEA.—Talk in the States is that a tax is to be put upon tea. Many years ago, in Boston, it will be remembered there was trouble over just such an impost. It is not likely that the Democrats will attempt to put a duty here, for it would bring the cry of taxing the poor man's breakfast table.

Canadian markets are of course largely affected by those in the States so that this tax talk is of importance.

At the time tea is quiet.

ONTARIO MARKETS.

POINTERS:—

Corn Syrups—Down 15c case.

Starch.—Some lines lower.

Seeded Raisins.—Big sale this year.

Brooms.—Some lower prices quoted.

Toronto, Nov. 14. — Wholesalers are apparently having their trials and tribulations this year. The troubles are ones which they have had a taste of on previous occasions—that of the slow movement of freight, due to congestion and shortage of cars. It seems to be particularly bad at present time, and this is quite a critical period—a time when goods intended for lake and rail points at least should be moving forward. They are going out in good volume from local jobbing houses, but in most cases, orders are short of some particular lines.

"The freight situation is bad and is giving us all kinds of trouble," said one wholesaler this week. "It seems to be worse within the province, and includes both car lots and less than cars. The close of navigation is not far off, and we are still waiting for many lines that have to go by this route."

Another jobber held up his hands in horror when the freight question was mentioned. At last he found speech and described the situation as "simply awful." "There is not a day goes past," he said, "that a lot of orders do not go out, short a number of lines."

One important price change of the week has been a reduction in corn products as predicted in last issue. Both corn syrups and starches are lower.

SUGAR. — There is no particular change in general situation, other than a slightly firmer feeling in nearby sugar. For immediate supplies, refiners have had to pay a shade higher figure, but for future months, lower prices are still ruling. The result is a slightly steadier feeling for immediate future, but outlook on whole shows no alteration. Demand, of course, continues along normal lines.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES. — It was pointed out last week that lower prices on corn syrup were warranted by reduced prices on new crop corn. This week, prices on corn syrups have been reduced 15 cents per case, while the bulk has gone down one-quarter cent per pound. We quote the new prices in our quotations. In sympathy with lower corn values, certain lines of starch have also been lowered in price. The declines have been on the lower grades of bulk, the drop being one-quarter and one-half cents.

The United States is expected to have largest corn crop that it has ever produced. The preliminary estimate of total production for this year was 3,169,137,000 bushels, as compared with 2,531,488,000 last year, and the record crop of 2,927,416,000 in 1906.

Demand for syrups is on good scale at present time.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels 0 27	0 29
New Orleans, half barrels 0 29	0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels 0 45	0 47
Barbados, fancy, half barrels 0 49	0 50

DRIED FRUITS.—Market is now adorned with full array of new season's fruit. The first shipments of California prunes and seeded raisins came in some two weeks ago, but further shipments are now coming to hand. As reported last week there is a general firmer feeling in coast fruits, and especially is this noticeable in seeded raisins, and it is suggested that market has probably reached the bottom; at least, there appears to be more confidence. Local jobbers are pretty well fixed as regard supplies of prunes until the new year. It will be raisins, currants, peels and similar lines that will be in limelight for next six weeks or so. There has been an especially big run on seeded raisins this year on account of their low price, and high price at which Valencias are ruling.

The second steamer with dates arrived in New York this week, and some supplies off her are expected here before week is out. Their arrival will mean lower prices, as values on the second shipments are about 1 cent below the first. The first arrivals were well taken up as the market was bare of dates.

Evaporated apples still have a downward tendency. The size of this year's pack will not be known for a while yet, as packing is still going on, but it will be large.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	....	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07½	0 08
Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 09	0 11
Shade dried	....	0 10½
Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 09
Valencias, old stock	....	0 08
Seeded, 1 lb. packets, doz.	....	0 08
Seeded, 16-oz. packets, choice	....	0 07½
Dates—		
Hallowee', full boxes	....	0 07
Hallowee', half boxes	....	0 07½
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	....	0 07½
Package dates, per pkg.	....	0 07½

TEA.—A routine trade is being done in tea. There are no special new features, high grade teas still maintaining their firm tone, while there is a plentitude of low grade at easy prices.

COFFEE.—Same pointers given last week, are true of market at present time. As has been pointed out, several firms have recently advanced prices on standard blends, finding it necessary to do so because of substantial rise in green coffee, especially in the lower grades. It would seem as if the advances of manufacturers are well warranted by higher prices which they have to pay for their supplies.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is an appreciable demand for spices reported by both grinders and wholesalers. Indeed, trade has been good during the whole fall, and at present time retailers are beginning to anticipate their Christmas wants. One manufacturer handling spices, coffees and associated lines, stated this week that his biggest increase in sales has been in spices.

There are no special new features to markets. A general tone of steadiness is

present, cloves, peppers and nutmegs being included. Celery seed may go a little lower.

	5 and 10 lb. Tins.	¼ lb pkge.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 9·
Peppers, white	28—30	90—1 95	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—There is just a normal trade passing in rice and tapioca. As far as rice is concerned there is little news of importance coming forward from Far East. Apparently a fairly steady tone rules here.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—A somewhat firmer feeling prevails in Brazil nuts. The crop is not turning out as well as at first expected. Shelled varieties of new nuts are now available, and some lines of nuts in shells. It will be near end of the month before walnuts and almonds for the Christmas trade come to hand.

Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 16½	0 17
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Beans show little alteration as yet from extremely high figure at which they opened. They are coming in slowly, and in addition, quality is not showing up well. probably result of much wet weather. It would seem as if the Canadian article would have to go considerably lower in price. Good stock Austrian beans are coming in at a lower figure, and besides the quality of Canadian beans has to be taken into consideration.

Prime beans, per bush., new	....	2 90
Hand picked, per bush., new	....	3 00
California Lima, lb.	0 08	0 08½
Austrian, per bush.	2 50	2 60

BROOMS.—There are lower prices being quoted on brooms by some firms, new prices being about 25c per dozen down. Some dealers were expecting low prices on brooms this year on account of large broom corn crop, but amount of really good corn is said to be quite small, while the lower grade stock cannot be used to advantage on account of its length, so that brooms are costing manufacturers more than low prices of poor corn would indicate. Indeed, some makers think high grade brooms may be firmer.

CANNED GOODS.

TORONTO.—Interest in canned goods at the present time is confined mostly to shipping and receiving of new stock. Retailers have in some cases been complaining that their goods have not arrived soon enough. This would indicate that retailers' stocks are low.

Some jobbers are predicting that lobsters, as during the past two years, will be all cleaned up before the new packing season comes around again. Orders placed early in the season were in most cases filled this year, but local brokers attempted to take no further orders after early summer as packers did not have the goods to offer.

MANITOBA MARKETS.

Winnipeg, Nov. 14.—A noticeable improvement in business has set in with gratifying reports of threshing practically completed and satisfactory movement of western grain. The last estimate of North-west Grain Dealers' Association reports 92,000,000 marketed and 95,000,000 yet to come. Bank clearings last week reached enormous total of $47,574,725. Collections will undoubtedly improve from now on as crop money gets back into ordinary business channels.

Orders for Christmas trade are now coming in and the great bulk of shipments will be made during next two weeks. Christmas trade should beat all records as never was general prosperity more in evidence in Canadian West than at present time.

There are no changes to note in prices in general groceries this week. Apricots and dates are a little stiffer. There is some speculation as to what effect war in Europe will have on dried fruit trade. Currants, Sultanas and figs are lines principally affected. Figs are undoubtedly going to be scarce and dear. Locally stocks of currants and Sultanas are likely to be sufficient for immediate wants. British stocks are reported to be fairly heavy. On whole it would seem to be good policy for retailers to order supplies of dried fruits without delay as certain disorganization at primary points is admitted and will not be long in affecting remotest arteries of trade.

SUGAR.—Sugar market here is unchanged since issue of last report. Local demand is still very satisfactory .

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—No change since last week's advance. Retailers report steady steadily improving demand as butter prices advance.

Corn Syrup—		
2 lb. tins, per case	....	2 38
8 lb. tins, per case	....	2 78
10 lb. tins, per case	....	2 66
20 lb. tins, per case	....	2 67
Barrels, per 100 lbs.	....	4 85
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—New Hallowi dates are on market at slight advance on last year's prices. Choice apricots are quoted a little dearer here, other lines steady. Market is, however, uneasy and changes may be anticipated.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
90-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 07¾
70-80s, 25s, s.p.	....	0 07¾
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08⅜
40-50s, 25s, s.p.	....	0 09¾
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 45
Fine, selected, 28s, s.p., per box	....	2 65
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 40
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Currants—		
Dry, clean, per lb.	....	0 07
Washed, per lb.	....	0 07¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES.—There is nothing to report locally in coffee and tea trade. Demand is steady, prices unchanged.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Nearly all lines of nuts are quoted at advance this week.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 23
Pecans	....	0 23
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 29

BEANS. — With activity of winter there is little more activity in beans.

Beans, hand-picked, per bushel	3 80
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 00
Whole peas	2 75

WINNIPEG.

FRUITS AND VEGETABLES. — Complaints of slow delivery of eastern freights are rife among fruit dealers. There is good demand for apples and in fact for all seasonable varieties. Ontario grapes are scarce and about done. Cranberries have advanced. Washington apples are a little cheaper.

Fresh Fruit—		
Jersey sweet potatoes, barrel	....	6 50
Roger grapes	....	0 35
California grapes, case	....	3 00
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50

Cranberries		12 00
Spanish onions		3 75
Florida grape fruit		5 50
Pears		4 00
Potatoes—		
Potatoes, per bushel		0 40
Carload lots		0 33

WINNIPEG.

FISH.—As forecast last week fresh halibut has advanced, raise being 1½ cents per lb. Wholesale fish dealers report a first rate demand for all lines of fish and oysters.

Fresh salmon	0 15
Fresh whitefish	0 08½
Halibut	0 12
Trout	0 12
Pickerel	0 08½
Block codfish	0 10
Finnan haddie	0 08
Bloaters, boy	1 50
Kippers	2 00
Goldeyes, doz.	0 50
Salt mackerel	2 75
Holland herring	0 71 0 77
Labrador herring	3 80
Oysters, gal.	2 75

WINNIPEG.

PRODUCE AND PROVISIONS.—In produce this week an abrupt advance to 35 to 40c per dozen on Manitoba fresh eggs is to be recorded. Creamery butter is up 1 cent. Bacon has advanced. Cheese is steady. Lard is firm and may go higher. Demand for all lines good.

Lard, tierces		0 15½
3 lb. tins, cases		9 65
5 lb. tins, cases		9 55
10 lb. tins, cases		9 50
20 lb. pails, cases		3 15
50 lb. tubs		7 70
1 lb. bricks		0 16½
Cured Meats—		
Hams	0 16	0 18¾
Long clear		0 15½
Short clear		0 15
Shoulders		0 15¼
Bacon	0 21	0 23
Cheese—		
Ontario large		0 16
Ontario twins		0 16¼
Manitoba large		0 15
Manitoba twins		0 15½
Butter—		
Creamery	0 33	0 35
Dairy	0 28	0 29
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage		0 26

NEW BRUNSWICK MARKETS.

St. John, Nov. 14.—Not only has trouble in Balkans tended to have some effect upon wheat market in Canada, but it has actually interfered already with importations of dried fruits, raisins, in particular, and figs also. Shipments have been considerably retarded, and it looks as if there might be scarcity in figs, especially before coming of festive season. Local dealers who ordered in mid-summer have not yet received deliveries and are now beginning to abandon hope of same. Market contains no new Sultana raisins as yet, and it is hard to tell when Eastern disturbances will allow shipping conditions to be resumed in normal state. Shipments of early dates were received this week, and are selling at advanced price which will likely be lowered when new stocks become more plentiful.

Canadian beans still remain in same unpromising condition with little hope of relief, according to local advices. Damage done by bad weather is not exactly known as yet and no definite prices will be given until thorough knowledge of conditions is at hand. Opening prices on new crop are expected to be stiff and at present dealers are asking from $2.80 to $3.40. There was increased buying of flour this week at lowered prices after drop in Manitoba, although purchases were not extraordinarily heavy, as local merchants are regarding situation as being very uncertain.

Sugar market still retains its easier tone and there is nothing to indicate that prices will be higher. Encouraging reports, with a few exceptions, are received from both the South and Europe concerning crops and should weather conditions continue favorable, there is little reason to expect that prices will be higher. Molasses market remains about same with little prospect of any change for the better. The provision market shows a much stronger tendency and reports received here would tend to show that beef will go even higher than it now stands, and pork will also be firmer.

In dairy produce, butter is scarce mostly because of holdings being made for the winter, and prices are firmer. Eggs are slightly advanced and hennery stock is scarce.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	3 40
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 62½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 00
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 25
Cornmeal, bags	....	1 75
Cornmeal, bbls.	....	3 65
Eggs, hennery	0 35	0 40
Eggs, case	0 30	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	6 45	6 55
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	....	0 39
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	26 75	29 50
Potatoes, barrel, new	1 35	1 50
Raisins, California, seeded	0 08	0 09
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 14.—Many large consignments of fruit are arriving from Californian ports. Eggs are still scarce on Pacific Coast. Ranch eggs are following lead of local new laid in soaring game. Eastern cold storage variety is quite plentiful, big supplies of these being held for probable greater dearth of local new laid and ranch eggs. Local new laid are bringing 45 cents a dozen in wholesale market but will inevitably go much higher. New Zealand butter is plentiful, prints going at 34 and solids at 33½, both being retailed at 40. List of wholesale prices follow:

SMOKED MEATS.—Hams, medium, 19; bacon, medium, 22; bacon, smoked, rolled, 23c.

EGGS.—Local, fresh per dozen, 45c; fresh Eastern, 38c; selected eggs, 34c;

BUTTER.—Local creamery, 35c; Eastern townships, prints, 32½c; Eastern townships solids, 32c; New Zealand, prints, 34c; New Zealand, solids, 33½c.

FISH.—Haddies, 10c; salt mackerel, bbls. $14; salt herring, bbls., $5.50; halibut, 15s and 25s., 13c.

FRUIT.—Oranges, valencia, case, $4.25 to $4.50; grape fruit, California, per case, $6.25; lemons, per case, $6.75 to $7; apples, Jonathan, case, $1.75 to $2; apples, snow, per case, $1.75 to $2.25; Northern Spy, case, $1.50 to $1.75; cooking, case, $1 to $1.25.

VEGETABLES.—Local potatoes, per ton, $11 to $14; Ashcroft potates, per ton, $20; hot house tomatoes, crate, $2 to $2.50.

NUTS.—Sack lots: Walnuts (Cal. No. 1), lb., 20c; Cal. No. 2, 17c; brazils, lb. 17c; almonds, lb., 17c; filberts, lb., 15c; pine nuts, lb., 20c; peanuts, roasted, per sack, $8; peanuts, raw, per sack, $7.25; cocoanuts, per doz., $1.10; honey, case, $4.75; dates, Fords, box $1.50; dates, yellow, lb. 6½ to 7c.

FIG CROP SHORT.

As the trade well knows figs are higher this year than last. A spell of dry hot weather in early summer in the Smyrna fig district, proved adverse to the growth of the crop. Wet weather also interfered with the drying of the fruit, with the consequence that it is said that the quantity available will only be about two-thirds of last years' amount.

TRADE NOTES.

For the eight months ending Aug. 31, 1912, Canada imported 952,870 boxes of oranges from the United States as compared with 993,999 boxes for the same period of 1911.

W. Elliott Sprott, secretary of the St. Vincent Arrowroot Growers' and Exporters' Association, has received word that St. Vincent Arrowroot has been awarded a gold medal diploma at the Canadian National Exhibition.

The first annual convention of the National Federation of Retail Merchants of the United States will be held at St. Louis, Mo., from Nov. 19 to 21. E. M. Trowern, Dominion secretary of the R. M. A. of Canada, is scheduled to speak on "A Mesage From Canada."

Pro and Con for Cold Storage Warehouse

Montreal Alderman Makes Statements Implicating Cold Storage Owners—Latter Reply With Statistics Claiming There is No Trust—Little Money Being Made Says One Cold Storage Man—Importations Have to be Made

Montreal, Nov. 14—(Special). — In Montreal an agitation against the cold storage houses was started a little while ago. With Ald. Blumenthal as the chief agitator, and the papers—somewhat short of copy after the termination of the Becker case—glad to voice his opinions, all was merry for a time. The cold storages, according to Ald. Blumenthal were the menace of the country. He accused them of being a trust; of being conspirators to force up prices upon the wary. He declared for reforms. He, and kindred spirits, held a mass meeting one Sunday when the alleged abuse was again denounced. That, of course, was several days ago, and now the agitation has quieted down, but the statements made will be of interest to hundreds of grocers.

Rather Sweeping Statement.

Some of the remarks made by Ald. Blumenthal were quite sweeping. Those in closer touch with the food situation claim that Ald. Blumenthal's statements show how imperfectly he has ascertained the facts. For instance the alderman remarked:—"There is enough food in the cold storage houses and refrigerating plants of Montreal to feed the whole population of Canada for six months to come"

That was perhaps going a little too far. Quite possibly. "Enough food in Montreal to feed the whole population of Canada for six months to come"—well there are about eight millions of people in Canada, all hearty eaters.

Again Ald. Blumenthal declared::—

"The cost of living is not due to the scarcity of the various commodities necessary for food. It is because of the trust of which I speak and which beyond a doubt exists in Montreal at the present time."

But to get to the conclusion of the alderman's attack. It is, he says, his intention of ascertaining if the Montreal city charter gives the city power to govern the period during which food stuffs may be kept in cold storage.

"If the city has that power," he stated, "I shall introduce a motion in the council calling for the adoption of a by-law which will prevent foodstuffs being kept in cold storage or refrigerating plants for more than three months."

No Trust Says Packer.

Here, now, is the other side as given by Peter Laing of the Laing Packing and Provision Co., Ltd.:

"There is no food trust," he says. "The idea is perfectly ridiculous. The Montreal men are all in strong competition with one another at the present time. There is plenty of it too, and it is pretty hard to make a dollar just now."

"If those who state that a 'food trust' exists in Montreal will furnish themselves with Government statistics they will find that there has been and is at present a shortage of live stock in Canada."

"Lack of farmers to go in for stock raising is largely responsible for the present situation."

Buying Butter From New Zealand.

John A. Gunn, of Gunn, Langlois & Co., also takes issue with the contentions made, bringing out one or two facts which probably came as a surprise to a good number who believe that the district about Montreal is able to supply the needs of the city

"How could a trust exist, especially with regard to butter," stated Mr. Gunn, "when nearly all the local dealers are buying imported New Zealand butter to supply the demand. There is a big shortage of Canadian butter just now and heavy shipments have to be made to keep up the supply."

A Challenge Issued.

Another produce man, Mr. Vaillancourt, quoted a number of figures to disprove the charges made, and ended by issuing a challenge:—

"Does this look like a trust?" asked Mr. Vaillancourt, as he produced a letter from a Renfrew firm quoting dairy butter at 26½ cents, f.o.b. Renfrew. The freight from Renfrew is ¾ of a cent, and we sell that butter at twenty-eight cents, leaving three-quarters of a cent for our profit, out of which we must pay handling and overhead charges. Does that look as if there was a combination to keep prices up? And this butter is not table butter, it is only good for cooking. To-day's quotations at Cowansville, which is a big centre, are 30⅛ and 30¼ cents per lb. f.o.b. Cowansville for creamery butter. These prices are high, but the dealer is getting no benefit from them. It is the farmer who is asking now. Why, we have been unable to ship any butter to England this year, there is so much local demand.

"If Ald. Blumenthal wants to get five thousand dollars for the poor of his division all he has to do is prove one of his charges with reference to butter, cheese and eggs."

Explaining the inadequacy of the supplies which come from the neighborhood of Montreal, Ald. P. W. McLagan, Westmount, of the cold storage firm of Lovell & Christmas, said:—

"Every winter eggs have to be imported from the United States for Montreal consumption. Last March and April 20,000 boxes of New Zealand produce had to be brought to Montreal," he said to-day.

"Orders are now being taken here for New Zealand butter for January delivery.

"Pork has always to be brought in for eastern consumption, and beef is imported for western consumption.

"If butter, eggs, etc., were not bought up by cold storage people when they are cheap there would be a glut in the market, and in turn if not cold-stored, prices would be prohibitive in winter, when hens are not laying."

TOBACCO GROWING IN ONTARIO.

Farmers Receiving Gross Returns of $250 Per Acre.

In the south-western peninsula of Ontario, tobacco growing has become a profitable branch of farming. In order to place the industry on a substantial footing the Dominion Department of Agriculture some three years ago established an experimental station at Harrow, in the county of Essex. The station has been equipped with a suitable barn, a drying shed and other necessary facilities. This is but one of several Tobacco Experiment Stations operated by the Tobacco Division which is in charge of F. Charlan, a tobacco specialist. The Harrow station is in charge of W. A. Barnet, B. S.A., who has prepared a report of the work carried on under his supervision in 1911.

The station which comprises thirty-eight and a half acres is carried on to some extent as an ordinary farm. Last year fifteen acres were devoted to tobacco experiments in which nine of improved Burley and six of Warne varieties were dealt with. Tests were made with different kinds of beds, methods of curing, various combinations of fertilizers, seed selection, combating the tobacco worm, etc.

Referring to the returns from bright tobacco as compared with Burley, Mr. Barnet concludes that white Burley is preferable for the average farmer to grow. During the past three years the average price secured for this tobacco has been twenty-five cents per pound, or an average gross return of two hundred and fifty dollars per acre.

Relief to Acute Rolled Oats Shortage

Expected Shortly—Conditions of Supply Have Been Bad in Eastern Canada—Mills Have Good Volume of Orders on Hand—Some Dealers Looking for Lower Flour Prices Later on—Normal Demand Reported.

Relief to the acute rolled oats shortage that has been ruling in Eastern Canada for some time is expected shortly, and in fact has already been relieved to some extent. Of course, the western part of the Dominion having access to new oats earlier, did not feel the squeeze so much, but the conditions of supply in the East have been extremely bad, some centres being particularly hard hit. Relief did not come as soon as anticipated, for reason that mills on account of the car shortage, could not get the raw material from lake ports.

However, a certain amount is now being fed out by mills, but it will take some little time to get back to normal. At present time all mills are well loaded up with orders and it will take some time to catch up. This being the case, there will not be same inclination to reduce prices, as if millers were anxious for business. However, there is a good crop of oats not only in Canada but also in the United States, and this should eventually have a bearing on prices of rolled oats.

There is no change in Manitoba flour since last week's reduction of 20 cents per barrel in Eastern Canada. As pointed out last week, there were those who expected that the reduction would be greater. "Contracts with bakers have been at lower figure," stated a flour broker this week, "and apparently millers can well afford a lower figure. The price being quoted to the retail grocer at the present time is exactly the same as a year ago—at least this is the case in Eastern Canada. Wheat, on the other hand is considerably lower. A year ago, cash wheat on the Winnipeg market was worth 97, while to-day the same grade is quoted at 86. It seems to me, therefore, that there will be further reductions later on."

MONTREAL.

FLOUR.—The decline of 20c a barrel, announced last week, has tended to stimulate business. Orders have been larger, and shipping departments have been working hard making deliveries. No further decline is talked of as yet.

Winter wheat, fancy patents ,in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags.		5 60
Manitoba straight patents, in bags		5 10
Manitoba strong bakers, in bags		4 90
Manitoba second, in bags		4 50

CEREALS.—This market still remains steady. Ordering is good, but there seems nothing to bring an immediate change.

Fine oatmeal, single bag lots		2 75
Standard oatmeal, single bag lots		2 75
Granulated oatmeal, single bag lots....		2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots		2 40
Rolled oats, jute bags, 90-lb. single bag lots		2 50
Rolled oats, cotton bags, 90-lb. single bag lots		2 55
Rolled oats, barrels		5 50
Rolled wheat, bbl.		2 75
Hominy, 98 lb. sack		2 30
Bolted cornmeal, 100 bags		2 25

TORONTO.

FLOUR.—There is no change in flour since last week's decline of 20 cents per barrel. Flour is now at same price as one year ago. There were many who expected that reduction when it came would be larger on account of the low prices that were known to have been quoted to bakers on contract. Millers are not predicting any further decline, in the immediate future at any rate.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....		5 50
2nd patents, in car lots, per bbl.....		5 00
Strong bakers, in car lots, per bbl.		4 80
Feed flour, in car lots, per ton	31 00	33 00
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption..	4 55	4 85
Straight roller, domestic consumption.....	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS—The acute situation in regard to supplies of rolled oats has not been relieved as soon as some of the mills expected. The Toronto office of one big firm for instance, received 200 bags on Tuesday, the first bulk goods since the first of October. Needless to say, this was of small account as wholesalers and retailers have been hollering for goods for some time. Some mills have been a little better situated, but conditions on the whole have been extremely bad. Mills have all a good volume of orders ahead at present, so that no reduction for a time is looked for.

Rolled oats, small lots, 90 lb. sacks		2 50
Rolled oats, 25 bags to car lots		2 40
Standard and granulated oatmeal, 98-lb. sk., small lots		2 75
Rolled wheat, small lots, 100-lb. bbls....		3 00
Rolled wheat, 5 barrel to car lots.....	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots.....	2 25	2 30
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS. — The easier feeling which was noted in mill feeds last week has resolved itself into a decline of $1 a ton in bran, which is now selling at $22 per ton, but shorts still hold at $27. More wheat is being milled now, and consequently the easier feeling.

WINNIPEG.

FLOUR AND CEREALS.—There is a good domestic demand for flour and export trade is fair. There is no change in prices.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

FIRM N.B. POTATO MARKET.

St. John, N.B., Nov. 13.—(Special).—Hundreds of barrels of New Brunswick potatoes are going to Upper Canada markets, particularly to Montreal. Local wholesale dealers are finding it difficult to make purchases of the quantities they require, because of many buyers from Upper Canadian houses along the north shore, taking all that farmers will allow, and arranging for several carloads to be shipped to Montreal, thus lessening chances of local dealers to procure what they want for consumption here.

Slightly higher prices were offered by Montreal buyers than what were given by St. John merchants but latter would readily come to time if they could buy what they desired. One dealer who had been promised a carload found it sold when he wrote to have it sent along, and it is understood that others have had same experience. In the river sections and about the neighboring counties this is not so generally the case because supplies are being brought to the city in large quantities.

Oranges and Grape Fruit Selling Well

New Florida Oranges Taken Up Rapidly—Large Crop and Reasonable Prices—Grapefruit Improving in Quality—New Lemons Lower—Both Quality and Color Good—Better Keeping Cranberries Coming.

Florida fruits are receiving a good deal of attention at the present time, both new oranges and grapefruit meeting with a favorable reception. Unfortunately, the first shipments of grapefruit were not all to be desired, having been sent out before they had reached a mature state, and thus were not taken up by the public as well as they otherwise would have been. However, the quality is now improving, and as the appearance from the first has been all to be desired, the retailer should find this line will sell well. Sizes this year are the most desirable, running from 54's to 80's.

New Florida oranges have been taken up well, even the first shipments being of quite good quality. They also are in desirable sizes this year, ranging from 150's to 216's. The yield will be large, being estimated as much as 50 per cent. larger than last year, and as a result prices are at a reasonable level, and this will no doubt mean a good demand for this line this year. The lower prices on Floridas is having a tendency to ease values on late Valencias.

The expected and predicted has happened in lemons, the larger shipments having caused a weakening in prices. Of course this reduction has been much larger at some centres than others, depending on how high prices on the old crop had been boosted. There still seems room for reduction at a good many centres. The quality of the new lemons has been good, and so has the color, which is not altogether a usual thing for the early shipments. Lemons should sell well with the retailer at the present time.

Early black cranberries are nearly through, and their place will be taken by the late Howes. These will bring a little higher price, as they are much better keepers. There is a seasonable demand for cranberries. Reports from United States points are to the effect that there is a good supply of cranberries available, and that prices will not likely be forced up during their Thanksgiving season, which comes the end of this month, as is usually the case around this holiday.

MONTREAL.

GREEN FRUITS.—But few price changes have been noted this week—though what was reported in the last issue, relating to the probably downward movement of grape fruit, is given further support. The price of grape fruit (Florida) has been dropped to $4.00, a decline of 25c.

Cranberries are selling exceedingly well—though the supply is none too large. Prices remain higher than for past years, but there appears little reason to expect any decrease.

Oranges and lemons remain steady, and the call for these lines is very large. For apples, too, the demand is large. Many barrels are being shipped privately as Christmas presents. More are being bought for winter consumption. The basket trade is perhaps generally larger than that in barrels.

Ontario basket fruit, has, of course, practically ceased to exist. There is, however, a little on the market, but the quotations given are really nominal.

Apples, fall, No. 1	3 50	4 00
Apples, fall, No. 2	2 50	3 00
Bananas, crated	1 75	2 00
Cranberries	7 50	8 50
Grape fruit, Florida, case	....	4 00
Lemons	....	5 50
Limes, box	....	1 25
Oranges, late Valencias	4 25	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75
Summer apples, No. 1	....	4 50
Summer apples, No. 2	....	3 50
California plums	1 50	1 75
California pears	....	3 50
California peaches	....	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—The market has been brisk, but few price changes have come to cause any excitement. Canadian red onions have been dropped slightly, the new quotation being 1¾c. In spite of talk of a probable change, potatoes have not been raised.

For sweet potatoes the demand is becoming quite heavy. Also there is a big call for cabbages and cauliflower. Generally, business is good, but the bad condition of the roads, which makes it hard for farmers to get to the market, is having a slightly depressing effect.

Spanish onions, large case	....	2 [illegible]
Canadian red onions, per lb.	....	0 01¾
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUIT.—The outstanding feature in the market is the lower prices on lemons, which, as pointed out last week, could be expected to be reduced. The larger shipments have caused prices to be lowered down to $5 per case, which is lower than for some time. Retailers should find them to sell much better now, more so as the color is good. New Florida oranges have been received and their reasonable price has caused an easiness in late Valencias. Grapefruit is showing up better in quality.

Grapes are still on the market in fair quantity, considering the lateness of the season. A good volume of apples is coming forward at the present time, selling at $2 to $3.50.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	....	2 25

Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	9 00
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	5 50	6 50
Grapes, 6-qt. basket	0 15	0 20
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	4 00
Lemons, Verdelli	....	5 00
Limes, per 100	....	1 25
Oranges, late Valencias, case	....	4 50
Oranges, Florida, case	3 00	3 50
Pineapples, per case	..	5 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90

VEGETABLES.—There was a somewhat easier feeling in potatoes last week as a result of larger receipts, but it is hardly so noticeable just now. The better quality of stock coming in has given dealers more confidence in taking hold for their winter requirements. Ontarios are quoted at $1 and New Brunswick at $1.10, but these prices are being shaded in some instances.

Storing of such lines as turnips, beets, carrots, cabbage, parsnips, onions and potatoes for winter is now on an appreciable scale.

Beets, per bag	....	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Corn, doz.	0 12	0 15
Cucumbers, Boston, hot house, doz.	....	1 50
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	....	1 00
Potatoes, New Brunswick	....	1 10
Tomatoes, per basket	0 35	0 40
Tomatoes, hothouse, per lb.	....	0 25
Sweet potatoes, hamper	....	1 40
Sweet potatoes, barrel	....	4 00

The Clerks' Page: Facts About Goods Sold

There was a time and not very long ago either when the housewife considered with a considerable degree of horror the purchase of canned goods from the grocer. That day has passed, and there has in the last few years been a wonderful advance in the canned goods business. New lines are constantly being put up in this form. A pineapple preserved whole in heavy syrup is a recent importation from Havana which is now on the market and offered to those in search of something new for dessert.

* * *

Canned milk (condensed and evaporated) is a line which has been making rapid headway in recent years. In fact the demand has increased at such a pace that most factories are unable to catch up with orders. At the present time many are behind as far as 60 days. It has become a necessity in many districts. Not only does it possess all the advantages of fresh milk, but it possesses none of its disadvantages, a feature which has materially helped its sale.

Condensed milk is ordinary milk mixed principally with sugar to preserve it, and as the name implies "condensed."

Evaporated milk is fresh milk, without anything added, merely evaporated and relieved of the water which it contains. It is unsweetened and preserved by sterilization only.

* * *

Little did our fathers as they sipped their coffee years ago, dream that to-day we would have this beverage in a condensed ready-for-use form. Not only this, but we now have coffee, milk and sugar combined ready for use. Its sale is on the increase as is also that for cocoa combined with milk and sugar in the same manner.

The prejudice which the housewife once held against canned and condensed soups is fast disappearing. It will continue to disappear if the grocer will hold soups up to his customers in their proper light.

The dealer and clerk can now offer just as good an article as it is possible for the housewife to put up in her own kitchen. He can recommend them both for their flavor and their nutritive value. They are prepared in such a manner as to possess these qualities.

Now is an exceptional season for the sale of soups. Every clerk should push them.

Following items are taken from The Canadian Grocer of November 18, 1892:

* * *

"A few days ago a well-known St. Thomas merchant received a letter from London with five dollars enclosed, which was signed, "Never mind who." The individual has evidently become conscience stricken."

Editorial Note.—What a feast the retail trade would have to-day if every live debtor were to become conscience stricken such as this London man! The result—but why consider results, the thing is not going to happen.

* * *

"There has been a good local and export demand for eggs and prices are steady. We quote values at 18 to 20 cents for held fresh, and 15 to 16 for Western lines."

Editorial Note.—The above is taken from our Montreal markets of 20 years ago. What a difference from to-day and all because of the great increase of population during the past two decades! To-day, fresh eggs sell for 32 cents to the trade in Montreal, an advance of almost a hundred per cent.

* * *

A report is given in our issue of Nov. 18, 1892, of the November meeting of the Toronto Retail Grocers' Association in Richmond Hall when the following were present: President Booth, Messrs. Gibson, Mills, Barron, White, Lindsay, Johnston, McEvoy, Doyle, Hambly, Sykes, Williamson, Saunders, Clark, McCleary and Thompson. At this meeting, Mr. Clark moved the association signify to the Provincial Secretary that it is in favor of the Garnishee Act being so amended that $5 be the limit instead of $25. This was carried. At the present time this is a live question, the Ontario R.G.A. having the matter of a petition in hand as reported in last week's issue.

DISASTROUS LEAKS

When canned goods, tea, breakfast foods, spices, etc., are left on the shelves in the grocery for more than the allotted time, what happens? Labels on the canned goods become dusty and dirty and the contents of the cans often impaired; the tea loses its original flavor and absorbs foreign aromas; the breakfast foods lose their crispness and the essential oils of the spices become spent.

All this mean direct losses to the retailer, but worst of all so far as he is concerned, they are losses which he could prevent with a little care to system. When the sale of one of such lines happens to be made, some customer is going to suffer. A complaint may or may not be submitted, and if it is not, the dealer has no means of righting the injustice. In any case the reputation of the goods sold is bound to suffer and this will work injury to the business.

To prevent this leak someone must give close attention to the stock. When new goods are received they should be kept at the rear of the shelves or in the warehouse till the previous shipment of the same line has been disposed of. Dead stock should be prevented. The longer it lies dormant the greater the size of the leak. Thousands of dollars are lost to the retail trade every year from such a cause.

Eternal vigilance is the cure.

Colder Weather Would Help Oyster Trade

Seasonable Trade Being Done But Colder Weather Would Benefit Business—Otherwise Conditions are Favorable—Fish Moving Satisfactorily — More Demand for Smoked Varieties.

Trade in oysters is appreciable for the season of the year, but colder weather would add a great deal of impetus to trade. Outside of climatic conditions which are none too favorable, everything at the present is conducive to a good volume of business. The quality of the oyster which was a little off at the beginning of the season, is now well up on a par with this time last year. Therefore, conditions, as soon as the weather takes a dip downward should be such as to make trade extremely brisk.

Demand for fish continues in a satisfactory manner. From now on there will be a gradual change from fresh to frozen lines. This is already noticeable in some lines. Smoked varieties are moving quite briskly, with supplies quite plentiful. As far as prices are concerned there has been little or no change of late.

QUEBEC.

MONTREAL.—Halibut is now scarce, though strangely enough the price has tended downward. Quotations, however, are largely nominal, as fresh stock is nearly over.

Frozen halibut is arriving in excellent condition, all sizes being available—small, medium and large.

Fresh haddock and cod are other lines of which a good supply is available. There has been no change in the prices here. Neither is there any change for lake fish. Last week fresh lake fish were scarce. They are scarcer now, though there fortunately is a fairly good supply of pan frozen stock.

Smoked fish are plentiful. No price changes have occurred here either, but the demand is growing in very satisfactory style. The cool, fall like weather is doing good.

Oysters are moving better with each week. The supply is good, and prices are not unreasonable. There has been no change in the figures during the week, nor is an immediate change regarded as likely.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 09
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 12
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.	7, 8, 10,	11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
SMOKED.		
Bloaters, box		1 25
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 15
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

ONTARIO.

TORONTO. — As pointed out last week, there will be a gradual change from fresh to frozen varieties of fish. Only frozen halibut is now being sold, and next week frozen trout will be started in on. There is an increasing trade in smoked fish lines, and altogether there is a good seasonable business present.

Although oysters have been doing fairly well, colder weather would help this line considerably, as with less cost of refrigeration more dealers would be inclined to take hold.

FROZEN FISH.		
Halibut, per lb.	0 09	0 10
Trout, per lb.	....	0 12
FRESH CAUGHT FISH.		
Whitefish, per lb.	....	0 13
Steak, cod	....	0 08
Haddock	....	0 07
Flounders	....	0 07
Herrings, per lb.	0 05	0 06
Pike	....	0 07
Perch	....	0 07
Restigouche salmon	....	0 25
Bluefish	....	0 20
Striped bass	....	0 [illegible]
Butterfish	....	0 15
Sea bass	....	0 20
Sea herring, per 100 counts	2 00	2 50
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

NOVA SCOTIA.

HALIFAX.—There was considerable activity in local fish market during past week as result of an excellent run of mackerel and herring along the western shore. Some fairly large hauls were made. There is a good market now for mackerel. Fresh herring are selling slowly, but there is a good demand for salt herring, both locally and in some of the foreign markets.

Despite the stringent laws numerous violations of the lobster regulations were detected on some parts of the coast this week. Fishermen were caught taking lobsters illegally. The traps were destroyed, and the lobsters liberated.

Cod and haddock are fairly plentiful. There is also a good supply of halibut and smoked salmon. Smelts are scarce, the mild weather having prevented any large catches. There is the usual demand for oysters, and the export of smoked haddies and herring continue heavy.

The market for dry fish is becoming more active, though as yet no definite price has been fixed for cod.

Produce & Provisions

New Laid Eggs Commanding High Prices

And are Also Scarce—Storage Which are More Reasonable in Good Demand—Butter Unchanged—Receipts Heavier at Some Centres—Hogs Have Declined From High Point—Some Lines of Provisions Easier.

Fortunate is the housewife whose recipe for the Christmas cake contains only a moderate number of eggs, for this commodity is commanding a high figure. For some time now prices have been climbing upward, and now on threshold of the big baking season, we find prices bordering on the jewelry class—that is for the new laid article. In addition to their high price, the genuine new laid is in scant supply.

These conditions are however, not unusual for this time of year. At this time last year it was the same story—eggs were scarce and high. Indeed, last year, prices ruling in early November were outstripped considerably before year came to an end. Dealers are wondering if the same thing is to occur this year. The moulting season with the egg producers is not yet past, and consequently the small supply. Storage eggs are of course available at lower figure, and as a result the demand for them is quite large at present time.

While butter has not on the whole moved any further upward, it has not moved in the other direction either. At some centres there is noted somewhat lower receipts, especially of dairy, which should have a tendency to check the firming feeling, at least for present. There is plenty of feed in the country, and as cheese factories are closing there should be continued good make of butter but there are few dealers suggesting that there will be any marked weakening in butter values.

The general situation in cheese at the moment sems a little uncertain. There was an easier feeling for a time, but of late there has been a little better enquiry from the Old Land. The exports last week were larger. Up to Nov. 2, the total exports from Montreal were 1,567,007, as compared with 1,676,578 boxes for the corresponding period last year, showing a decrease of 109,514.

Hog values have receded considerably from high point held six weeks ago. The movement of the porkers are larger of late, but by no means as large as a year ago. Under lower prices of past month, there has been a tendency to easiness in some lines of pork products of late. Demand on whole is fairly good.

MONTREAL.

PROVISIONS. — Cool weather has brought largely increased demand for bacon, pork and fowl. In lard there has been a decline, some lines being quoted at ¼c lower than last week. This is simply result of a larger supply.

Short cut pork is practically unobtainable. It is quoted at prices of past fortnight, but these are really nominal for line is not available.

Bacon and ham are moving well. Here fortunately demand is good. There also is heavy call for clear fat backs, which have been dropped a little being quoted at from $28 to $29.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		0 19
Windsor bacon, skinned, backs, per lb.		0 22
Spiced roll bacon, boneless, short, per lb.		0 16
Boiled ham, small, skinned, boneless		0 25
Hogs, live, per cwt.	....	8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 16¾
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 50 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER. — Conditions in Old Land have more influence on Canadian situation this year than before. Now Canada is importing, not exporting, and the sum which butter is bringing abroad has a great deal to do with determining the amount it will bring here.

New Zeland butter is still bringing 27c in England. Add to that 1c freight, and the 3c specific duty charged, and the Canadian price is 31c. This means that the Canadian butter will hover about that figure. But if prices in England drop then New Zealand butter could be brought in here cheaper and there would be tendency to drop local prices. True, 27c is a high price for butter in England, yet there does not seem any likelihood of an immediate decline. Rather it appears that present prices will be held both there and in Canada.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—Here, as was expected, movement is upward, new laid eggs now being quite generally quoted at 50c. The supply is exceedingly short. The hens do not appear to be laying. Selects and No. 1 are to be secured, but new laid are scarce. The call for them is large, and result has been 5c advance. What will be exact future is a little hard to say, but it is quite likely that a further advance will come.

New laid eggs, per doz.	0 45	0 50
Selects	....	0 32
No. 1's	....	0 28

POULTRY.—Since Thanksgiving rush has subsided, turkeys have tended to fall, 22c now being accepted price. With other fowl turkeys are fairly plentiful. The demand, however, is increasing for all poultry, and it seems there will be scarcity. Owing to shortage of crops, perhaps, fowls are scarce. The opinion is that fewer will be available than were last year, and as the demand is sure to be larger there will be scarcity.

Turkeys, No. 1, per lb.	....	0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.	....	0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 18
Geese, per lb.	....	0 15

HONEY.—Already scarcity is noted here. Not enough honey has come forward to meet the demand. Prices, however, have not advanced, though such a movement is expected.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	....	0 10

CHEESE.—Owing to close of export season there is more cheese left for home consumption. Also this is of hardly as good quality as that made a fortnight or more ago. Yet prices are being main-

tained. Still the quotations are at 15 cents.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

TORONTO.

PROVISIONS. — There have been more hogs coming along and prices are easier again this week, $7.50 being paid at country points. However, the run is much smaller than year ago, when supplies were coming out quite freely. Last week receipts of hogs on local market was only 6,641 compared with 12,347 for same week last year. Hogs one year ago were $6.40 at country points.

As a result of lower prices on hogs, there is rather a tendency to easiness in some lines of pork products. Light hams are ½ cent down. Backs are on the other hand still steady. There is no overplus of long clear.

Smoked Meats—		
Light hams, per lb.	....	0 17½
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	7 85
Live hogs, at country points	....	7 50
Dressed hogs	11 50	12 00

BUTTER. — The make of butter is keeping at good level, and amount coming on market is larger than some time ago. Especially is this true of dairy. This is only natural, as cheese factories are fast closing and there is lots of feed in the country. In some cases it is said that quality of the dairy butter might be better. Dealers say it is a question whether there will be any recession in prices, as demand keeps up. Still, some dealers note accumulations for first time in a long period. This should at least act as a brake, in preventing further firming.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS. — Quantity of new laid eggs coming along at present time is decidedly small. In addition there is a good deal of complaint from wholesalers regarding quality of some of so-called fresh gathered eggs. Apparently, some country shippers realizing that there would come a period when prices would go up, have been holding back goods which should have been sent to market long ago. A considerable quantity of storage eggs are being sold as new laids are commanding a high figure.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE.—There is no change in general situation, except that there has been more enquiry from England. Sales here are normal.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

POULTRY.—There is at least no firmer feeling in poultry. Rainy weather has given the farmers more time to bring their poultry to market, and deliveries have been quite large, and thus a slight tendency to easiness.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	....	0 12
Spring ducks	0 11	0 12
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 15
Geese	....	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 12

HONEY.—There seems nothing to warrant lower prices in honey, as has been hinted by some daily papers. Stocks of honey are not large, and even at present, some wholesalers would ask higher prices than are quoted. Buckwheat seems to be in quite short supply.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Fooling Oneself in Figuring of Profits

Case Where Dealer Selling Salmon at 28 Cents Thought He Was Making 20 Per Cent. Profit—What Real Profit Was and Its Comparison to Cost of Doing Business —A Profitable Discussion.

"A man can easily be fooled in figuring profits."

"Yes, and he can easily fool himself."

These were the concluding remarks to a discussion on figuring profits that recently took place between a number of grocers. Salmon was the grocery line in the limelight.

"What are you selling sockeye salmon at?"' one man asked.

While a number stated that they were getting 30 cents per 1 lb. tin, one man was selling at 28 cents.

"Twenty-eight cents suits me alright," he said, "that is 20 per cent. and that is pretty good on a line that is a staple and exceptionally high."

Question for Pencil and Paper.

"Would you mind explaining how you figure out 20 p.c. on that price. I sell at 30 cents and consider I am only making 20 per cent," spoke up one man.

So, the 28 cent man proceeded to show how that was 20 per cent. "The goods cost $2.88," he reasoned. "Twenty per cent. on that is 57 cents which makes $3.45. Twelve cans at 28 cents is $3.36—well, pretty near 20 per cent." he concluded.

But his questioner did not by any means agree with him. "In the first place," he pointed out, "you are 9 cents out in your calculations and 9 cents on every dozen of goods we sell would amount to a huge sum in a year.

Figuring Profits Wrong.

"But that is not your worst mistake," he continued, "you are wrong in figuring your profits. You have been figuring profits on your cost price while the more correct way is on the selling price.

"Now," he explained, "I am selling sockeye at 30 cents per tin or $3.60 per dozen. I am making exactly 20 per cent. Twenty per cent. of $3.60 is 72 cents which deducted from $3.60 leaves $2.88 which is exactly the amount I paid for my goods."

Said the 28-cent man as he did some figuring with his pencil, "I guess I have been making 24 cents less per dozen on my salmon than I thought I was."

An Important factor.

Thus, it is shown that many a grocer is not making the amount of profit that he thinks he is, and this accounts for his balance at the end of the year being smaller than he expected. The proper figuring of profits is an important factor in the grocery store and must be correctly done if the dealer hopes to be successful. There are at present a good many grocers fooling themselves by figuring their profits on the wrong basis.

The above case is one instance. This man thought he was making a 20 per cent. profit while in reality he was only making 14 2-7 per cent. on the selling price. He no doubt figures his expenses on turnover and these would exactly eat up the 14 2-7 per cent.

A good many grocers apparently have not learned the all important lesson that figuring profits on the cost price is vastly different from on the selling price. In many cases, the difference means success or failure for the grocer.

The National Canners' Association of the United States is proposing to promote a "canned goods" week, during which the special co-operation of the retailer in creating interest in canned goods will be sought.

Gunn's Quality Pon-Honor Breakfast Sausage

In 1 lb. (net) sealed cartons, made from the choicest cuts of young pigs---with a delicate seasoning of pure herbs. No filler, no flour, no cereal, no water, all sinews trimmed out, a perfect breakfast delicacy, appetizing and satisfying.

Gunns Limited, Packers and Refiners **West Toronto**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

REMEMBER
IN BUYING
WETHEY'S MINCE MEAT

You get the benefit of the expert knowledge acquired in our years of specializing in this line. The quality is recognized from Coast to Coast.

Does it pay any good grocer to take chances with any other brands?

INSIST ON WETHEY'S.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDED.

6-oz. tins 0 75
12-oz. tins 1 25
16-oz. tins 1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz... 0 90
Perfection, 5-lb. tins., per lb.0 35
Soluble, bulk, No. 1, lb... 0 20
Soluble, bulk, No. 2, lb. 0 18
London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb. 0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80

" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅓, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅓, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. .. 0 26
½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd. 0 27½
¼-lb. pkgs., astd., in 5-lb. boxes 0 28
½-lb. pkgs., astd., in 5-lb. boxes 0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz...	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk.	5 15
Beaver Condensed Milk ...	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
½-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse. 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces, lb.	0 10
Tubs, 60 lbs.	0 10¼
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10
Cases, 3 lbs., 20 to cs.	0 11
Cases, 5 lbs., 12 to cs.	0 10⅞
Cases, 10 lbs., 6 to cs.	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 75

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90

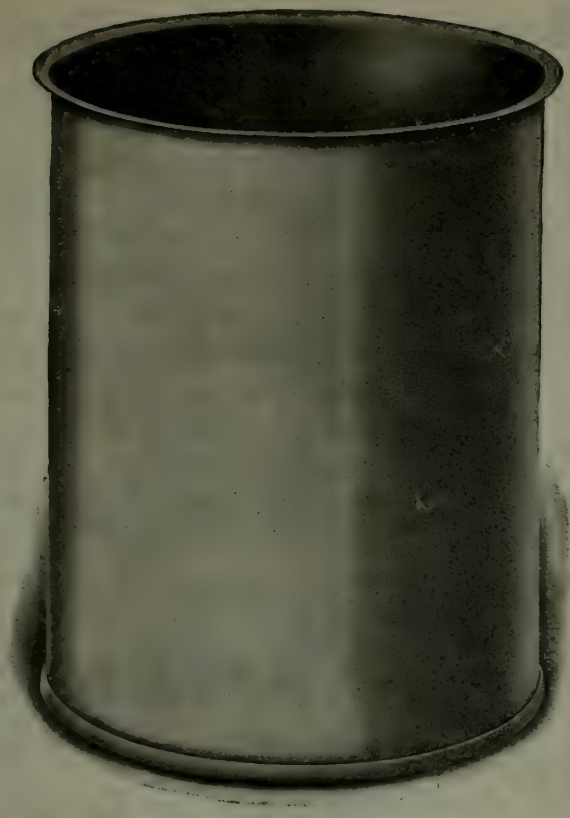
List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?

We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

WHITE DOVE
Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey
MONTREAL, QUE.

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Caramels

Dainty, creamy confections, popular with everybody, made from the finest sugar, pure butter, and milk.

"Health" Caramels, wrapped in 2 gross boxes. "Emerald" Almond Caramels, unwrapped, in 2 lb. boxes, at prices to tempt you. Send a trial order **now** to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

NATION'S CUSTARD
POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE

MacLean Publishing Co.
145-449 University Ave., Toronto

First Car California

Navel Oranges

Will Arrive Monday Next

New, Juicy, Sweet Florida Oranges

New Messina Lemons

Malaga Grapes

For present or future use.

As well as a full line of the season's delicacies.

Hot-house Tomatoes, Cucumbers, Pineapples, Head Lettuce, Egg Plant, Sprouts.

WHITE & CO., LTD.

TORONTO and HAMILTON

"Canada's Fancy Fruit House"

Have you bought your Malaga Grapes yet?

We have just received our large Xmas assortment and they are certainly very fine. We would advise you to make an early selection for your Xmas trade as good grapes will be scarce.

If you cannot make a personal selection, let us put a little line to one side for you. We can certainly please the most particular trade.

Come and see us or send in your order NOW for what you need. First here gets best selection.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

LABOREMUS

REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

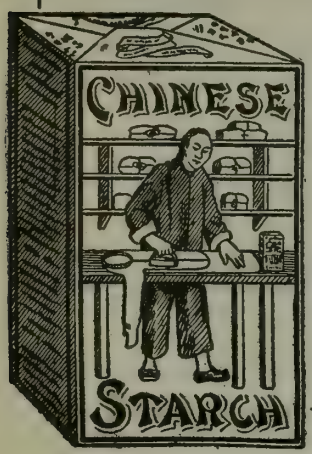
Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

IN A RUSH

Everything is done in a rush nowadays—everybody is desirous of prospering as quickly as possible. The retail grocer is also in the game, and to progress the quickest he must sell the best lines.

Chinese Starch

is the best in starch—gives the best results—proves satisfactory to both dealer and customer. Sales are quick and profits are good. **Full 16 oz. to the package.**



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal

BIG BUSINESS

There is bound to be a big business passing in Macaroni and Vermicelli and you cannot very well afford to miss any of it.

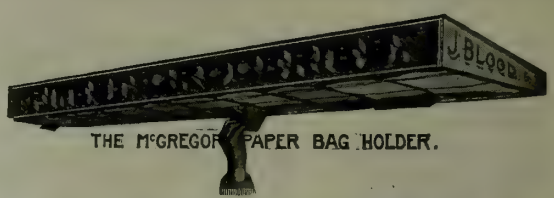
'GLOBE' MACARONI

Should be made your leader because its quality is guaranteed. It contains no maize or rice flour. It is manufactured in a scrupulously clean factory.

GOOD PROFITS SURE REPEATS

D. SPINELLI & COMPANY

MONTREAL REGISTERED **QUEBEC**



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

BROOMS
OF
QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

Quinquinol

The Original Stock Food.

for Horses, Cattle, Sheep, Hogs, Poultry, etc., etc.—Offers you a splendid opportunity to build up a good "Stock Food" business with your country patrons. Will not deteriorate, and makes a good shelf stock.

Has the recommendation of the Minister of Agriculture. Has been awarded three diplomas.

We want one dealer in each town to handle this high-class line.

---

50 Per Cent. Profit Guaranteed

Quinquinol Stock Food Co.
69 St. Timothee St., Montreal

WORLD RENOWNED
C.F. St.&C°
BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Before Fels-Naptha, quality in laundry soaps was possibly not considered of very great importance.

The growth and popularity of Fels-Naptha soap, however, have been due to quality. The soap has always done, and does, just what its makers claimed for it.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

A want ad. in this paper will bring replies from all parts of Canada.

CANE'S WASHBOARDS

Will Be a Great Advertisement for Your Business

The dealer who aims at giving satisfaction is the man who will progress rapidly. The most valuable asset to your store is the talk of enthusiastic customers —these customers are not only the assurance of repeated orders, but help to bring you new customers.

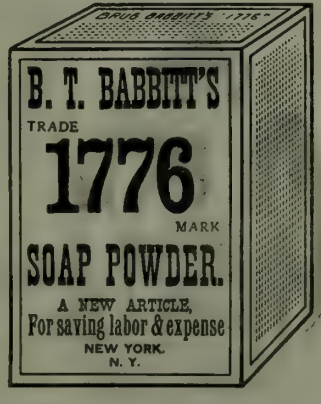
"Cane's" Washboards

sell quickly and pay an **attractive profit.** They are backed by years of reliable and economical service and are **guaranteed** to satisfy in every respect.

Don't fail to write for catalog on Washboards and general wash day woodenware.

The Wm. Cane & Sons Co., Limited,
Newmarket, Ont.

"BABBITT'S" IS A CONCENTRATED SOAP POWDER OF WONDERFUL CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

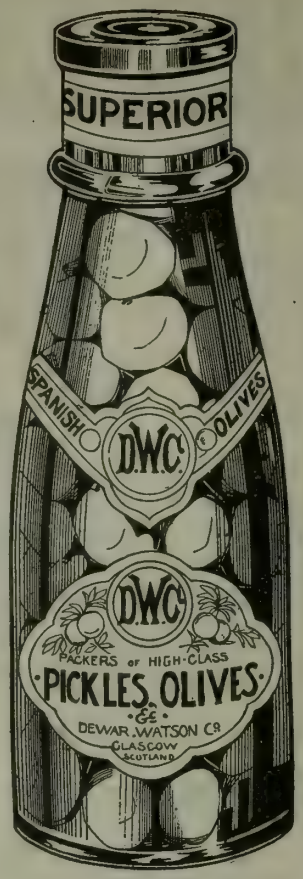
J. MALCOLM & SON
St. George Ontario

Don't Take

the other fellow's dust, forge ahead, in the business race. You can easily get ahead by handling the highest quality goods — such goods make better patrons and increase your profits.

D.W.C. Olives

are the finest selected, smooth skinned olives, packed in the best brine with exceptional care, skill and cleanliness, and are made to sell at a price that will surprise you.



ROWAT & CO.
GLASGOW, SCOTLAND
CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

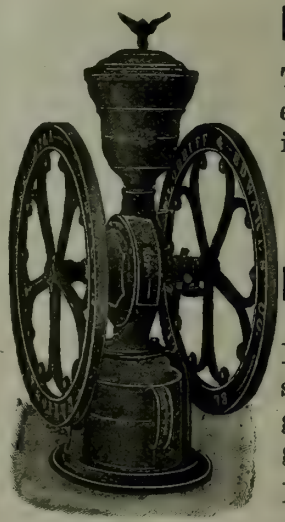
By Special royal permission

"King Oscar" on Sardines is like "STERLING" ON SILVER

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ontario



BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

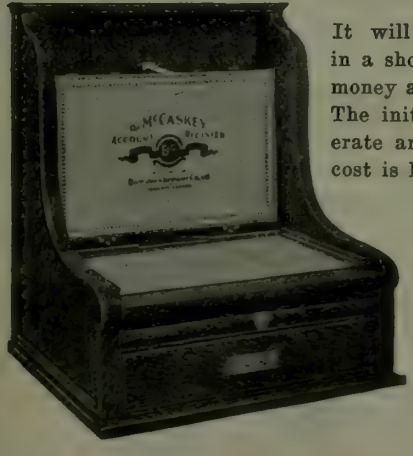
MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

It's a mighty dangerous habit

The slipshod system of keeping your accounts will sooner or later prove fatal to your business. No business is strong enough to stand the leakages and dissatisfaction that is sure to result from an improper method of account keeping. Bad pays will get away and good accounts will be lost. Your patrons want prompt and careful attention to their accounts as well as good store service.

Throw away your old drudgery night-labor, nerve-racking, bookkeeping system and install the

McCASKEY ACCOUNT REGISTER



It will pay for itself in a short time, both in money and labor saving. The initial cost is moderate and the operating cost is little.

Send us a card to-day requesting a demonstration.

DOMINION REGISTER CO., LTD.
90-98 Ontario Street, Toronto, Canada
Trafford Park, Manchester, England

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines.	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., LIMITED
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

JOIN in with the wise dealers and sell the Jam that is always profitable and always on the move—**"KING" COMPOUND.** Hundreds of cases are selling weekly---the demand is large--- the quality is **superb.**

JAM

You will profit on "King" Compound Jam Sales.

Labrecque & Pellerin, Montreal

AGENTS:

John J. Gilmor & Co. Winnipeg

J. Hunter White St. John, N.B.

ANTI-DUST SWEEPING POWDER

ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

Sapho Mnfg. Co., Ltd., Montreal

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Eureka Canada's Sanitary **Refrigerator**

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

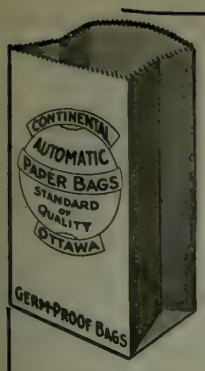
Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.



Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—**the Best.**

Ours are no Higher Than Others' Prices.

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, - - ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

Place Your Orders Now For

"MASTER MASON" Smoking, "KING GEORGE'S NAVY" Chewing Plug, "ROSE QUESNEL" Smoking

TOBACCOS

The three lines that are becoming more popular every day because of their undeniable quality. Owing to the rapid increase in the sales of these tobaccos we were, last year, unable to give the service in prompt delivery that we always aim at. If your orders are placed early you are assured of the best possible delivery.

The Rock City Tobacco Co.
Limited

Quebec **Winnipeg**

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

GOOD JOBBING BUSINESS FOR SALE — sixty retail stores as customers, inside of three miles from present location. Stores, cellars, warehouses. Rented reasonable. B. D. Rogers, Stellarton, N.S.

GENERAL STORE BUSINESS FOR SALE—in a good town and in the best district of Ontario, the Niagara Peninsula. Stock about $10,000. The annual turnover has been $40,000. A reasonable rent offered under lease. Apply at once to Box 452, Canadian Grocer, Toronto.

BUSINESS FOR SALE—IN GOOD FRENCH town, six miles from Edmunston, N.B. Turnover $15,000 to $20,000 a year among farm community. Write for particulars. H. U. Daigle, St. Jacques, N.B.

ANCHOVY ESSENCE — HIGHEST GRADE quality, exquisite flavor and magnificent color, warranted genuine and pure, price 70 cents per English Imperial gallon net f.o.b. London. In free barrels. Terms cash after inspection of goods in the Dominion. Write for samples to the packers, J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, England.

ENGLISH SAUCES — SHIPPED IN FREE casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

SITUATION VACANT

SALESMAN WANTED — BY MONTREAL house, to sell well established specialties to grocers in Eastern Ontario. Only high-grade men need apply. Applicant must state experience, etc. Replies confidential. Apply Salesman, care of Canadian Grocer, Montreal.

SITUATION WANTED

WANTED—POSITION AS HEAD CLERK IN grocery store in Western Canada, Macleod preferred. Have made success of my own business, which I still own. Married, age 28. Not afraid of work. Must pay good wages. Box 454, Canadian Grocer, Toronto.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COLLECTING AGENCY

WHAT IS CREDIT?—THE TOOL WITH which a certain class of people reduce the cost of living. Do you need protection against such people? The Standard Collecting Agency, Fredericton, N.B.

A want ad. in this paper will bring replies from all parts of Canada.

THE ORDERS FOR
ERMALINE
Cooking Bags
COME ROLLING IN
ALL THE TIME

What share are you getting of this trade?

Have you yet investigated this new system of cooking?

Are you not willing to carry a line which is a sure money maker?

Write for samples and Particulars to-day to

Edward Lloyd, Ltd.

508 Eastern Townships Bank Building

Montreal, - Canada

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Business Opportunities
STORES FOR SALE, ETC.
V. DE LA RONDE,
14-16 McGill College Ave. - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanoraie, P.Q.

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.
D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

When writing advertisers kindly mention having seen the advertisement in this paper

VOL-PEEK Cement
Here's 100 per cent. profit for you. Mends holes in pots and pans in two minutes. No tools needed.
As a Seller is O.K.
Put up in attractive counter cases. Don't make any mistake, but write
H. NAGLE & CO., MONTREAL.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co.,
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

DISINFECTANTS
Sanola Disinfecting Fluid.
Domophone, a perfect cleanser.
Insecticide Fluid, the modern bug killer.
Don't overlook these lines. Write to-day.
MONTREAL GERMICIDE,
220 Colonial Ave., - - Montreal

SUCHARD'S COCOA
You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

INTRODUCE
Cook's Pride Baking Powder, Chinese Liquid Blue, Sister's Starch.
Your customers will be glad to try them. Big profit. Write
H. F. PACAUD & CO. (Reg.)
Montreal.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, London Bridge, The Approach London, Eng.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

PRIZE DAIRIES
ENGLISH STILTON CHEESE FOR CHRISTMAS TRADE
RIPE, FAT, BLUE MOULD CHEESE
Write
A. C. CHAPMAN
93 Durocher Street, Montreal.
The Largest Direct Importer of Stilton Cheese in the Dominion.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

JAPANESE ORANGES
EARLY SHIPMENTS SELL BEST
ORDER NOW. We Bill at Lowest Market Price
F. R. STEWART & CO.
Wholesale Fruit Merchants
VANCOUVER, B. C.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

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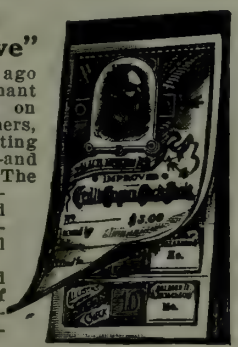

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MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

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Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

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J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

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With (Name of firm) .....
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City or town..... Prov.....

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Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

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It fills a long felt want.
Order of your jobber, or
Frederick E. Robson Co.,
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of the delicious L. & B. Banner Brand Jams and Jellies will make your customer a come-back to your store for more Jam.

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The Amos B. Gordon Co., Toronto, Ont.
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HOMOGENIZING, the mechanical process, discovered by the French Engineer and Scientist, Gaulin, which makes this perfected milk product possible.

HOMOGENIZING permits sterilizing with finished milk more digestible than any other milk.

HOMOGENIZING at last makes it possible to produce and sell milk as an absolutely **pure, standard, reliable, non-perishable** household staple, and with the **highest possible food value,** to supply the need where a perfect milk food is required.

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72 per cent. Olive Oil.

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The purest and yet the least expensive Castile Soap imported.

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Etc., Etc., Etc.

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Extra Choice. First Choice. Choice.
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Montreal

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"Perfectly simple to make
Simply perfect when made"

A Good Drink

of good coffee—made in a moment—that's "KIT" Coffee.

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Purest ingredients, STERLING selected and the

Choicest of fruits make STERLING products

Most popular with customers and STERLING lines

Indispensable as an increaser of the dealer's STERLING

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You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

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THE EDITOR, The Canadian Grocer

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Perfection of baking and the full nutty oatmeal flavor combine to produce a tastiness in Telfer's Oatmeal Crackers not found in others.

Your customers will like Telfer's Oatmeal Crackers because they are always crisp and fresh, being packed in airtight containers. Send for sample order.

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Reception Wafers
Graham Wafers
Peerless Soda Crackers
Peerless Cream Sodas

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This Brand of Figs —The Best

BECAUSE

"CAMEL" FIGS are especially selected for the thinness of their skins and their rich, honey-like flavor.

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"CAMEL" FIGS are guaranteed by him as packed under perfect sanitary conditions.

"CAMEL" FIGS are so attractively wrapped and packed that they appeal extremely to consumer and dealer.

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Package Dates

THIS IS THE 1,302nd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEK
THE MACLEAN PUBLISHING CO LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, NOVEMBER, 22 1912 No. 47

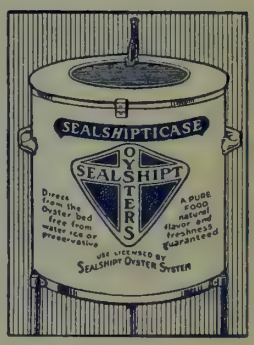
L C Harkness (D H)
34 Royal Bank Bldg

Imposing Factors

¶ The advantage of standing on the "Runways" of the little things is not as a rule fully appreciated. In this enlightened age it is advantageous that the merchant be reasonably familiar with his wares. You can no longer stampede your customer; they have to be shown, and temporary impressions must be avoided for impressions that are more lasting. A little counsel with proper grace is very effective.

¶ The average housewife makes an oyster stew by putting the oysters in the milk when cold; instead, she should bring the milk to a simmer, then put the oysters in; allow the contents to simmer for a few minutes, then serve while hot. Butter and other seasoning can be added to suit the taste. This is one of a hundred little pointers contained in a booklet gotten out by the "Oyster Growers' and Dealers' Association of North America," of which we are members.

¶ The first thousand books cost $200.00 for art, decoration, electrotype, etc., or 20c each. It gives practical and scientific information on oyster propagation and culture, as well as the food values of oysters as compared with other food products, also one hundred tried recipes. The scientific end is from such men as Professor Julius Nelson and Professor Frederick P. Gorham, men who stand high in their profession and men who mix the practical with the theoretical and thereby ride an even keel.



The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

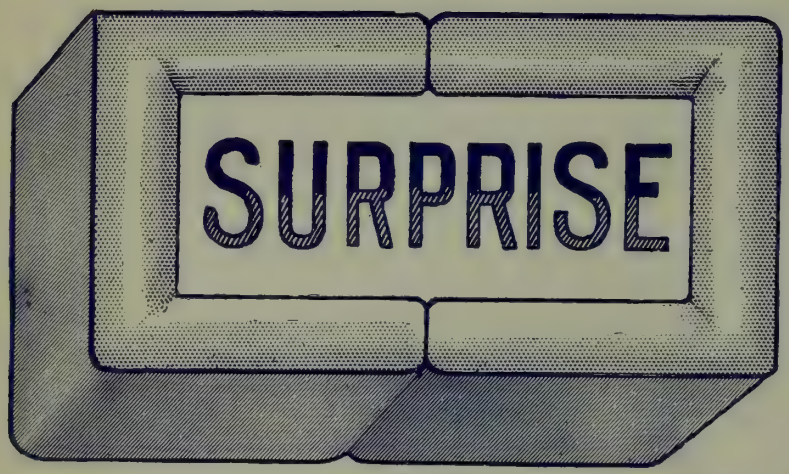
¶ November is to Oysters what June is to butter; they are in their prime now. The satisfaction your trade experience and the volume of business you do, depends largely on the quality of oysters you obtain and you should also not overlook the matter of service. We can assure you of all these.

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street TORONTO, ONT.

Selling soap or anything else involves work **somewhere** by **someone.**



The Easy Soap to Sell

If the manufacturer doesn't do it you have to, and the more work he does the less there is for you to do.

With "SURPRISE" Soap the selling work is all done before it enters your store.

Because the makers have perfected every detail of the two great selling forces known to merchandizing---the making of a thoroughly good article and the advertising of its genuine merits.

Making generous soap profits the "Surprise" way requires no laboured effort in "pushing" and "persuading"---its quick cleaning qualities are so well known that it sells itself.

The St. Croix Soap Mfg. Co.

St. STEPHEN, N. B.

Until You Break the Shell

of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Standard trade-marked goods are a bulwark of safety. They can be relied upon for quick turnovers with no danger of dead stock.

"STOWER'S" LIME JUICE CORDIAL

is sweetened to suit the most fastidious palates. No hunting for sugar. Add Water and you have the best and most wholesome summer drink. Has no musty flavor—it is the kind your customers will like.

CODOU'S

Macaroni, Vermicelli, Etc.

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Codou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Codou.

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Coco Fruitine

Vegetable Butter

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert for winter luncheons.

Suggest this to your customers, for they will appreciate the absolute purity of Cox's and will be delighted with the delicious flavor.—The standard for nearly a century—British made.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal *Toronto*

Which Way Do You Sell Sugar?

Are you still following the old-fashioned methods—scooping a "quarter's worth" or a "dollar's worth" out of a barrel, and delivering it in easily-torn paper bags, causing annoyance to your customer and loss to yourself?

Or are you filling sugar orders in the up-to-date way, with

Redpath

Extra Granulated **SUGAR**
in Original Packages

—2 lb. and 5 lb. Sealed Cartons, and 20 lb., 50 lb., and 100 lb. Cloth Bags?

If you feature these Original Packages of Redpath Extra Granulated you give your customers Canada's finest sugar, at its best. They will certainly appreciate it, and, as you know, a satisfied customer is your store's best asset.

The Canada Sugar Refining Co.

MONTREAL LIMITED

ICH DIEN

Guarantee of Purity

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Baking Powder	White Pepper
Cream Tartar	Black Pepper
Allspice	Nutmegs
Cloves	Gingers

We supply spices whole or ground. Over 50 years' experience.

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S. H. EWING & SONS

MONTREAL and TORONTO

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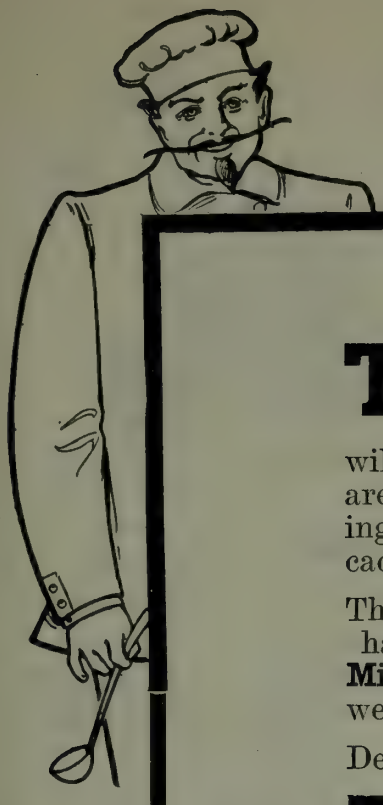
Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

THE C. H. CATELLI COMPANY
LIMITED

MONTREAL CANADA



The Best Chef

will tell you that Borden's milk products are a valuable asset in the kitchen for cooking and preparing all manner of table delicacies.

The test of the public for over half a century has proven that **Eagle Brand Condensed Milk** is unsurpassable for general use as well as being a perfect infant food.

Dealers will make no mistake if they feature

BORDEN'S

The whipping qualities of **St. Charles Brand Evaporated Milk** (unsweetened) is one of the features that has made it so popular with most cooks. When whipped it is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Customers appreciate these qualities.
Reindeer Coffee combined with milk and sugar is most compact, convenient and economical. No waste, made at a moment's notice by simply adding boiling water.
Dealers can add to their profits by recommending these lines.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office : No. 2 Arcade Building, Vancouver

The Bowser Way to make Oil Pay

The only way you can handle oil without loss of profits or damage to other articles is to install a

LOSING OIL AND LOSING PROFITS AND LOSING CUSTOMERS.

BOWSER SELF-MEASURING OIL TANK

SAVING OIL AND SAVING PROFITS AND PLEASING CUSTOMERS.

instead of the old style tank. The BOWSER pays for itself in savings of oil, the old tank wastes; it delights customers by its accuracy and cleanliness. It shows at a glance exactly how much to charge for oil when filling odd measures, such as lamp or oil stove tanks. It does away with measure and funnel. An automatic stop cuts off the oil as soon as pumping ceases, and prevents dripping. If you want your oil trade to be a profit instead of a loss, a pleasure instead of a nuisance, send us a postal card asking for free Book No. 222 and full particulars.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

Here's an open door for your line, Mr. Manufacturer

THE DOOR TO THE WEST

We, being the oldest commission firm of Alberta, and being centrally located, are in a position to represent you exceedingly well. This section of the West has an unbounded future, and the manufacturer who gets his line in here now will reap a bountiful harvest. Take the open door to Albertian trade that we can offer you.

Here are a few firms we represent:—

Armour & Co. Knight Sugar Co. Wethey's Mince Meats. Dominion Watch Co. Evered & Co. (Brass Goods). E. D. Smith. Dominion Salt Co. A. & R. Loggie. Twyfords Ltd. (Sanitary Goods).

GET IN LINE TO-DAY.

McKelvie and Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta. EDMONTON, Alta.

EAT

"Simcoe"

Cheaper and as nutritious as meat.

A profit maker for the wide awake | Grocer.

Baked Beans

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

SULTANA RAISINS

Just Received into Store

1500 Boxes Cleaned Raisins loose and 1 lb. packages.

Carabourneau's FINEST, EXTRA CHOICE
from 8c to 15c lb.

125 Bales Sicily Genuine Filberts, from 11c to 12c lb.

300 Bags Tarragona Almonds, from 14c to 15c lb.

Hallowee New Dates. Finest Quality.

PRICES ARE LOW. JUST ENQUIRE.

L. CHAPUT FILS & CIE., LIMITEE

WHOLESALE IMPORTERS

MONTREAL

SEE THAT BOX!

Users are making its contents known from one end of Canada to the other, for it is recognized as the best, quickest and most effective hand cleaner on the market.

Beware of Imitations

As many others have tried to place substitutes on the market as near like Snap, both outside and in, as they dare, dealers should keep what they are most frequently asked for.

Patrons know its worth—It's a great seller

THE SNAP COMPANY,

Limited

MONTREAL, CANADA

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

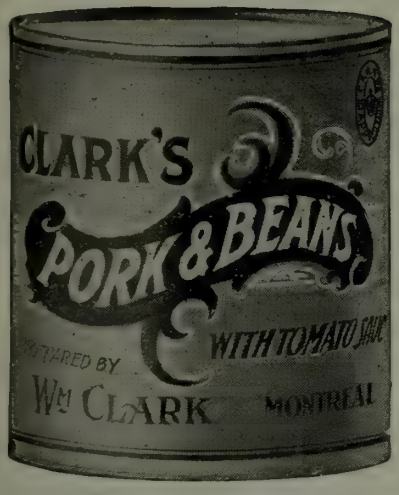
LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

Clark's Pork and Beans

Plain Tomato Chili Sauce

INCREASE OF BUSINESS



is the object in view of every business man at all times. The best way to increase your business, you will admit is to give your customers

SATISFACTION

In foodstuffs, as in all things, the best method you can employ to satisfy your customers is to give them the

QUALITY

CLARK'S PORK AND BEANS are the best quality.
CLARK'S PORK AND BEANS have the best demand.
CLARK'S PRICES are right.

W. CLARK, MONTREAL

E. D. S. PURE FRUITS

There is nothing to be gained by experimenting with a dozen and one different packs of Pure Fruits.
Why not begin correctly by ordering and making prominent in your store the brand that is always a leader. The brand that has proven 100% pure by Government test—E. D. S.
Feature E. D. S. Jams & Jellies and you will satisfy your customers.

Made only by

E. D. SMITH

WINONA :: ONTARIO

AGENTS

NEWTON A. HILL, Toronto; W. H DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

Gold Dust is a success everywhere. You can make it a success in your store if you push it. It pleases the customer because of its cleansing power. It pleases the dealer because of its extensive, expensive, persistent, insistent advertising, which reaches everywhere and stimulates demand.

GOLD DUST practically sells itself.

Made by

The N. K. Fairbank Company,

LIMITED, - - MONTREAL

Did you ever wait five minutes for one cent?

Have you ever been to the Candy Department of a store and noticed nicely-boxed candy with a 49c price marked on it? Have you ever bought a box of this candy, tendered 50c, and waited five minutes for one cent?

Does this condition exist in your candy department or in any other department in your store? Careful investigation shows that most large stores are dissatisfying customers and losing money in just this way.

This sort of thing does not happen in the small candy shop. It has no need to happen in the large department store. It does, however, because the system of handling cash is not suited to the particular requirements of that kind of department.

Study the needs of your departments. Consult our representative as to the remedy.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, - - Toronto

Canadian Factory, Toronto

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

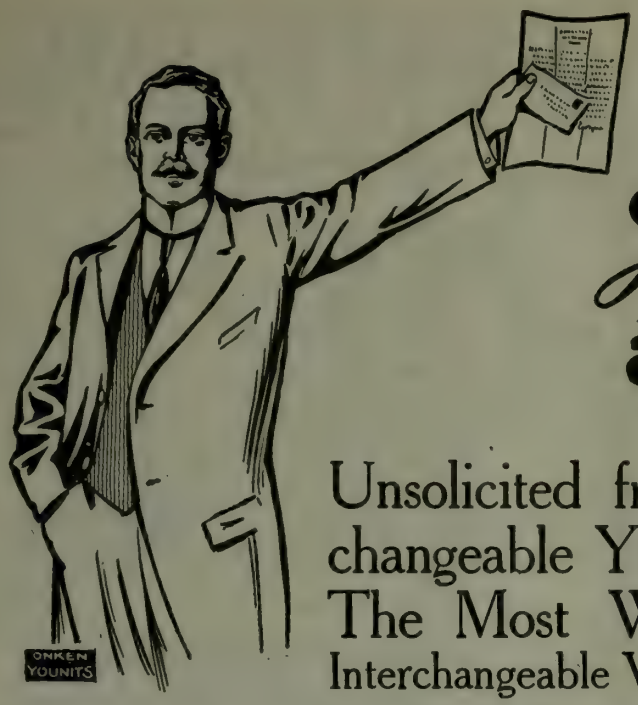
Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



Hundreds of Letters Like This are Received.

Unsolicited from Purchasers of My Interchangeable YOUNIT Window Fixtures. The Most Wonderful Set of Patented Interchangeable Window Fixtures Ever Made for the

Grocery Store Window Displays

For Your Own Satisfaction Read These Letters:

C. H. WEYANT'S UNDERSELLING STORE.
Groceries, Boots, Shoes, Notions, Ladies' and Gents' Furnishings, Dry Goods.
A COMPLETE GROCERY DEPARTMENT.
No. 14 South Jefferson St.
Mount Union, Pa., Feb. 27, 1912.

The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen: I enclose check for Window Fixtures. The goods arrived all O.K. and I must say they are in a class of their own. There are no other fixtures equal to them.

Yours very truly, C. H. WEYANT.

ONKEN YOUNITS
INTERCHANGEABLE WOOD WINDOW FIXTURE

(Patented 1911 in United States and foreign countries.)

A. R. JOHNSTON & CO.,
DEALER IN GROCERIES AND PROVISIONS.
Nanaimo, B.C., April 12, 1912.

The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen:—

We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city and are sure to mean a success.

Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly, A. R. JOHNSTON & CO., LTD.

Now Understand, I Can Do Just as Much for Your Show Windows. My Set of No. 14 Wood Window Fixtures Will Put Your Windows on a 100% Efficiency Basis.

I Make Sets for the following lines:

Set No. 14	For Grocery, bottle goods and sundry windows	For 2 large windows, 125 YOUNITS.	Price $36.00 net.
Set No. 14½	For Grocery, bottle goods and sundry windows	For 1 large window, 65 YOUNITS.	Price $21.00 net.
Set No. 4	For General Store, good for groceries, shoes, dry goods, clothing, hardware, etc. Full Set has 110 YOUNITS.		Price $28.00 net.

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

The Full Set

The above illustration shows entire set of **No. 14 GROCERY YOUNITS**, comprising **125 YOUNITS** to the set. There are 17 display slabs made of well-seasoned oak lumber. 10 of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining 108 YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS, and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make **HUNDREDS** and **HUNDREDS** of Window Trims and as many odd and standard fixtures.

You Never Need A Tool

Finish Made of select oak in one stock finish. Weathered Oak, all in a soft, mellow, waxed finish.

Storage Chest Each set is put up in a hardwood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large sized trims made with my YOUNITS sent FREE with each set.

Shipments made at once. **Every set guaranteed absolutely.**

THE OSCAR ONKEN CO.

Established 32 Years

788 Fourth Ave.,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT.

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.

Send me your Window Fixture Booklet.

Firm.....

City..... Business.....

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front Street East; Ottawa, E. M. Larner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

John Gray & Co., Ltd.
Glasgow

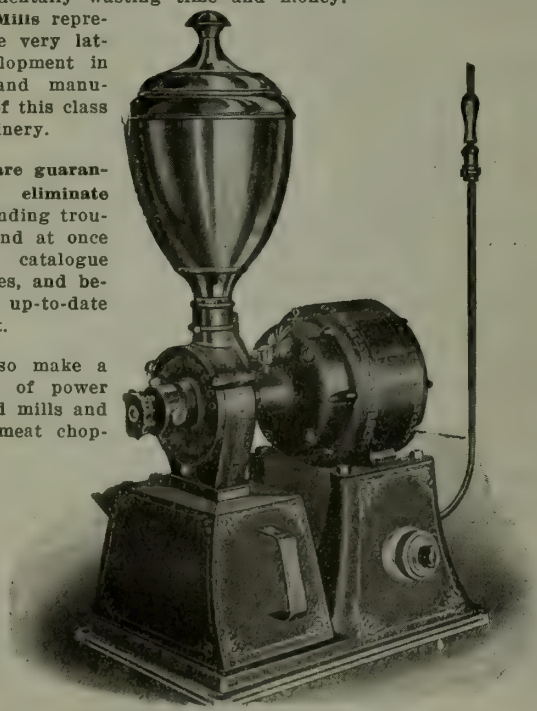
How long have you been guessing?

Trying to find the right Electric Mill at the "right price," and incidentally wasting time and money.

Coles Mills represents the very latest development in design and manufacture of this class of machinery.

They are guaranteed to eliminate your grinding troubles. Send at once for our catalogue and prices, and become an up-to-date merchant.

We also make a full line of power and hand mills and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

"CLUB HOUSE" BRAND SPANISH OLIVES EXCEL!

1. We use only the finest smooth-skinned olives obtained from the best known localities.

2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.

3. The "Olive" Brine is made from our own pure Artesian water.

4. Our guarantee of quality is back of each bottle.

"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co.
Limited

London, - Ontario

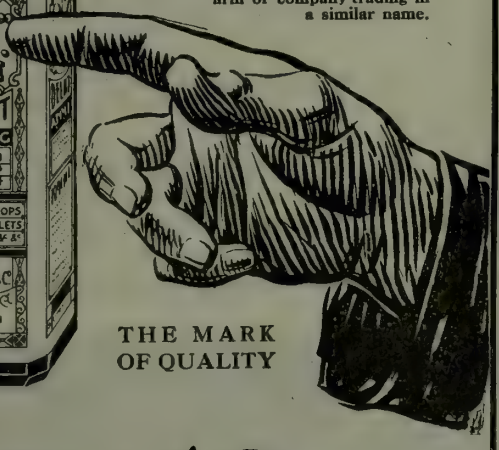
Western Selling Agents
MASON & HICKEY, WINNIPEG

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

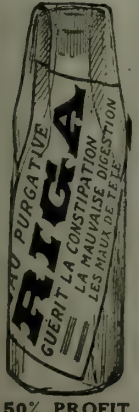


THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver



50% PROFIT GUARANTEED

A Healthful Beverage

RIGA WATER should be in every home—it acts as a gentle purgative and produces the buoyancy of good health. It is up to the grocer to put RIGA WATER in the homes of his customers.
Cures Constipation and all Stomach troubles.

Strongly Recommended by the Medical Board

WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL

LIVE CURED FISH

ALL Canadian sardines are caught in the famous Passamaquoddy Bay.

FREQUENTLY all packers obtain fish from the same weir at the same time.

SUPERIOR Quality is therefore dependent upon Superior Methods.

GOLDEN RULE SARDINES ARE ALL LIVE CURED

That is—The holds of all our boats are equipped with sanitary brining tanks, so that the fish come,

RIGHT OUT OF THE OCEAN INTO THE BRINE—ALL ALIVE.

Thus we bring our factory to the fish in place of the fish to our factory.

You do not need to be a fisherman to appreciate this advantage.

IT MAKES THE FISH LOOK BETTER—TASTE BETTER—SELL BETTER.

McDonald Packing Company

FAIRHAVEN, N.B.

The spotless plant—and the largest in Canada exclusively devoted to Sardines.

AGENTS:

Vancouver—Oppenheimer Bros.
Calgary—H. Donkin & Co.
Edmonton—D. J. McLeod.
Winnipeg—G. B. Thompson.
London—Geo. H. Gillespie.
Hamilton—J. W. Bickle & Greening.
Toronto—Wallace Anderson.
Kingston—James Craig.
Ottawa—D. Stewart Robertson & Sons.
Montreal—J. W. Windsor.
Quebec—Albert Dunn.
Halifax—C. E. Creighton & Son.

The Queen of Blends

Roasted by our special process, our Coffee has a delicious flavor and aroma, which ensures it an appetizing beverage.

The Coffee Bean is selected from the choicest growths of the world's finest coffee fields and our own famous blend.

Trade Mark of Quality

Sweetheart Brand Coffee

A few of our lines:—

SWEETHEART BAKING POWDER
SWEETHEART EXTRACT SWEETHEART JELLY
SWEETHEART MUSTARD

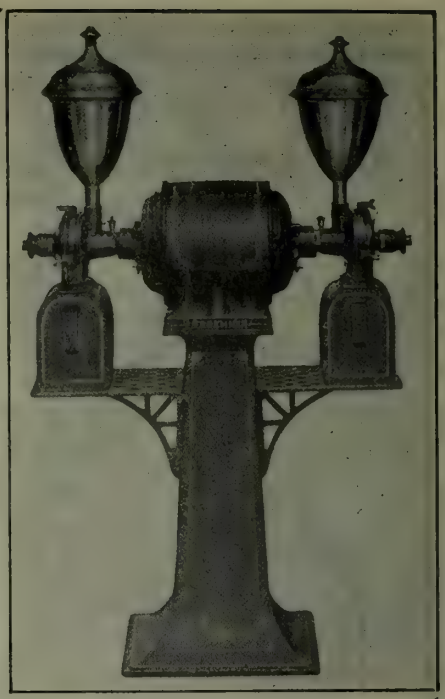
IXL Spice and Coffee Mills

Limited

London, Ontario

Are You Satisfied

with the equipment in your store—your Coffee Mill, Scales, Spice, Tea, and Coffee Bins, etc. We are agents for the renowned Henry Troemner Mills, Scales, etc., and can equip your store at the lowest possible cost.



Get our quotations and prices — estimates and catalog gladly sent on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. Chicago

A WINNER

Dominion Matches win the satisfaction of the customer, they win sales for the dealer, and win for him a good margin of profit.

Dominion Matches are A1 goods. A trial will convince.

DOMINION MATCH CO.

LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

Be Good to her

because in her nervousness, the easily-pleased take-what-is-offered attitude you perceive she is newly-married. Again, be good to her,

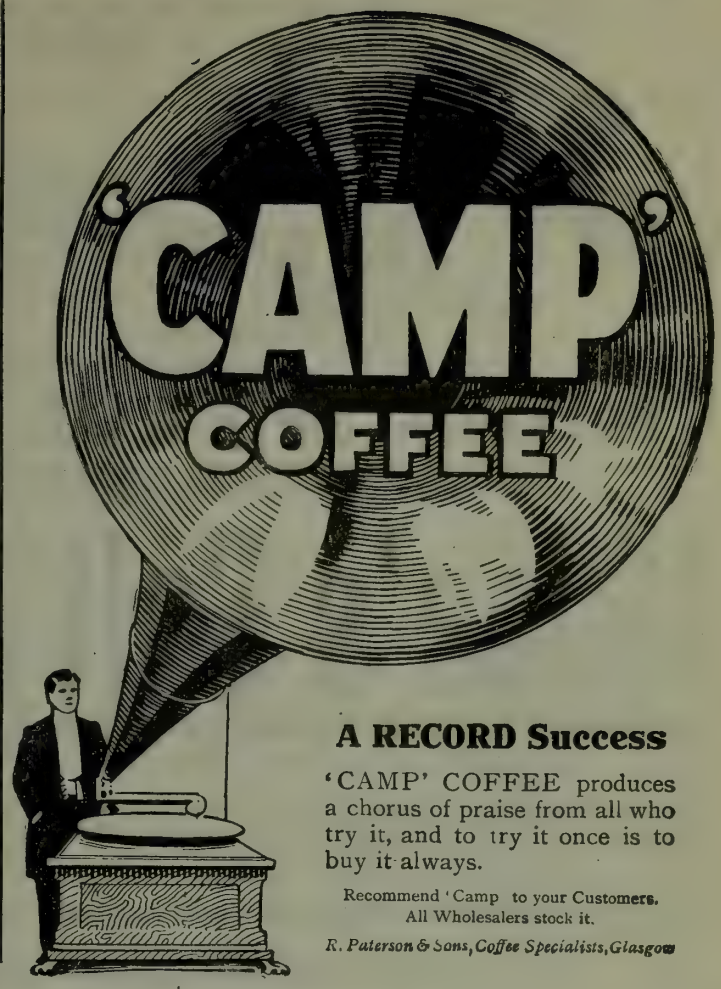
SELL HER

GIPSY

STOVE GLOSS.

Home must be homelike; her stoves revealing the magic of the "GIPSY" touch. Who would deprive her of this chance to earn the praise of him?

HARGREAVES BROS. & CO., LTD.,
HULL, England.
Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from all who try it, and to try it once is to buy it always.

Recommend 'Camp to your Customers.
All Wholesalers stock it.

R. Paterson & Sons, Coffee Specialists, Glasgow

One of the Little Things that Counts

and Counts for a great deal on Wash Day is

The Wash Day Wonder Worker

WONDERFUL SOAP

It has no equal in the effective and rapid cleaning of soiled clothes.

Its attractive labelling and packing assists in effecting a rapid sale, while its sterling qualities are your guarantee of repeat orders.

Ask us about our sales-helping proposition. It cannot fail to benefit both yourself and us.

THE GUELPH SOAP COMPANY
GUELPH - ONTARIO

Sells quickly,
Sells profitably.

Original sweeping compound
Once used, always used,

Cleans carpets, kills moths.
Can't miss the dust.

Lessens labor, saves dusting,
Lays dust and disinfects.

Every housewife should use it,
Every dealer should sell it.

Already the demand is large,
Absolutely lays dust.

Never deteriorates,
No dead stock.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN - - - N. B.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

IT MAKES A DIFFERENCE

to the Consumers whether they have the best article in each line or not. Give them

St. Lawrence Granulated

the highest grade of sugar made in the Dominion and the standard of quality throughout all Canada.

SATISFACTION-GIVING SALT

PURITY SALT

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the salt that people buy without urging—and so he sticks to Purity.

The Western Salt Co., Limited, Mooretown, Ontario

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

---

James Dome Black Lead

is the old reliable form of Stove Polish. Put up in attractive packages to retail at 5c. and 15c.

Pays a Good Profit. **Always pleases.**

W. G. A. LAMBE & CO., Canadian Agents

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

BUTTER BUTTER BUTTER BUTTER

Small's Maple Butter is best substitute for and more wholesome than dairy butter. Children like it on sandwiches, and 'tis delicious cake icing. Groceryman, you are easy if lead to take concoctions, imitations, the just-as-good, and *particularly* when at a higher price than the original. Remember, our mark, *CRE-MO,* packed *only* by Canada Maple Exchange, Ltd., Montreal. Standard oil, of the world, for maple. Competition outdistanced for past half century. Our motto, *Quality, Quantity, Price.* Write for syrup prices. All jobbers world over.

KING BRAND

JAM (Compound) JAM

has no equal. We can offer better quality goods at the lower figure. One dealer writes: "Your goods are certainly excellent."

KING BRAND

Jam is packed in 5 lb. (friction top) and 7 lb. pails. Glass jars and wooden pails.

ONTARIO BROKERS
Here is Your Chance

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces - -	J. Hunter White
Western Provinces - -	J. J. Gilmor & Co., Winnipeg

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St. - MONTREAL

ADVENT

Means a Bigger Fish Trade Than Ever

STOCK THESE

Profit is Large

OCEAN BRAND

Haddies, Kippers, Bloaters.

(A lingering taste of fleshy goodness.)

BONELESS COD

The Big Seller

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

WE CAN ALSO SHIP AT SHORT NOTICE.

Large Dried Codfish by the Quintal. Large Fat July Salt Herring by Car Load.

Write

North Atlantic Fisheries, Limited

Selling Branch: 47 William Street, MONTREAL

HOW TO INCREASE YOUR TEA TRADE

Supply your customers with trade-winning tea—not only trade-winning, but trade-holding. Many merchants write in and voluntarily tell us that they have never had such a flourishing tea trade until they handled our lines—and also be informed, Mr. Grocer, that we give you the best teas for the least money. Two Points which you have to consider:

1. YOU ALWAYS HAVE A SATISFIED TRADE
2. YOU MAKE A LARGER PROFIT ON OUR LINES

Wire, write or phone at our expense and we will forward you samples and quotations which you cannot afford to overlook. WE LEAD IN

BULK TEAS

Also include an order for **"MELAGAMA" TEA and COFFEE**

MINTO BROS., 45 FRONT ST. EAST TORONTO

BOUILLON Season is Here

You can fill the want of your custom for a stimulating and invigorating, as well as healthful drink at this season of the year by selling them

BRAND'S BEEF BOUILLON

Contains the fullest nutritive qualities, and is made from the best materials, in a cheap and portable form.

BRAND'S ESSENCE OF BEEF

consists solely of the juice of the finest meats, without the addition of water or of any other substance, very nutritious. Essence of Beef is best taken cold.

Brand's Specialties make a favorable, lasting impression wherever introduced.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Keep a Good Stock

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

There's already a large sale for Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

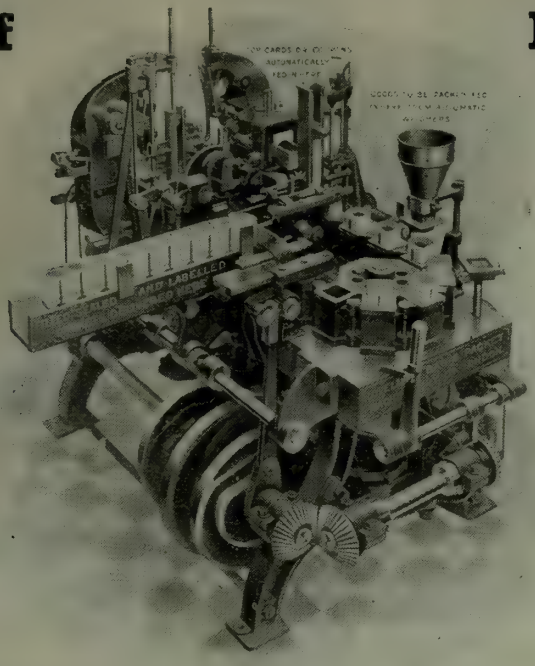
Write for full particulars of trade terms to

DISTRIBUTORS:
W. G. PATRICK & CO., Toronto and Vancouver.
WM. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.

Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

BAG-MAKING & PACKETING

Machinery of Every Description



Labelling, Wrapping, etc., etc.

Bag Machines

With folding in both these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

Lovell's Bag and Packet Machinery, Ltd., London, Eng.

Every pound of

CHASE & SANBORN'S COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN

MONTREAL

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

THE fact that Cairn's Scotch Jams have made for themselves a place on the table of Royalty is a high tribute to the quality and delectableness of these fruit products.

To serve your customers with the best—sell them Cairn's—they will appreciate them.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents: SNOWDON & EBBITT, Montreal

Frost Coming!

Purchase

PEACOCK PICKLES

Before the Frost

MATHEWSON'S SONS

WHOLESALE GROCERS

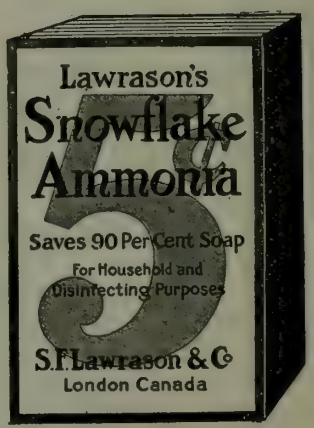
MONTREAL

You May Look In Every Direction

but you will find no better quality or more moderate priced articles than Lawrason's.

This bath powder is a boon to the city dweller for softening hard water. Delightfully perfumed—makes a most refreshing and delightful bath.

Lawrason's Snowflake Ammonia is backed by a $500 guarantee that it equals in power any similar powder on the market selling for twice its price.



Write at once

S. F. Lawrason & Co.

LONDON, ONTARIO

We Both Do:

We do make a **little** profit on our 30c tea; so do you, but you make considerably more profit on your better teas, 40c, etc., so do we.

We are continually being surprised at how easy it is for merchants to sell 40c tea when they really **try** to do it. Last week one of our travellers called on a merchant in Northern Ontario who had a small store in a small village, depending on a very poor class of trade for his customers. The previous trip our traveller had sold him 50 lbs. of Red Rose 40c tea in his order, after trying for over a year to persuade him to stock it. When he called this trip the grocer's wife told the traveller to be sure and insist on her husband buying twice the quantity of 40c tea that he had bought in the previous order.

These instances are coming to our notice all the time, and show us how easy it is for grocers to sell 40c tea when they really try, and remember, when you sell a customer better goods the satisfied customer is decidedly more profitable to you than the extra profit you make on the better goods.

Are you getting your share of the 40c tea trade?

T. H. ESTABROOKS CO., LIMITED
7 Front St. E., Toronto, Ont.

WE HAVE A COMPLETE STOCK OF NEW CROP

RAISINS

CALIFORNIA SEEDED
" SEEDLESS

MALAGA TABLE
SULTANAS
VALENCIAS

FIGS

COMMADRE (COOKING)
ELEME—FINEST TABLE

NUTS

ALMONDS—TARRAGONA
FILBERTS—SILICY
WALNUTS—GRENOBLE

A SNAP IN

PORK & BEANS

1s Chili Sauce, 47½c. doz.
3s " " 95c. "

CANNED CATSUP 2s

TO RETAIL AT 5c. TIN

Send your orders early.

EBY-BLAIN LIMITED

Wholesale Grocers TORONTO

Put Our Value To the Test

We claim to be giving better value in **Bulk Blends** than any other firm in the trade.

The successful **Up-to-Date Grocer** wants **value** and a firm on which he can rely.

Test our claim for yourself by sending us a **trial order.**

It will pay you to make this test. Our **Standard Blends** give perfect security.

You run no risk.

Our guarantee holds. Complete satisfaction or return at our expense.

Freight paid on 100 lbs. in Ontario.

			COST	SELL
1	Star	Sweet, pungent draw, suitable for lumbermen and contractors. Mixed	16c.	20c.
2	Star	Fine liquor, good regular leaf. Black, Green or Mixed	19c.	25c.
3	Diamond	Choice flavory rich liquor, handsome leaf. Black or Mixed	22c.	30c.
3	Diamond	Golden color, piquante liquor. Green	22c.	30c.
4	Star	English Breakfast Tea, a powerful blend of Indian and Ceylon. Fine quality and flavor...	27c.	40c.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President — **Toronto, Canada** — HUGH BLAIN, Vice-President

Famous for Quality

"SALADA"

is tea in all its native purity and garden freshness. For twenty years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation.

THE SALADA TEA CO.

TORONTO and MONTREAL

41 Eastcheap, LONDON, ENG. **198 W. Broadway, NEW YORK**

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

A Duet of Double Superfine Quality

The mustards that have been the household favorites for several generations.

COLMAN'S MUSTARD
KEEN'S MUSTARD
IN SQUARE TINS

are both unparalleled in flavor and strength. They are the staple brands everywhere.

Magor, Son & Co.
Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

Taking Advantage of the Season

Right from the start of the cold weather the demand for

CROWN BRAND CORN SYRUP

Attains its greatest volume. Most grocers are aware of this fact, and sell five times more Crown Brand than any other Corn Syrup.

Users of Crown Brand know that it is a heat producing food—wholesome and nourishing—a delicious table delicacy for Fall, Winter and Spring use.

For children, during school days, Crown Brand forms a splendid food — being strengthening and stimulating. Mothers know this, and insist on getting Crown Brand Corn Syrup.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A greeting show card made by Geo. Hill, with J. D. Wisdom, Allandale, Ont. See article for information on how it was arranged.

Functions of the Display Card in Selling

Its Power to attract Attention is Its Chief Value—Once Attention Has Been Fixed on a Particular Article, Sales Often Result—With Approach of Christmas Season Display Cards Should be Freely Used.

The place of the show card in the aggressive retail store, is to-day, a fixed quantity. No one will contradict its claim as a potent factor in securing attention, and attention in vast numbers of cases means extra sales.

Show cards perform many different functions for the merchant who employs them. Here are some:

They call attention to goods on display and can be used to explain their **source, quality, flavor,** price or other **interesting facts.**

They are used for announcing special sales on special dates.

They can convey to the onlooker the approach of a special holiday season and advise him to prepare for the occasion.

They are frequently used as the conveyers of greetings prior to festive occasions.

The showcard reproduced above was used for the latter purpose. It was shown by J. D. Wisdom, Allandale, Ont., last year, and arranged by one of his clerks, Geo. Hill. It extended greetings to Christmas shoppers, and the original being 16 x 12 inches in dimensions and in two colors, it naturally attracted attention. To look at the reproduction of the above card, one would naturally suppose it entailed a great amount of work. There is the station and train in the background and the man with the parcels to produce. These, however, were simply a clipping from a magazine, pasted on a piece of cardboard. The lettering and holly decorations, with a dark border around the card represents practically the entire work.

The Wisdom store has usually several of these cards in conspicuous places, using them for practically all the purposes mentioned above. Now that the Christmas season is in sight, dealers should arrange for a number of them. A neat, clean card on a display of new dried fruits, for instance, calling attention to their freshness for Christmas baking, will undoubtedly mean more sales than if it were absent from the display.

The arrangement of such a card as shown above shows that the clerk has an idea and has worked it out to good advantage for a beginner. Any clerk at all artistically inclined can easily make a start in this way and he will gradually become efficient in his work. It was only a short time ago that The Grocer completed a series of 20 articles on the subject of lettering. Many clerks and dealers interested in this work took advantage of the series, either by following them up at the time or by keeping them on file for future reference. The show card is certainly a trade-getter and in view of the small expense attached to its preparation, it should command much wider respect.

In the final dash for Christmas trade, therefore, every dealer should use the show card. The pasteboard can be secured from the local newspaper office and paste, ink and brush from the stationer or art supply store. If the Christmas cards, or, in fact, those prepared for any particular occasion, are carefully preserved, they can be used a year hence.

* * *

EDITORIAL NOTE.—The Grocer would like to get, from readers, samples of their cards for reproduction and friendly criticism. This would not only assist them in their work, but would help others who are beginning, in addition to those well on their way in the study of show card writing.

More Solutions of High Cost of Living

Toronto Board of Trade Committee After Studying the Question Brings in Report—Problem Treated From World Wide and Local Standpoint—Heavy Gold Production and War Preparations Pointed to—Would Co-operative Stores Lessen the Cost?—Other Interesting Opinions Arrived at.

In the past two years there have been almost as many reasons assigned for the "high cost of living" as there are sands on the sea shore. The near-sighted—and they have included the vast majority—looked simply in front of them and blamed the "middleman" or the "combines." To them the "high cost of living" was a purely local question and they alone were affected.

To those, however, who looked far afield, it could be seen that the increase in living costs was world-wide, that people in all lands were studying it, and that, therefore, there must have been something behind these local causes.

Some time ago the Toronto Board of Trade appointed a special committee with Prof. M. A. Mackenzie, of Toronto, as chairman, to investigate the reasons. They have submitted their report and it has caused considerable commotion in trade as well as general circles.

A World Wide Rise.

This committee has found that "there has been a world-wide rise in price of all commodities." The introduction of the "all," of course, makes this a rather sweeping statement. It was further found that "Canadian food prices have risen more rapidly than English food prices, and are now on a higher level than English prices." Wholesale prices of butter, bacon, cheese, flour, rice, sugar, etc., are quoted and in this connection a statement is made by the committee of interest to the retail dealer. The report says: "These are, of course, wholesale prices, but the profits of retailers in England are, as with us, reduced to a minimum by free competition."

It is further affirmed that the cost of living is higher in Toronto than in smaller cities and towns of Ontario. Prices of beef, bacon, fresh fish, eggs, milk, butter, potatoes, coal and rent were considered in this connection, but the report adds that "staple groceries are probably as cheap in Toronto as in smaller places. The cities and towns considered were: Ottawa, Brockville, Kingston, Belleville, Peterboro', Orillia, Niagara Falls, St. Catharines, Hamilton, Brantford, Guelph, Berlin, Woodstock, Stratford, London, Ont., St. Thomas, Chatham, Windsor, Owen Sound.

Heavy Gold Production.

Among the principal causes of the world-wide rise in the price level of all commodities, including foodstuffs, are the following:—

The great increase in the production of gold, which has continued now for twenty years. Moreover, the effect of this increase has been magnified by economy in the use of gold on the part of bankers and other manufacturers of credit money, who have succeeded in increasing the volume of credit money in proportion to the gold basis on which it rests. The world's stock of money has thus increased more rapidly than the world's stock of commodities which are measured in terms of this money—in other words, the price of commodities has risen.

The enormous sums expended every year by the great nations of the world in preparation for war. This unproductive expenditure has now reached a height undreamed of a generation ago and it is still mounting, drawing away every year millions of men and billions of dollars which would otherwise be employed in the production of commodities of value.

Too Many Leaving the Farm.

A third cause which has especially affected the increased cost of food is to be found in the migration cityward which has been taking place nearly all over the civilized world. Modern cities have been made more and more attractive in comparison with the monotony and isolation of the farm. This is particularly true of the newer cities of North and South America. Australia and New Zealand. Moreover, the adoption of the principle of protection by the food-exporting countries has greatly increased in such countries this movement citywards, and has in North America, for example, developed great manufacturing industries in the cities, largely at the expense of the country districts; even in a fertile Province like Ontario land has been actually going out of cultivation during the past few years.

Are There Too Many Middlemen?

Not long ago The Grocer published an article from the Farmer's Magazine which declared that there were too many small stores in towns and cities, as a rule. This same point is brought up by the Board of Trade committee. They could find no evidence of any combination among the small retail dealers of Toronto for the purpose of keeping up prices of food. In fact they conclude that the small dealer is barely able to make a living in the keen competition to which he is subjected. But the report goes on to say that "the unnecessarily large number of retail places of business makes for inefficiency and adds to the cost of distribution. For example, a hundred well-equipped and well-placed stores could probably do the whole city business in groceries and do it cheaper than the present multitude of small stores."

Suggestion Adverse to Retailer.

Here, however, the committee expresses some fear. "But," the report continues, "to limit the number of grocers would at once enable the favored few to combine and raise prices." And then comes a serious statement so far as the retailer is concerned: "In order to secure the advantages of the large store for the customer and not for the storekeeper, numerous co-operative societies have been formed in the old country, where the members divide among themselves the profits of the business after the payment of salaries to managers and employees. In 1908, the last year for which complete figures are available, the co-operative societies of the United Kingdom numbered about 3,000, and had aggregate sales amounting to $565,500,000, on which there was a net profit of $55,000,000 for division among the members. But in the United Kingdom the railways and other public carriers, including the Post Office, upon the services of which these societies had to depend to obtain supplies, appear to be in reality the servants of the people, which is not exactly the rule that our own public carriers assume in Canada."

Shipping Facilities Blamed.

The committee also deprecated the poor shipping facilities available for produce coming into Toronto. The members have come to the conclusion that our navigation laws have been drawn up with the idea of injuring United States shipping rather than with the idea of serving Canadian shippers and "certainly not with the idea of serving Canadian consignees." The absence of a public wharf is also referred to, and Parcel Post is advocated.

A Non-Committal Answer.

"How long," said counsel to a witness at Shoreditch County Court, England, recently, "is it before an egg ceases to be new laid?" (Laughter.)

Witness: "I am a fruit merchant, sir." (Laughter.)

Interior view of K. F. Oxley's store at Kelowna, B.C., in which much attention is given to proper grouping of different classes of goods. The business was established in December, 1909.

Shelf Arrangements That Assist Sales

Goods in a Kelowna, B.C., Store are Arranged According to Character—Bottled Goods Occupy Right Side, While Those in Cans are on Opposite—These are Subdivided into Groups—The Value Attached to the Silent Salesman.

System in the arrangement of stock on the shelves opens the way for greater facility in serving customers. Without system there is bound to be too much waste motion, loss of time and inefficient service. The latter frequently results in the loss of a customer, and this is one thing every dealer is anxious to avoid.

System on the Shelves.

On this page is reproduced the interior of K. F. Oxley's store, Kelowna, B. C. An inspection of the shelving shows that on the left only canned goods are shown and on the right bottled goods. The canned goods are subdivided into sections, so that a clerk who has spent a day in the store always knows where to lay his hand on any article in the canned goods line called for. Same applies to the bottled goods. No time is wasted in hunting up a bottle of anything, be it catsup, pickles, meat sauce, or preserved fruit. All glass-packed goods are on the one side and each has its specified location.

There is no reason why every grocery store cannot follow out this principle of system in shelf arrangement. When packages of tea, canned goods, soap, etc., occupy the same apartment on the shelf, besides a waste of time in finding them, there is always a danger of one article taking up the odor from another. A little special thought given to arrangement would obviate this trouble and make the store salesmen much more efficient . In a store where business calls for three or four salesmen, a great deal of time can be saved.

However, just because a dealer is all alone in the store, and customers call at long intervals, he must not think that system in shelf arrangement is not going to be of value. There are times when a rush is on, and it is for such an occasion that specific arrangement is helpful.

Silent Salesman Sells.

Mr. Oxley of Kelowna is a firm believer in the selling power of the silent salesman. He employs two large ones, using them particularly for selling high class confectionery. These silent salesmen are placed just inside the door, where they must be seen by every entrant. The Oxley store works on the principle that an article "to be sold must be seen," and that when displayed appropriately more will be sold than otherwise. These salesmen, therefore, are responsible for selling considerable extra goods.

Has Installed New Refrigerator.

Much attention is paid to equipment and conveniences for assisting sales and the store service. Recently, Mr. Oxley installed a large modern refrigerator for hams, bacon, butter, eggs, cheese and other perishable goods. In the picture may be seen a computing scale, coffee mill, biscuit display rack and the appearance of the metal ceiling adds to the general attractiveness of the interior.

The business was begun by Mr. Oxley in Kelowna in December, 1909, just three years ago. Selling and service have been made strong features in the store's methods and results have justified their adoption.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

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London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—
France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, NOV. 22, 1912

FLOUR DROPS IN EAST AGAIN.

Manitoba flour has been reduced another 20 cents per barrel in Eastern Canada, making a total decline of 40 cents since the inflow of the new wheat began to bear down on the market. Although prices in Western Canada have been reduced 50 cents per barrel, apparently values in both the East and West are on a similar basis now. This is indicated by the fact that they are both 20 cents per barrel below those ruling one year ago.

There is a good deal of speculation regarding the future of flour, and although prices are now 20 cents below those of year ago, there are those who hint that there may probably be further concessions later on. There is a big yield of wheat in Canada this year, and some grain men who believe the Western crop will not fall far below the 200-million mark, although the Northwest Grain Dealers' Association in their latest statement, estimate it at 188,300,000, added to this we have the good quality of this year's wheat, as well as the large world's yield.

At the present time on the Winnipeg market, cash wheat is 15 cents per bushel lower than a year ago. Flour is only 20 cents per barrel below a year ago, so it would seem that there is possibly still room for some concessions.

TWO WORTHY PETITIONS.

As has already been announced in The Grocer, the Ontario Retail Grocers' Association have prepared two petitions to be presented to Rt. Hon. R. L. Borden and Sir James Whitney respectively. One of these asks that the act regarding the inspection of scales be amended so that the government and not the merchant will bear the cost of inspection.

When it is considered that the majority of merchants' scales tested are correct, and yet inspection of them has to be paid for by the merchants, one will at once see the justice of the Association's request. This is a Dominion government affair and will go to Mr. Borden and his colleagues.

The second petition asks that the Garnishee Law be amended so that a man's wages may be garnisheed above amount of $10 instead of $25 as at present. Sir James Whitney will be asked to give this his serious consideration.

The former amendment affects every dealer in Canada who uses scales. Therefore, to back up the request of the Ontario Retail Grocers' Association as strongly as possible, every dealer throughout the Dominion should sign this petition and forward it to Secretary Wm. C. Miller, of Toronto. The more names attached the more force will it have with parliament.

In respect to the second petition, every merchant in Ontario in every line of business is vitally interested and everybody's assistance is wanted. Already many signatures have been secured from various centres but more are required.

Not only should the petitions be circulated and signed but the assistance of the local members should be assured when the amendments come up in the respective parliaments.

Both petitions were printed in The Grocer of November 8.

THE ROLLED OATS SITUATION.

Seldom if ever has the shortage of rolled oats been so acute and continued for such a length of time as has been the case in Eastern Canada this fall. The situation has been discouraging to the trade, who have been unable to supply sufficient quantities to fill the demand.

While there is some improvement in the condition of supplies, it has been held off later than anticipated, because of the lateness of oats in moving forward, and the inability of the railroads to get them from lake ports to mills on account of the shortage of cars. Indeed, one big mill in order to satisfy to some degree the clamor for supplies, brought in 15,000 bushels of United States oats for Canadian consumption, on which they had to pay a duty of 15c per bushel.

The situation is now clearing, and when it begins to swing back to normal, it seems as if lower prices may be seen. There is a big crop of oats in the West, and at prices ruling, it looks as if a lower figure on the finished product is warranted.

LEAKS IN THE GROCERY STORE.

In order that the maximum amount of water will find its way into the rain barrel, the eave-troughs must be stoutly constructed and firmly erected. If they sag so that the corners sink below the level of the barrel, a large amount of water is sure to be lost.

The profits of the retail business may be likened unto a rain barrel and the business methods of the dealer to the eave-troughs. The size of the profits depends largely on the soundness of the avenues through which the trade runs.

The failure, or, at most, the slow progress of many retail stores to-day, is undoubtedly due to a series of small leaks in the business and not to smallness of the sales. Were these leaks stopped, and were the business methods bolstered up properly, fewer failures would be recorded.

The Grocer has arranged a series of short articles dealing with "Leaks in the Grocery Store" in the hope that they will appeal to readers. One will be observed in this issue while others will appear regularly. The subjects of these articles have been gleaned from merchants themselves so that they are questions which actually arise in the business lives of the majority.

Experiences of dealers with leaks they have found from time to time and remedied will be appreciated. If readers lend their co-operation, this column will be made highly beneficial to all.

ARE CO-OPERATIVE STORES NECESSARY?

Some three years ago Toronto had two or more stores operated by Co-operative Societies. Since then a couple more began operations. To-day there are none. They all failed.

A special committee of the Toronto Board of Trade which investigated the high cost of living problem in that city advises co-operative stores. This committee based its contention on the success of these stores in the Old Country as will be seen from an article on the subject on another page of this issue. The committee has taken the stand that there are too many retailers. But even if such be the case, would the co-operative store solve the high-cost-of-living problem? If a score of Co-operative Societies should happen to organize in any large Canadian city, this could not possibly mean the elimination of all the retailers. The majority would continue in business and competition would be just as keen. In the Old Country members of Co-operative Societies are exempted from a tax on revenue derived by being considered in much the same class as members of fraternal societies. This is not the condition in Canada and not likely to be. Populations in Canadian cities are by no means as dense as in the Old Country and there are too many in practically every district who want service regardless of price, to cater to the co-operative store. In a city like Toronto, where there are some 1,200 grocers, the municipality derives a big revenue in taxes. The entire retail trade, in fact, pay the bulk of the taxes in practically every centre in the Dominion. Eliminate 80 per cent. of the merchants from any place, and what is left?

These are a few facts which evidently the Board of Trade committee overlooked in their reference to the establishment of co-operative stores as a means of cutting down living expenses.

If there are too many grocery stores in any city—and the operators of many of these are bound to be inefficient—why not have every man going into business pass an efficiency examination to exclude the undesirables?

FRUIT LOSSES IN SHIPPING.

Some important subjects were dealt with by the Ontario Fruit Growers' Association at their annual convention in Toronto last week, one of which was the losses entailed by inferior transportation facilities. The statement was made by a Forest, Ont., grower that twenty-five per cent. of the fruit in his home township (Lambton) went to waste because of facilities lacking in the marketing of it.

The claim was made that fruit shipped throughout Ontario was often received in a mangled condition due to carelessness in handling by an insufficient number of railway and express employes.

Since the vast majority of fruit is handled through the retail dealer, could not the latter lend his assistance in making for better transportation? The more fruit marketed the more will be sold because of price reasonableness, and therefore the retailer is vitally interested in the question. The protestations of retail associations should be forwarded to the proper authorities and this should surely assist in insuring more attention to the marketing of this important commodity.

STUDYING GOODS IN STOCK.

The best salesman is one who knows the most about the goods he handles.

Every dealer and clerk should, therefore, study the goods in stock so that they can tell the prospective customer something he or she doesn't know about them. Manufacturers annually spend thousands of dollars on printed booklets, display cards, catalogues and other forms of distributive advertising matters. This is done to enable the dealer to sell those goods more easily.

In a great many cases the dealer is too prone to look upon this literature as matter which is only in the way, and throws it out. But if all clerks and dealers were to read it they would secure valuable information about manufacturers' products which they handle. Some of this matter could with profit be distributed among customers.

It should be remembered that usually the most profit can be derived from that manufactured article where the manufacturer co-operates with the retailer.

EDITORIAL NOTES.

The silent speech of the show card often talks more convincingly than some of the alleged salesmen in the store.

* * *

The dealer who is in business for the future and not simply the present is under obligation to give satisfaction to his customers.

* * *

Extra attention paid to the regulation of goods on the shelves according to their character, will mean time and money saved in the long run.

* * *

Now that the Toronto Board of Trade has solved the High-Cost-of-Living Problem, who is going to be the first to put the reforms indicated into action?

* * *

A Kingston, Ont., man found a $2,000 pearl in his oysters. With the chances of such prizes as this, there should be a land office business done in oysters.

* * *

A good window display, backed up by a convincing show card, and both backed up by live salesmen behind the counter—and you have an effective selling combination.

* * *

There should be more co-operation among dealers in looking after the "dead beat." This individual is a menace to the trade and combined effort will do much to head him off.

* * *

When the time comes that the amendment to the Scale Inspection Act is discussed by Members of Parliament—when these men are being weighed in the balance before the eyes of the retailer—it is to be hoped they will not be found wanting.

* * *

In the olden days the proper carving of fowl was considered an important accomplishment among the elite. No doubt, however, the shades of some of these experts of the past are now being put to shame by the manner in which Bulgaria, Servia, et al. are carving up Turkey.

* * *

When the cost of living in Canada is being compared to that in the Old Country, it should not be forgotten that the wage earner here receives much more for his labor than his confrere across the ocean.

Series of Articles on Store Organization

This Will Begin in Issue of December 6—Readers Invited to Join in Discussion—Work Entailed in Moving to New Store—The Problem of Pricing Goods — Sample of Advertisement Running in the Press.

*By Henry Johnson, Jr.

I am asked by the editor to write a series of articles along the line of Store Organization and, as this general subject is one of absorbing interest to me and one to which I have given constant thought for many years, I gladly comply with the request. The series will begin with the week ending December 7, and the first article will be on the subject of Working with the Tools We Have at Hand. As the basis of all organization in business must be the human element, I take this subject to cover the clerk, store assistant, delivery man, stock man, etc.; with the thought in mind that the manager of any business must analyze the character of those under him to get out of each the best and the most that is in him. Ideas along these lines will be more than gladly welcomed at any time from any source. I hope you will all feel that this is a forum for open discussion so that you may come forward and contribute your experiences and plans, etc.

Organization—analytical study—intelligent combination—these are the rocks with which we build. Let us get together, and together "take hold and lift" to the end that we may promote mutual betterment. These articles will run every alternate week to allow time for discussion and general correspondence.

Moving and Attending to Business.

I have just finished the herculean task of moving from one store to another while constantly carrying on a growing business. The new store is a model of convenient arrangement. It should seem that it might almost run itself so far as keeping up the originally planned distribution of stock, and it is so easy to keep clean that one might almost hope to do away with the old idea of having periodical cleanings-up. During the months of remodeling, removing and rearranging, much of the stock has come and gone with only perfunctory checking and with greatly inadequate markings, etc. So at the very start, immediately after the opening had been done with, I put one entire section under the care of one man who has had long experience in groceries and who is one of the best, hardest working and most intelligent clerks I ever saw. I thought I was done with thinking about that section.

More Work Yet Ahead.

I find I was mistaken. The goods are only fairly well kept on the shelves and dirt is already beginning to show. Very many items have no marked sample among them. I can see that some considerable further effort will have to be made to get that section well cared for. A few days ago this man came to me and asked me if my cost book would help him in marking up his shelves—showing, it seemed to me, some poverty of initiative. I told him to go ahead and mark up what he knew about, for that would take a good deal of time, and then we could go over the other things and fill in the gaps; but I see he has not done that. Yet this man is a thinker. He really tries hard to work well and advance the general welfare in every direction.

I believe we shall all have to take lessons from E. W. Darrel, who writes on "When I Stopped Guessing" in System, for we certainly must manage to shorten the steps and cut out the needless rehandling and re-arranging of stocks, etc.

Pricing Goods Important.

With a stock which runs heavily to goods of extra fancy grade, with hundreds of items which cost lots of money and in many cases are sold rather slowly, this matter of having all things plainly priced is very important, for it is not possible for anybody to continually be accurately posted on all values at all times. I buy the goods myself and plan how they may be used and sold; yet I find myself often at sea to know just what a given item should sell for and I seem to lack the time necessary to go over the entire stock as it comes in and have it marked up and priced—yet this must be done. If I delegate this task to others, I find that time is lost sight of and goods cost much more than we can afford just because of the slowness with which most ordinary help will get through a task.

Sample of Advertising.

I have therefore just begun on a new plan, trying to kill two birds with one stone. I am running lists like the following in my weekly ads. and it is my intention to save such lists and post them about the store in their proper places. Thus after a while I hope to get around the circle and have everybody thoroughly posted in every department. Verily, there is no doubt about it that the boss has the unending job—yet I have long taken some little, perhaps pardonable pride in my ability to get others to do my work. Here is the sample list:

Johnson's Blank Brand of Pure High Grade Spices.

One kind of Cinnamon costs 5½c to 6c a pound, while another is worth 45c a pound by the shipload on import orders. Yet each is pure, true cinnamon. The one difference is in the delicacy and pungency of flavor.

Every variety of Johnston's Brand is the finest the world produces—fresh, pure, true. Therefore these spices are the cheapest as well as most satisfying for you to use. TRY THEM.

2 oz. tins of Black Pepper, White Pepper, Cayenne, Mustard, Ginger, Allspice, Cream Tartar, each	10c
2 oz. Cinnamon and Nutmeg	15c
2 oz. Mace	20c
4 oz. Black Pepper, Mustard, Ginger, Allspice, each	15c
4 oz. White Pepper, Cayenne and Cream Tartar, each	20c
4 oz. Cinnamon and Nutmeg	25c
4 oz. Mace	35c

Ask for "Johnston's Spices."

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

PARCELS POST QUESTION REVIVED.

A report comes from Ottawa to the effect that Hon. Mr. Pelletier, Postmaster-General, is seriously considering the introduction of a Parcels Post system for Canada. If it is established it will likely be along similar lines to that adopted by the United States which will come into effect on January 1 next year. The charges, as set forth in the "Bourne Bill" which passed the United States Congress, are regulated by distance, the country being divided into eight zones or districts. The weight limit is increased from 4 pounds to 11 pounds with special provisions for transportation of live fowl, fresh eggs, etc. The rates rise from 5 cents a pound with 1 cent for each additional pound in cities and suburbs to maximum rate of 12 cents a pound for all distances exceeding 1,800 miles.

The progress of the system in the United States will be followed and, if the success warrants it, Hon. Mr. Pelletier will no doubt attempt something similar.

CLEAR UNDERSTANDING.

"Please ship me another car of stock, same as last."

"Cannot ship anything until last car is paid for."

"Cancel the order. Can't wait so long."

Getting the Advantage of the "Dead Beat"

Retail Grocers at Association Meeting Discuss Plans to Get Their Money—More Co-operation Advised—Form to be Filled Out by Credit Applicants Suggested—Grocers Will Place Candidate in Field for Alderman.

Toronto, Nov. 21—(Special) — How the "dead beat" can best be guarded against was one of the interesting questions that came up for discussion at the monthly meeting of the Retail Grocers' Association on Monday night. Neil Carmichael, who broached the question, advocated co-operation among the grocers as a means of reducing the loss from this source, which he declared to be enormous in this city.

"There is altogether too much reticence among the grocers in regard to their bad accounts and the 'dead beats,'" he declared. "Many grocers do not like to go to court, because if they do, the other dealers will know that they have got stung. Things should not be such. All members of the association should co-operate to help one another in collecting accounts. I would like to see some measure to make grocers feel that they have the support of their fellow tradesmen in this regard. The public know that the grocer doesn't like to go to court, and for this reason it can impose on him.

To Prevent Bad Accounts.

"Not only would I like to see co-operation among the grocers in collecting accounts, but also in preventing bad accounts. The dealer should not be afraid to say to his neighbor, 'So-and-So was dealing with me, but I cut him off.' He should save his neighbor from contracting bad accounts if at all possible.

Spirit of Brotherly Love Shown.

"I know a grocer who opened up in business on Yonge Street North," said S. W. Hall, " and the day he opened, his nearest competitor walked into his store and gave him the names of 20 people to whom not to give any credit. He has found since that they were really 'dead beats,' and that he was saved a good deal by the assistance of his brother grocer."

"He is the right sort of a grocer," spoke up a member. "We want more like him."

Form for Collecting Information.

"Why shouldn't we require customers who apply for credit to give us such information as will make us certain that they are entitled to it?" asked W. C. Miller. "I see a form in The Canadian Grocer of last week, which is used by the grocers of Vancouver for customers to fill out in making applications for credit. It asks for certain information which every grocer is entitled to before extending credit. One of the important questions is where a customer dealt last. This would allow us to get in touch with his former grocer and ascertain if he is reliable."

"If you ask a good many where they have been dealing," spoke up one member, "they will give you the name of one of the big department stores."

"Well, they have to pay the cash there," spoke up another. "In that case better ask them to pay you cash, too."

Endorse Grocer as Alderman.

The Retail Grocers are taking a keen interest in the approaching municipal elections. David Bell, a member of the association, has already declared himself as a candidate for alderman in Ward 3, and has received the endorsation of the Retail Grocers' Association.

"I understand," said S. W. Hall, "that the peddlers are organizing to knock Controller McGuire, because he supported our legislation re peddlers during the past year."

"I have heard of the same thing," said W. C. White. "If we expect candidates to support our legislation, we must be prepared to support them."

A motion was passed by the association to get out a circular endorsing Alf. McGuire as controller and D. Bell as alderman, and the members of the association pledged themselves to give active support to both these candidates during the week previous to the election.

Action of Baker Complained Of.

"I understand a bread company whose bread many of us sell is taking orders for flour also," said J. Blood. "Don't you think we should let them know that we don't approve of them entering our field?"

"I don't think they will get much trade—especially at the price they are asking," remarked another.

"But, if they are going to be our competitors we should refuse to handle their bread," was a reply.

Dairy Firm Selling Potatoes.

"I hear an ice cream and milk company is selling potatoes at $1.25 per bag," said a member.

"I think it will be a good ad. for the grocer," remarked another. "Some people who got them are sorry now."

"I don't think that the ice cream firms should sell their goods to societies and churches at the same figure as to the grocer," said W. S. Hall. "If we are providing supplies for a supper or banquet, we never get the order for ice cream, as they get it from the manufacturers at the same price as we do."

The New Membership Fee.

Said J. S. Bond, re the membership fee of $2 which will come into force next year. "It is worth three times $2 just for the benefit received from talking over trade matters with other members of the association. A fee of $2 is a ridiculously small sum on which to run an association."

B. C. WINDOW DRESSING COMPETITION.

Vancouver, Nov. 21—(Special)—Commencing week of November 25, displays of "Made in British Columbia" goods will be made in the windows of many local grocery stores. The idea originated with Thomas Connor, secretary of the Retail Grocers' Association, and from the hearty co-operation that is being received from manufacturers and the grocers themselves, the exhibition will be a success. The city has been divided into four sections, with four cash prizes to be awarded in each section. Besides this a prize of $100 will be given for the best dressed window in the entire competition. These prizes go to the clerks, not the owners of the stores, and will be awarded by a committee of competent judges on the following points: Efficiency, as regards sales, 50 per cent.; artistic arrangement of display 25 per cent.; novelty of idea shown, 25 per cent.

TWEED MEN SIGN PETITIONS.

Tweed, Ont., merchants are doing their duty towards the petitions advancing the amendments to the Weights and Measures Act and Garnishee Law. A short time ago, W. C. Miller, the secretary of the Ontario Retail Grocers' Association, prepared petitions to be signed. These were printed in The Grocer and have been returned, the former with 14 signatures attached and the latter with 19. A. C. Barnett, of Tweed, heads both lists.

BRANTFORD R. G. A. OFFICERS.

The new officers of the Brantford Retail Grocers' Association as elected at the last monthly meeting are as follows:

President—John Kew.
Vice-President—Geo. Bickle.
Secretary—Ed. J. Church.
Treasurer—H. Foulds.

A resolution was passed pledging the united support of the members in pushing forward the work of organization in the city and surrounding country.

Current News of the Week

Quebec and Maritime Provinces.

J. J. Martin, grocer, Montreal, has disposed of his stock.

Hector Beaudry, grocer, of Montreal, has sold to Sauche & Leblanc.

Raoul Guimont, grocer, of Drummondville, Que., has sold to J. E. Ally.

Payette & Lussier, general merchants, of Hudson, Que., have been registered.

The business of Beer & Goff, grocers, Charlottetown, P.E.I., is advertised for sale.

The lobster factory of Geo. A. Fournier, Green Point, N.B., sustained loss by fire recently.

St. John, N.B. ,grocers have raised the price of milk to their customers from 7 to 8 cents per quart.

Robert Hooper, of Montreal, buyer for The William Clark Co., of that city, was instantly killed on Saturday last, when he was crushed under the wheels of a C.P.R. train at Lakeside. Mr. Hooper, in some manner or other, missed his footing on the steps of the train and fell beneath the cars. The deceased had been employed by W. Clark & Co. for a number of years.

Ontario.

E. Hockaday, grocer, Hamilton, has sold out.

L. M. Goodrich, grocer, Ottawa, succeeds F. R. Hay.

W. C. Howard, grocer, Newmarket, Ont., has sold out.

J. F. Cryderman, grocer, Toronto, has sold to T. L. Brown.

John Shute, grocer, of Stokes Bay, Ont., was burned out this week.

Albert McKay, grocer, Britannia Bay, Ont., is succeeded by W. F. Nesbitt.

A. McIntyre, general merchant, Garson Mines, Ont., has disposed of his business.

Bert Heard, grocer, Peterborough, Ont., spent a few days in Toronto during the past week.

The St. Thomas Packing Co., of St. Thomas, Ont., has increased its capital stock from $100,000 to $250,000.

Wm. Wasson, Warsaw, Ont., has taken over the general store business of Levi Payne, of that village. Mr. Wasson was in business in Warsaw some years ago.

The practice indulged in by some honey dealers who sell honey by weight and include the weight of the container to make up the total weight, was strongly condemned by the Bee-keepers Association in convention in Toronto last week.

A general meeting of the Canadian Credit Men's Association, Ontario Division, will be held to-night (Nov. 22) at McConkey's, Toronto. The secretary, L. J. Ball, will give an illustrated address on the aims and accomplishments of the association.

Lumsden Bros., manufacturers of confectionery in Hamilton, Ont., have instituted a libel suit against a newspaper there and a writ has been issued for $25,000 against it. The paper published a story to the effect that the candy made was unfit for market, as claimed by a health inspector who made a raid on it same day. The firm was, however, acquitted by the magistrate and hence the reason for the libel suit.

MANY HAPPY RETURNS

To HENRY SWAN, of Swan Brothers, retail grocers, King Street E., Toronto. Mr. Swan was born in Edinburgh, Scotland, November 20, 1841. He began business October 1, 1863, on King Street, and has therefore been 39 years in business there. He learned his trade on Yonge Street, Toronto, beginning at the corner of Yonge and Albert Streets, in 1854; later he was at Yonge and Temperance Streets from 1858, until beginning business on present premises. Between 1854 and 1858 he had some farming experience which proved a valuable asset to his business. He is the only member of Swan Brothers.

* * *

MANY HAPPY RETURNS

To GEORGE E. BRISTOL, of Geo. E. Bristol & Co., wholesale grocer, Hamilton, Ont., born November 23, 1855, at Belleville, Ont. Mr. Bristol went to Hamilton in October, 1871, as junior in the office of Lucas, Park & Co., wholesale grocers there. On Jan. 1, 1881, he was taken into the firm. Mr. J. H. Park retired in 1892, and the other partners went out December 31, 1905. The present name of the firm is Geo. E. Bristol & Co.

Port Arthur, Ont., will get a match factory. A concern known as The Eureka Co. have stated that they will establish there, Edward Stewart, a member of the firm having decided on Port Arthur after considering several places. The match to be specialized on will be a safety match something in the nature of the imported Swedish variety.

The petitions re the Inspection of Scales as well as that of Garnishment of wages are now being circulated in London, Hamilton and Brantford, by members of the Ontario R.G.A. Woodstock has already sent theirs in, while Toronto will probably get theirs under way during the next week. Secretary Miller of 632 Yonge St., Toronto, is sending copies of the petition out to many towns and villages where there are no associations, and asking someone to undertake their circulation. Merchants in every municipality, no matter how small the number may be, are invited to send their endorsation of the amended legislation which the Ontario Retail Grocers are attempting to secure. The association desires to make clear that while this legislation is being promoted by the grocers, every business man is vitally interested in at least one, and in many instances, both of these measures, so that in circulating the petitions, men in all lines of business may be invited to sign them.

Western Canada.

The Bell Trading Co., Nelson, B.C., have opened a new store.

A. J. Salter, grocer, Regina, Sask., has been succeeded by J. H. Stewart.

Marantz & Parks, general merchants, Garland, Man., have dissolved; Parks continuing.

The Jackson Grocery Co. has been organized in Calgary, Alta., with a capital of $10,000.

Jordan & Johnston, of Winnipeg, have bought Livingstone's general store at Swan River, Man.

The Western Milling Company's plant at Calgary, Alta., has been taken over by the Brackman-Kerr Co.

B. Tobias & Co. have formerly declared open the new addition to their general store in Morden, Man. An orchestra was on hand for the occasion.

A driver of a grocery delivery wagon owned by the John Irwin Grocery store, Calgary, Alta., was recently arrested charged with stealing a case of salmon, a case of eggs and other goods.

SECURES VALUABLE INFORMATION.

MecLean Pub. Co.,
Toronto, Ont.

Gentlemen:—
Herewith I have pleasure in handing you cheque for Two Dollars, in payment of my subscription for the Canadian Grocer for the first year.
I look forward for the Canadian Grocer to come to hand every week, and must say that I get some very valuable information from it.
Wishing you every success,
A. H. SCHWEITZER,
80 Cedar St., N.
Berlin, Ont., Nov. 4, 1912.

Easier Figures on New Dried Fruits

On Account of Additional Shipments Coming to Hand—Seeded Raisins Extremely Low in Price—Dates of Good Quality and Well Taken Up—New Nuts Now Coming In—Many Canadian Beans of Poor Quality.

QUEBEC MARKETS.

POINTERS:—

Dates.—Down about one cent.

Sultana Raisins.—Down.

Nuts.—Quite generally down.

Montreal, Nov. 21.—General condition of trade is eminently satisfactory. Orders are coming in well and supply for most part is such that it is possible to fill requirements. No startling price changes have come, but there have been a number of small variations, most of which are in a downward direction. Dates, for instance, have dropped a little, new supply arrived making this possible. Sultanas, too, are arriving, though not before badly needed. Then certain lines of nuts are far more plentiful than they were week ago. This naturally has brought a downward movement of prices.

SUGAR.—Still refiners are taking all the raw sugar which offers, and it appears they are glad to do this, since crop of year hence is none too sure. This is likely to prevent any great decline in prices, though it is expected that market will have moderate tone for some little time.

Of course 1913 beet crop is unknown yet, but something can already be judged of cane, and this does not promise to be as good as this year's crop. In the Barbadoes climate has been dry, and cane is backward. Cuba, on the other hand, has had a lot of wet weather. The climate has not been perfect, but on whole the cane has developed well.

Granulated, bags		4 75
Granulated, 20-lb. bags		4 [illegible]
Granulated, 5-lb. cartons		5 05
Granulated, 2-lb. carton, per cwt.		5 05
Granulated, Imperial		4 60
Granulated, Beaver		4 60
Paris lump, boxes 100 lbs.		5 50
Paris lumps, boxes 50 lbs.		5 60
Paris lumps, boxes 25 lbs.		5 80
Red Seal, in cartons, each		0 35
Crystal diamonds, bbls.		5 40
Crystal diamonds, 100-lb. boxes		5 50
Crystal diamonds, 50-lb. boxes		5 60
Crystal diamonds, 25-lb. boxes		5 80
Crystal diamonds, 5-lb. cartons		6 30
Crystal diamonds, Dominoes ,cartons		7 10
Extra ground, bbls.		5 15
Extra ground, 50-lb. boxes		5 35
Extra ground, 25-lb. boxes		5 55
Powdered, bbls.		4 95
Powdered, 50-lb. boxes		5 15
Powdered, 25-lb. boxes		5 35
Phoenix		4 75
Bright coffee		4 70
No. 3 yellow		4 60
No. 2 yellow		4 [illegible]
No. 1 yellow		4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—No further changes, over those noted last week, have been struck. Generally demand is good, much better than it has yet been this fall.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Second arrival of new dates has tended to reduce prices, though only slightly because of great demand. Generally quotations are about one cent lower than week ago. As yet no change has been made in price asked for one pound packages, but a small reduction is likely to be made there.

Figs, at present, are firm, demand having grown greatly and supply not having been augmented.

Prunes have generally declined about one-half cent a pound. The demand is exceedingly large, and appears to be growing, but news of fresh supply has caused prices to be dropped slightly. The new supply was long in coming, but should reach Montreal last of this week.

It will be noted that there has also come general decline in Sultana raisins, while Valencia fine are also quoted lower. A better supply, and better news from abroad, is responsible for change.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½	0 08
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 11½
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09
70-80	....	0 08½
80-90	....	0 08
90-100	....	0 07½
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—On primary market there is still strong underlying bull sentiment, based upon supposition that Santos crop for 1913-14 will be poor. At immediate present things are quiet, unsettled state of affairs in Europe tending to produce a certain inactivity. Locally there have been no price changes.

Mocha	0 25	0 28
Rio	0 21½	0 23¼
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Crop shortage has caused a large grinding demand on primary market. This has been for entire list, though perhaps cloves have been especially active. Locally market is steady.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—New supplies in number of lines have been received. Filberts are now much more plentiful and drop of 1½ cents has come as natural result. Walnuts, too, have changed in price, though somewhat strangely. Myette Grenobles have been advanced two cents, because of higher costs abroad, and Marbots have dropped 1½ cents because of a more plentiful supply. Some new lines are not in yet. When they arrive there will almost certainly be further changes.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 11	0 12
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds; 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Still mills are unwilling to make any concessions, and buyers are anxiously seizing whatever is offered. It seems that present conditions will be maintained for some little time.

Locally there is good call for rice. Prices remain at the old figures.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

WHITE BEANS.—More of these are coming forward, though there is still somewhat of scarcity. Farmers leave

threshing of this crop until the last, and whatever inducements of price they seem unwilling to change their system. Now their crop is beginning to come forward. The supply, however, is not large enough to justify any lower price.

White beans, per bushel	3 15

TEA.—There is some reason to believe that this market is weakening a little. Locally, however, there has been no change whatever.

ONTARIO MARKETS.

POINTERS:—

Dried Fruits. — Further shipments bring lower prices.

Evaps.—Lower.

Nuts.—New season's stock arriving.

Beans.—Many poor quality Canadian.

Toronto, Nov. 21.—Jobbers are still making complaints regarding slow movement of freight on account of shortage of cars. Situation has been particularly bad this fall and not only has it interfered with local shipments but also materially with those which are being sent out to lake and rail points. There has been a good deal of shipping by this route and some firms have now got decks pretty well cleared. Shipping by boat will be in order for about a week more. Of course, navigation when weather is mild sometimes continues well up into December, but insurance risks are not accepted after November 28.

Full array of new season's dried fruits are now in and are going out to retail trade. Further shipments of several lines have caused prices to be reduced.

Orders for confectionery are coming in freely in anticipation of Christmas trade. New season's nuts are also beginning to go out.

SUGAR.—Refined sugar is unchanged, and outlook for future is same. There is same easiness ahead but there is difference of opinion as to when it will become evident in refined prices. Some dealers think that steadiness may hold until close to the end of year, while others would not be surprised at change any time. Limited supplies available for immediate use tends to put off any immediate reduction. The clearing of the Balkan trouble would probably bring about an easier turn.

Reports from Cuba are still encouraging, and quotations are easier for December and again for January. There are indications of an early commencement of crop making in Cuba.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUPS AND MOLASSES.—There has been no change in corn syrups since last week's reduction of 15 cents per case. Demand is on an appreciable scale, the cooler weather proving beneficial to retail trade. Conditions at present look favorable for good season's trade in syrups.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS. — With additional shipments of several varieties of new season's fruits, there have been some further readjustments in prices. Second shipment of new dates came to hand at end of last week and are quoted lower than initial arrivals. Hallowees are selling at 5½ cents in full boxes and one cent higher in halves. Packages are quoted at 7 to 8 cents. Dates are of good quality this year and have been taken up well.

As has been pointed out before, seeded raisins opened this year at extremely low figure and there have been further concessions since. Goods bought at low price are now coming to hand and quotations to retailers are lower, some lines of choice seeded selling down to 6¾ cents. A big trade in seeded raisins is anticipated this year.

Valencias are also being shaded, new selling as low as 8¾ cents. There is still quantity of old Valencias held here and they are being sold at 7 to 7½ cents. Orders for dried fruits are now being sent forward, especially those lines which enter into make up of Christmas cake. Sultanas are in limited supply as yet but stocks will soon be plentiful. New arrivals will be sold lower than present quotations.

While seeded raisins on the coast are showing somewhat steadier feeling, prune market continues to sag. There are even concessions below present quotations being offered here. Quotations have ruled so high in recent years as to make this year's values look extremely low. Peaches are also great deal lower than last year, and still lower prices are being quoted now than few weeks ago.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 08¾
Shade dried Vostizzas	0 10	0 10
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 08¼
Valencias, old stock	0 07	0 07½
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 09	0 10
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 07	0 08

COFFEE.—There is a good seasonable demand for coffee reported, both for straight varieties and standard blends. Present is always season of good consumption.

Some firms would quote straight Guatemala at slightly higher figure, one house putting it at 26 to 28 cents. There is nothing particularly new from the big coffee markets of the world. Some sensational crop estimates have been received, to which no attention has been paid, it being considered too early for reliable crop estimates. Action of big factors in market show that they have implicit confidence in situation.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is no break in firming tendency in cloves. Developments during past two weeks have proven that early reports of short crop were true and it seems quite certain now that yield will not exceed 50,000 bales. There seems nothing ahead for time at least except steadying prices. Peppers hold steady but nutmegs on primary market are hardly so firm.

There is good demand present in spices, covering the whole list. The approach of Christmas baking season is causing retailers to look to stocks.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or

boxes 2 cents per lb. below tins. Barrels 3 cents below tins.		
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—There is no special interest being taken in either rice or tapioca at present. Trade is running along on even lines, with no new features in regard to market.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per	lb.
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 06½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 08
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Several lines of new nuts in shell have arrived, including Sicily filberts, Tarragona almonds and Grenoble walnuts. Latter is in earlier than usual. New stock is quoted at little higher figure, while same is also true of Bordeaux and Marbots. Almonds in shell on other hand are lower. Brazils still remain moderate in price and with quotations much lower than for past years, there should be good trade in them this season. Pecans are high line this year.

New shelled walnuts will be late in coming and probably greater portion of Christmas requirement will be freshly cracked goods which are now selling at 29 to 30 cents. New seasons to arrive around December 15, are quoted at 34 to 35 cents. New shelled almonds are higher again this year, being quoted just now at 33 to 36 cents. One wholesaler stated he would have to sell some of better grades of new season's shelled almonds at close on 40 cents. Shipments of new nuts are being made out to retailers as they come in.

Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 33	0 36
Almonds, Tarragona	0 16½	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 34	0 35
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—From reports received, it would seem as if quality of Canadian beans is even worse than anticipated. "Instead of 75 per cent. being first quality," said one big dealer this week, "25 per cent. will be nearer the mark, while balance will be hard to sell where people have been used to good beans. Of course, it was the weather that impaired the quality."

It is predicted in some quarters that on account of poor quality of Canadian beans Austrian hand picked will have great run here this year. One firm has contracted for $19,000 worth of them. The duty is 25 cents per bushel. Austrian are, in some cases, quoted as high as $2.70 on local market.

Prime beans, per bush., new	....	2 90
Hand picked, per bush., new	....	3 00
California Lima, lb.	0 08	0 08½
Austrian, H. P., per bush.	....	2 75

EVAPORATED APPLES. — Weaker feeling continues in evaporated apples. The total pack is going to be large, and accordingly, lower prices. Low price on other evaporated fruits is also a factor. Evaps are being quoted as low as 7 cents.

CANNED GOODS.

TORONTO.—Retailers have not in all cases received their season's supply of canned goods, although most of them have received some. Those who have had them in for any length of time report that demand has been on a good scale for season.

The local canned goods situation is now more settled, quiet and easier. The easiness is not apparent in any change in quotations, but some jobbers who had ideas above opening prices are beginning to ease them down to original figures. The speculative value as yet at any rate is nil. Of course this is not the case with those who got their tomatoes, for instance, at $1.10 per dozen by placing orders at that figure last spring. Tomatoes are now ruling at the $1.35 to $1.37½ level, which was the opening price.

MANITOBA MARKETS.

POINTERS—

Corn Starch—Cheaper.

Cocoanut in Bulk—Up 2 cents.

Sultanas—Advanced.

Winnipeg, Nov. 20.—Groceries are moving freely, local houses finding it necessary to work extra shifts to get orders out on time although big rush prior to Christmas has hardly yet started.

In common with other wholesalers, they report satisfactory improvement in collections. This would indicate that big settlement of November 4 had come off satisfactorily and that all classes will now get their share of proceeds of Western crop.

There are some price changes to be noted but none of particular importance in staple lines. Corn starch is ¼ cent per lb. cheaper and the cheaper brooms are down.

Coffee is reported to be firm and advance in ground coffees general.

Cocoanut in bulk has advanced 2 cents per pound.

SUGARS.—The Sugar market seems to have settled to fairly firm basis. There are no changes to report and none anticipated at present. Demand continues exceptionally good.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—The city business in syrups is reported as being heavy and there is a sales-factory demand from country points. High priced butter is giving a decided boost to syrup sales.

Corn Syrup—		
2 lb. tins, per case		2 38
3 lb. tins, per case		2 78
10 lb. tins, per case		2 66
20 lb. tins, per case		2 67
Barrels, per 100 lbs.		4 65
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Smyrna Sultana raisins are higher and quoted now at 14½ cents. Evaporated apples have declined to 7½ cents. Trade in dried fruits is fairly brisk and should reach large proportions during next two weeks.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
90-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06⅞
80-90s, 10s, s.p.	....	0 07⅜
70-80s, 25s, s.p.	....	0 07⅜
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07⅞
50-60s, 25s, s.p.	....	0 08⅜
40-50s, 25s, s.p.	....	0 09¾
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 45
Fine, selected, 28s, s.p., per box	....	2 65
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 40
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas	....	0 14½
Currants—		
Dry, clean, per lb.	....	0 07
Washed, per lb.	....	0 07¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—Coffee is firm and all blends have advanced. There is nothing new in teas.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—Reports from Ontario are that bean crop is inferior in quantity and quality to last year. An Eastern authority states: "There will be a large portion of the crop fully six to ten-pound pickers. A few are up to prime quality, viz., three-pounders, and these are in such urgent demand that the early arrivals are urgently sought for to fill orders in hand. It will take a lot of machine handling to reduce the majority of receipts to a prime basis, which takes time and expense, and delays shipment."

There is now good local demand.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 00
Whole peas	2 75

NUTS.—Nut prices are steady. There is very satisfactory demand.

Brazil	0 13	0 14
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 17
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 29

NEW BRUNSWICK MARKETS.

St. John, Nov. 20.—Arrivals of dried fruits durinng past week have been

most encouraging and quotations are gratifying to local trade. California raisins are lower than last year, and currants slightly easier, while peaches are lower than for years, if ever before, in St. John. Advices to customers by local wholesale dealers are to effect that they may advertise that cost of Christmas pudding will be cheaper this year, because of easier tone in flour market, decline in sugar and easiness in dried fruits. Spices remain practically about the same, while nuts will be lower, but peels are a little higher. Brazil nuts will be cheaper than for many years on account of great abundance, while dates and figs will rule about same.

Provision market remains firm and with no indication of relief. Sugar market, according to local advices will be no higher until well after new year, which means that for busy season at Christmas prices will be as easy or even more so than at present. Molasses is strong at 38 cents which is a record and it is apt to be even higher, local dealers say. Reports received from Barbadoes and West Indies are most unsatisfactory regarding crop conditions and those who are fairly well stocked in St. John are not selling in larger quantities than absolutely necessary.

Bacon	$	$0 15
Beans, hand picked, Austrian	2 85	2 90
Beans, yellow eye, bushel	0 00	0 00
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	....	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 15
Cornmeal, bags	....	1 65
Cornmeal, bbls.	....	3 45
Eggs, henery	0 34	0 38
Eggs, case	0 29	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 85
Lard, compound, lb.	0 10½	0 10¾
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	....	0 38
Oatmeal, rolled	....	5 75
Oatmeal, stl.	....	6 35
Pork, domestic mess	26 00	26 25
Pork, American clear	26 50	29 25
Potatoes, barrel, new	1 35	1 50
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian, granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	5 90	6 00

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 21.—General provision market remains unchanged. Supplies and demands provide situation similar to past two months, there being general steadiness.

Arrivals of Smyrna figs, Hallowi dates, new California walnuts, new almonds, Brazil nuts and new chestnuts from Italy have been fairly good. There also have arrived two cars of bananas, two cars of sweet potatoes, two cars of Spanish onions from Valencia and two cars of Spanish malagas.

First appearance of Japanese oranges is also to hand, and the usual quantities of apples and Ashcroft potatoes have come.

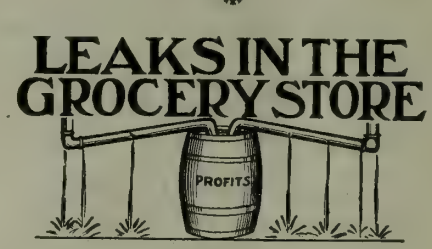
The ruling wholesale prices follow:

SMOKED MEATS—Hams, boiled, .28; hams, boned, .23; bacon, green, rolled, .22; bacon, smoked, rolled, .23; bacon, dry salt backs, .15.

EGGS—Local, fresh, per dozen, .45; fresh, Eastern, doz., .38; selected eggs, doz., .34.

BUTTER—Local creamery, .35; Eastern Townships, prints, .32½; Eastern Townships, solids, .32; New Zealand, prints, .34; New Zealand, solids, .33½.

FRUIT — Oranges, Valencia, case, $4.25 to $4.50; grape fruit, California, per case, $6.25; lemons, per case, $6.75 to $7; apples, snow, per case, $1.75 to $2.25; Northern Spy, case, $1.50 to $1.75.



FORGOTTEN CHARGES.

One of the greatest leaks in the retail store to-day is "forgotten charges." If the total amount lost annually by the Canadian grocery trade in this respect were known, we would probably all be very much astounded.

Forgotten charges occur in those stores particularly where a poor system is operated by careless clerks. This combination is enough to wreck any business and it has laid low a great many.

The meaning of "forgotten charges" is plain. This leak occurs usually when several customers are waiting to be served; as soon as one is served the next in line is waited on without a record of the credit transaction being made at the time. This record is often forgotten for all time, the sale denoting a clear loss amounting to total of invoice cost plus cost of doing business.

Such leaks are disastrous. To avoid them, the dealer should have a system. That system may be that when a credit order is given it must be recorded on a counter-check book. Whatever it is, let the system be insisted upon regardless of who is at the counter. When a business gives away goods by forgotten charges it becomes, in ignorance, a charitable institution.

MORE ANSWERS TO PROBLEM.

Some additional replies have come in to the problem on "What Should The Buying Price Be?" The question as it appeared in The Grocer in issue of Nov. 8 is again reproduced:

> Editor Canadian Grocer.—"If a grocer's expenses are 17 to 18 per cent. of each dollar's business done, what should he pay for a 25-cent article?"
>
> READER.

The following reply has come from Truro, N.S.:

Editor Canadian Grocer.—"Referring to the article in Nov. 8th. edition of The Grocer, 'What should the buying price be?'

"I think if it costs 18 per cent. to run a business a person should have an average profit of 25 per cent.

"Considering that there is only about 10 per cent. profit on larger articles, including flour and sugar, there should be a profit of 40 per cent. on the smaller articles, including those selling at 25 cents.

"In order to make 40 per cent. on an article selling at 25c it must cost 18c (to be exact, 17 6-7c), being the price at which I think the article selling for 25c should be bought."

Yours truly,
CARL D. RYAN.

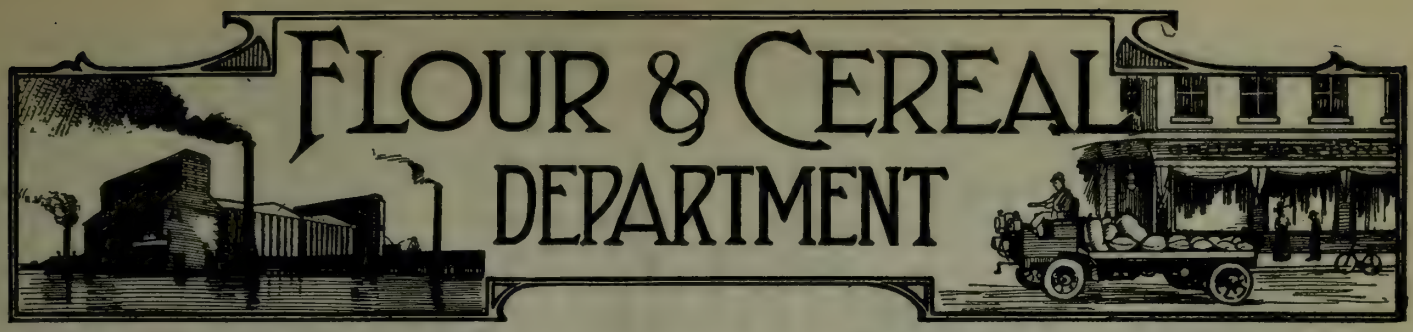
* * *

Thos. Hart, a St. John, N.B., reader, writes that the buying price should be 20½c, but he does not state what net profit he has figured on.

BROOM AND WASHBOARD SITUATION.

A good many jobbers and retailers have been anticipating that brooms would take a further downward dip, because of the low prices prevailing on broom corn. True, corn, is low in price, the common variety being lower than for some few years, but in spite of the fact, several manufacturers claim that prices are not going to ease to any great extent. Indeed there are those who claim that high quality brooms are going to be higher.

This same manufacturer hinted that it is probable that wash boards may be advanced in price. "I have been looking for an advance for the past month or so," he stated. "Manufacturers in the United States have put up prices. The reason for this is the general advance in these lines that go into the construction of the wash board. Wood material is high, and the same is also true of the metals used in them. Indeed the cost of manufacture is considerably above what it was some time ago."



Flour Down in Eastern Canada Again

Manitoba Drops Another 20 Cents Per Barrel—Now on About Same Basis as West—Some Dealers Looking for Further Reduction—Rolled Oats Shortage Relieved Somewhat—Expecting Lower Prices on This Commodity

Manitoba flour has been reduced another 20 cents per barrel in Eastern Canada, making a total drop of 40 cents in the East since the new wheat crop began to have its influence on prices. This puts it practically on same basis as the West where prices were reduced 50 cents per barrel some few weeks ago.

It was pointed out at the time of the other 20 cents reduction two weeks ago that prices in the East would likely see another drop in order to bring prices on level with wheat, as well as values on flour in the West.

It is felt in some quarters that flour prices are not yet at the bottom. Reduction has been quite large but Canada and the world, as a whole, has a good yield of wheat this year. One man who is expecting that future will see lower prices still, put forth this argument:—"Flour to-day in both the West and East is just 20 cents per barrel below that of year ago. The change in wheat, however, is on much larger proportion. Cash wheat in Winnipeg on November 18 of last year was 98⅝ cents, while to-day, same grade is only 83¾ cents. This is difference of 15 cents per bushel and the difference in flour is certainly not on similar proportion."

As pointed out last week, situation in rolled oats in regard to supplies has been particularly bad for past two months in Eastern Canada—worse than has ever been experienced before. Some mills are making a little headway with orders but there are others who are having no end of trouble getting raw material from lake ports on account of car shortage.

It is probable that lower prices, however, will be seen on rolled oats as soon as situation begins to clear. Prices of oats warrant lower figure.

MONTREAL.

FLOUR.—As hinted as probable in past issues, Manitoba flour has been reduced another 20 cents per barrel. This is a total drop of 40 cents for month, and brings first patents locally down to $5.40 per barrel.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS.—Market is steady and orders quite large. Indeed, mills have orders on file which will keep them busy for some time to come. It is not thought in view of this fact, that there will be reduction for some time at least.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—Manitoba flour has been reduced another 20 cents per barrel, making a total decline of 40 cents during the month, and bringing first patents in jute down to $5.30 per barrel locally. This reduction is in keeping with expectations, as lower values on wheat well warranted lower figure than those struck two weeks ago. Even now, there are those who will believe that bottom has not been reached for, while flour is now 20 cents per barrel lower than year ago, wheat is also much lower. Flour in cotton sacks is quoted at 10c per barrel above jute.

Manitoba Wheat.

1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	31 00	33 00

Flour in cotton sacks, 10c per barrel more.

Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Relief to acute rolled oat shortage has been held off much longer, with some mills at least than was expected. Some are beginning to catch up, but there are still some big companies who have done little in this direction. The reason for relief being so long in coming is that mills have been unable to get the raw material from lake ports. In order to supply orders to some extent, one big mill actually brought in 15,000 bushel of oats from the United States to grind for home consumption, and on which they had to pay 15 cents per bushel duty. Things should begin to run more smoothly before long.

The yield of oats and the price at which they are quoted really warrant lower prices on rolled oats but this has been deferred on account of condition of supplies. With situation clearing, lower prices will probably rule.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 75
Rolled wheat, small lots, 100-lb. bbls.	....	3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25	2 30

Rolled oats in cotton sacks, 5 cents more.

MILL FEEDS.—There has been no change in either bran or shorts. Drop expected with increased grinding of wheat has not made its appearance. A good call, with approach of cold weather and better season of demand has changed views of many dealers in regard to probability of much lower prices. Still, there is no denying that mill feeds are high.

Bran, in car lots, per ton	....	22 00
Shorts, in car lots, per ton	....	27 00

WINNIPEG.

FLOUR AND CEREALS.—Local flour market holds steady with an excellent domestic demand. Export trade is dull. If present low prices of wheat continue it is likely that flour will go down.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

STRONG DEMAND FOR TEA.

The "London Grocers' Gazette" of November 2nd says: "It was again this week essentially a fine tea market, and particularly in the case of high-priced Pekoes, there was often an advance of anything up to a penny per pound. The teas were no better either, so it was not a case of improving quality, but the demand ran tremendously strong. Poor teas were generally easier."

A VALUABLE ASSISTANT.

Editor, Canadian Grocer,—I find the Canadian Grocer to be a very valuable assistant. Would miss it very much if it did not come.

Yours truly,
FRED. L. GILES.

Toronto, Nov. 9, 1913.

New Lemons of Good Quality and Color

Should Sell Well—Color Exceptionally Good For First Shipments—Navel Oranges Now on Market— Quality Apparently Varies—Grapefruit of Better Quality — Cranberries Are Firmer.

New lemons should sell well, for not only are prices lower than for past few months but quality and color of new stock is good. It is unusual to see the early shipments of new lemons so well colored. They are generally rather green, which while not impairing the quality any, seems to interfere with their sale. This year, probably on account of earliness of season, first shipments came along with a color that should appeal to most exacting buyers. It is for this reason that many dealers are finding it to their advantage to push lemons. Prices under larger shipments are still lower again this week, at several centres.

New Navel oranges from California have become quite general throughout Western Canada, while there has also been an odd shipment to the East. This is particularly early for navels to come forward. In some cases, the quality is said to be good, and in others directly the opposite. It is somewhat the same in new Florida oranges, for while some are of excellent quality, others are not quite so good.

Grapefruit from Florida which was off in quality at first of the season is showing an improvement. If this continues a good season can be expected as crop is large and prices much more reasonable than they have been for several years.

There is a firmer feeling in cranberries with the arrival of later varieties, which are acknowledged as better keepers and therefore command a better price. The demand is seasonably good.

A report from Kingston, Jamaica, says that the banana cultivation was damaged considerably by strong gales, accompanied by heavy rain.

MONTREAL.

GREEN FRUITS.—Week has seen several changes in prices. Apples are generally quoted somewhat higher, not that the supply is short, but because the demand is great. No. 1 fall apples are now being quoted as high as $5.50, while for No. 2's, four dollars is frequently being asked.

In cranberries another advance has been made. Price last week varied from $7.50 to $8.50. Now the finest quality is being sold at $9.50. The supply is none too large and demand has grown steadily since cool weather set in. There is possibility that cranberries will go still higher. Again grapefruit shows its downward tendency, some lines of Florida now being sold as low as $3.50 a case. The prediction that grapefruit will soon be as cheap as oranges seems possible.

Oranges tend a little higher, Valencias now being generally quoted at $4.50, whereas a number of lines were last week quoted at $4.25.

Apples, fall, No. 1	3 75	5 50
Apples, fall, No. 2	3 00	4 00
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Limes, box	....	1 25
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 00
Grapes	2 25	2 75
Summer apples, No. 1	....	4 50
Summer apples, No. 2	....	3 50
California plums	1 50	1 75
California pears	....	3 50
California peaches	....	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Here prices remain steady. The demand is large. Bad condition of the roads, which has kept many market gardeners from getting to the city, has tended to cause some difficulty, but generally supplies are good.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—With continued influx of new lemons, prices have continued their downward movement, now being quoted at $4 to $4.50 per case. Quality and color is such as to cause them to sell freely. Some lots of Florida oranges are good, while others are lacking somewhat in quality. First navel oranges came in this week, which is exceptionally early. One firm said their car was good, while another house stated that they wouldn't accept shipment.

Apples are quite a feature at present time. In addition to Canadian varieties, there is shipment of fancy stock from Washington State in this week, selling at $2.50 to $2.75 per box. Canadian grapes are done. Malagas are selling quite well.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	2 50	2 75
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	9 00
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	5 50	6 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	4 00
Lemons, Verdelli	4 00	4 50
Limes, per 100	....	1 25
Oranges, late Valencias, case	....	4 50
Oranges, Florida, case	3 00	3 50
Pineapples, per case	..	5 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90

VEGETABLES.—There has been a change to firmness in potatoes, particularly New Brunswick stock. The reason for strength is chiefly scarcity of stocks locally, due to shortage of cars at shipping points. Demand has been good, dealers beginning to arrange for their winter requirements.

California celery is selling fairly well at $4 per crate. Some Canadian stock is also being sold.

Beets, per bag	....	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Cucumbers, Boston, hot house, doz.	....	1 50
Lettuce, doz. bunches	....	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 50	2 75
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 20
Tomatoes, hothouse, per lb.	....	0 25
Sweet potatoes, hamper	....	1 50

WINNIPEG.

FRUITS AND VEGETABLES.—Navel oranges and malaga grapes are now

on market. Cranberries have advanced $1.00 per barrel. There has been general advance on all native grown vegetables except potatoes. Wholesale fruit men complain of slow transit of freight.

Fresh Fruit—		
Malaga grapes, kegs	8 00	8 50
Navel oranges, case	....	5 00
Tokay grapes	....	2 75
California grapes, case	....	3 00
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	13 00
Spanish onions	....	3 75
Florida grape fruit	....	5 50
Pears	....	4 00
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 33
Jersey sweet potatoes, barrel	....	6 50

Following items are from the file of The Canadian Grocer of November 25, 1892:—

"On December 1, J. E. McElderry who has so successfully conducted the grocery business in Day's Block, Guelph, Ont., for twenty years, will admit into partnership James A. McCrea, who for the past seven years has been traveling for Davidson & Hay, wholesale Grocers, Toronto."

Editorial Note.—The name of J. A. McCrea is still a well known one in Guelph. The business above referred to is now operated under the name of J. A. McCrea & Son.

* * *

This item was taken from our Toronto market report of November 25, 1892:

"BEANS.—There is nothing new to say of the bean market. The price is unchanged at $1.20 to $1.25."

Editorial Note.—To-day new prime beans are quoted at $2.90, and handpicked at $3 per bushel. The demand for beans at present time is, of course, much above that of 20 years ago in view of the large amount required for railway construction, lumbering and mining camps.

* * *

"The retail merchants of Montreal held a meeting on the 17th inst. and appointed a committee which was instructed to obtain legal advice as to the constitutionality of the business tax imposed in the Province of Quebec. The committee is to report this week. The business tax was bitterly denounced by several of the speakers for its unfairness to the merchants. There is some talk of resisting the collecting of the tax. There appears to be a spirit of accommodation manifested by the provincial government as all the collectors of revenue have been notified that they are to take no action for the collection of the obnoxious tribute until they are further advised."

Those dealers who have been selling caviare will be interested in knowing that prices are higher this year by 25 per cent. than last. Russia is practically the only source of supply. Caviare is made from the sturgeon, and it is claimed this fish has been caught in recent years regardless of necessity for close season being observed.

LIVE BEARS ATTRACT BUYERS.

St. John, N.B., Nov. 20.—(Special.)—A novel window display was shown last week in store of Vanwart Bros., Charlotte Street. It was a showing of four bears, a mother and three cubs, which had been shot near McAdam, N.B., and brought to the city where they were displayed in the Vanwart store. It was a good advertisement for the store, for great numbers of people came from different parts of the city, and taking advantage of this fact, the other windows in the store, adjoining that in which the animals were shown, were filled with a tempting array of fall fruits, provisions of various kinds, and up-to-date lines of groceries which were boosted considerably through the spectacle presented so near hand.

A FOUR DAYS' SALE.

O. Lacroix, 19 St. Joseph St., Quebec, P.Q., put on a four days' sale from Nov. 11 to 14, inclusive, and advertised it in the local papers. The advertisement was introduced as follows: "During the above four days we will have bargains in all our lines to offer to the economical housewives. Prices are figured regardless of cost—some of them are even lower than wholesale prices. We want to make this November Sale one of our biggest sales of the year.

"Christmas will soon be on and many of the Holiday goods are offered."

Following up this, was a lengthy list of goods with their prices.

London Grocers Looking After Petitions

Committees Will Wait on Local Members of Parliament to Ask Their Assistance with Amendments to Garnishee Law and Scale Inspection Act—Signatures of Grocers, Butchers and Milk Dealers Secured—Association Will Bring Out Aldermanic Candidate.

London, Ont.., Nov. 21—(Special)—The Retail Grocers' Association at their last regular meeting discussed the petitions on the Garnishee Law and the Scale Inspection Act, which are to be presented to Premiers Whitney and Borden respectively.

The petition to Sir James Whitney asking him to amend the Garnishee Act was signed by all the grocers, butchers and milk dealers. A committee consisting of Pres. John Diprose, H. Fountaine, Thos. Shaw, E. J. Ryan and Jos. Scandrett was named to see the Hon. Adam Beck, to ask him to support the above measure.

Adam Palmer, J. A. McFarlane, G. B. Drake and Harry Hanahan were named to wait on the members of East, West and North Middlesex to request them to support the measure.

Another largely signed petition will be sent to Premier Borden, showing forth the injustice of the merchants paying for inspection of scales when it is done in the interests of the purchasing public. Building and health inspectors, it was pointed out, are paid salaries instead of fees.

Committees were also named to wait on the local members of the House of Commons asking them to use their influence to have the above injustice remedied.

A resolution was also passed asking The Canadian Grocer to urge all Grocers' Associations and merchants where there are no organizations to see their members of Parliament asking their support of the above measures when they come up. President Diprose stated the Ontario Retail Grocers' Association would see that both petitions were presented at the coming sessions.

A resolution of condolence was requested to be sent to the family of the late Wm. Hayes, grocer, who was buried a few weeks ago.

The meeting was of the opinion that the grocers of the city should have a representative on the aldermanic board for the coming year. Thos. Shaw was urged to stand, but would not consent. The members present refused to take "no" for an answer, and gave him till next meeting to consider the matter.

Dealers Preparing for Advent Trade

This is Expected to be Heavy—Advent Season Opens on Dec. 1.—Supplies are on Liberal Scale—Temperature Now More Favorable—Seasonable Movement of Oysters.

Dealers, both wholesale and retail are preparing for the advent fish trade which will be under way in little more than a week, Dec. 1 being the first Sunday of the Advent season. While wholesalers are putting forth the greatest effort, retailers are looking forward and by end of next week should begin to order on larger scale in anticipation of a bigger demand during coming weeks. Prospects are bright for good trade during this period. Supplies are on quite liberal scale and all that is needed is suitable weather. The temperature of late has been more favorable to the fish trade, and should continue to become more so.

QUEBEC.

MONTREAL.—The cooler weather is having a stimulating effect upon this market. For oysters especially the call has increased. A demand for both shell and bulk stock has developed which is far in excess of anything noted so far this year. It is likely, however, that orders will grow greater still before December is well under way.

The cool weather has also meant much to the smoked fish market. Haddies, Kippers and Fillets are now arriving in good quantities, the quality being well night perfect. The demand also has improved greatly.

At present time, fresh halibut is extremely scarce, and it is doubtful if there will be any greater supply next week. Fresh lake fish too are finished. However, there is a fine supply of Cod and Haddock, and frozen lake fish are in good supply. New frozen herring, smelts, striped bass, mackerel, and salmon, also arrived on Tuesday, enabling a wider range to be offered.

Few price changes have been made. Herring is quoted somewhat higher. Smelts too are advanced, being now quoted at 11c instead of 9. Whitefish, on other hand, has dropped to 11 cents.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 12
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.	7, 8, 10,	11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50
SMOKED.		
Bloaters, box		1 25
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 15
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

ONTARIO.

TORONTO.—Plans are being made by wholesalers, as well as good many retailers to get full benefits from Advent season which will be here in little more than a week. Prospects for trade during this period are bright.

The change is gradually being made from fresh to frozen varieties of fish, the list of fresh caught being decidedly on the dwindle. Smoked varieties are doing quite well, haddies and fillets being in demand.

FROZEN FISH.		
Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
FRESH CAUGHT FISH.		
Whitefish, per lb.	....	0 13
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 [illegible]
Scottish herring, Loch Fyne, per kit	....	1 10
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

NEW BRUNSWICK.

ST. JOHN.—Arrivals of fresh stock during week were somewhat disappointing. Sales with most dealers have, however, considerably increased during last few weeks, and with Advent fast approaching they are looking forward to further increased trade. For first time in St.John, Scotch cured herring are now being sold.

The lobster fishing season was opened on the 15th of this month, and prices range from 20 cents to 60 with demand quite encouraging. The opening this year is a little earlier than last season, and much in advance of what it was a few seasons ago.

NOVA SCOTIA MARKETS.

HALIFAX.—The fishing season on the Cape Breton coast is now about closed. Season on whole was not as good as last year. There was a large decrease in catch of codfish as compared with 1911. Mackerel also show slight decrease, while herring are about same as last season. Lobster fishing was pretty good this season, and prices not so high as last year.

Salmon was above that last season. There is also decrease in catch of halibut this season. Last year was one of best in many years.

SARDINE PACK NOT GOOD.

The foreign sardine pack on the whole has not been good this year. It is said to be now certain that the catch of French sardines will be the poorest on record. In Portugal, the supply of suitable fish is not equal to the demand, while the Norwegian catch is poor.

Produce & Provisions

An Easier Feeling In Pork Products

In Sympathy With Lower Hog Values—Should be More Liberal Supplies From Now on—Increased Supply of Butter Acts as Check on Firming Market—New Laid Eggs in Scant Supply.

There is a general easier feeling in pork products of late, with a few exceptions of certain lines in which there is still a dearth of supplies. At a number of centres, however, there has been weakening in prices of many lines of provisions as well as in lard in sympathy with the lower values that have ruled on live hogs during this month.

For a considerable time this fall, run of hogs was scant and with a good demand, pork products were kept well cleaned up. Hogs, however, have come forward more freely and prices have eased. While the porkers on Toronto market early in October went above $9 per cwt., at present time they are down to the 8 cent mark and thus the easier feeling in the products. Probably the decreased consumption by reason of high prices has also been a factor.

At this season when prices on provisions are usually at low point, we find them abnormally high on both sides of Atlantic, although there has been some slight reaction of late. The small supply of hogs has been the cause. There is plenty of feed in both the United States and Canada and with good corn yield, there should be more liberal supplies of bacon.

There have been better supplies of butter on several markets of late, acting as check on firming tendency present for some time. The plentitude of rough feed in country will likely have an important bearing on butter, resulting in an increased production, while the advent of New Zealand butter will also be a factor. There is a lull in demand from the West, although buyers are ordering their goods held in store to be shipped.

New laid eggs still continue scarce and high in price. There is good demand for storage article.

MONTREAL.

PROVISIONS.—For bacon and pork there is a great call. Short cut pork is still almost impossible to obtain. Bacon is more plentiful, also ham. Lard also is being largely ordered.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless	0 25
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15¾
Cases, tins, each 10 lbs., per lb.	0 16¼
Cases, tins, each 5 lbs., per lb.	0 16⅜
Cases, tins, each 3 lbs., per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15⅛
Tierces, 375 lbs., per lb.	0 15¼
One pound bricks	0 16½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 09¾
One pound bricks	0 10¾
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00 29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—Market here remains steady, prices still being largely governed by state of affairs in England. Local demand is large, but supply is not at all what could be desired. From present indications, both in Canada and in the Old Country, prices are likely to be maintained at practically present figure. No advance is expected until nearly Christmas. Possibly a higher figure may not then be struck, though it is impossible to predict so far ahead with any surety of being correct.

Creamery blocks	0 32½
Dairy tubs, lb.	0 26 0 28

EGGS.—There has been tendency upward here, though quotations remain same. New laid eggs are exceedingly difficult to secure. There seems no doubt that this condition is in part due to decrease in market gardens, caused by increase in real estate subdivisions. Then, colder weather has, of course, had its effect upon the hens. The bad roads, too, are keeping some farmers from getting to town. All things, indeed, seem to have combined to make eggs scarcer. At same time demand is greater, so that slight upward tendency is not to be wondered at.

Probability seems to be that no great change will occur here for fortnight or more.

New laid eggs, per doz.	0 45 0 50
Selects	0 33
No. 1's	0 28

POULTRY.—More fowl are coming forward now than formerly, so that supply is probably equal to demand. This, however, has increased. Now there is call for geese, and ducks are moving largely. For turkey, too, there is demand.

Prices remain at old figure, nor is any change expected.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 20 0 22
Chickens, per lb.	0 17
Fowls, per lb.	0 15 0 16
Ducks, per lb.	0 18
Geese, per lb.	0 15

HONEY.—Supply of honey is wofully short. Rainy weather interfered greatly with the bees. Many, indeed, were killed. The whole honey crop was curtailed. Little is in warehouses now, and there is little more to be secured from Canada. Honey is to be brought in from Bermuda, but this supply can not possibly reach Montreal for three weeks or perhaps more.

Prices have stiffened a little, Buckwheat now being generally quoted at 10½ instead of 10.

White clover honey, in combs, No. 1 doz.	2 75 3 00
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 13
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10 0 11

CHEESE.—This market is rather weak in tendency. On English market bottom seems to have fallen out of cheese. Evidently there is a supply being brought in from New Zealand or some other place. As result, less is being taken from Canada at the moment. Therefore, there is an ample supply on local market. Prices are steady for the

time, but a slight decline would not be altogether surprising.

Cheese—		
Large	0 14¾	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15½
Stilton	0 16	0 17

TORONTO.

PROVISIONS.—There is an easier feeling in some lines of provisions this week in sympathy with weaker tendency in live hogs of late. Smoked hams are down ½ cent per pound, while several firms are quoting lard ¼ cent lower. Hogs have been running heavier of late accounting for production of more lard.

Movement of hogs is better at times. In some quarters more liberal supplies are expected from now on.

Smoked Meats—		
Light hams, per lb.	....	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14¾	0 15
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 15½
Lard, tierces, per lb.	0 14¼	0 14½
Lard, tubsc, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 00
Live hogs, at country points	....	7 65
Dressed hogs	11 00	11 50

BUTTER.—Butter is less firm than week or so ago, although the somewhat easier feeling has not made itself noticeable in any lower quotations. There is a good deal of freshly made butter coming in, particularly of dairy, and there have been some accumulations. With good receipts of butter and plenty of feed in the country, a check should be put on the firming tendency of butter.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—The scarcity of new laid eggs still continues. Indeed in this particular variety, local wholesalers say little relief can be expected this side of the new year. In the meantime, storage eggs are meeting with good demand, and in some cases quality is preferable to the so-called fresh gathered, which are frequently held too long by shippers to qualify in this class.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE.—Retail sales of cheese at the present time are good, and a normal amount of business is passing through wholesalers' hands.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 17

POULTRY.—There is a considerable quantity of poultry arriving. Demand from retailers is fair for season, while good deal is going into storage. Quotatins are unchanged.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	....	0 12
Spring ducks	0 11	0 12
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 16
Geese	....	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 13

HONEY.—Probably high prices demanded for honey have retarded sales to some extent, but considering prices, fair business is in progress. Supplies are by no means large.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	....	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard prices have taken slight drop and as pack has weakened considerably during past week further reduction, including other hog products is not improbable. Cured meats are unchanged and dairy produce and eggs are steady.

Lard, tierces	....	0 15
3 lb. tins, cases	....	9 55
5 lb. tins, cases	....	9 45
10 lb. tins, cases	....	9 40
20 lb. pails, cases	....	3 10
50 lb. tubs	....	7 55
1 lb. bricks	....	0 16
Cured Meats—		
Hams	0 16	0 18¾
Long clear	....	0 15½
Short clear	....	0 15
Shoulders	....	0 15¼
Bacon	0 21	0 23
Cheese—		
Ontario large	....	0 16
Ontario twins	....	0 16¼
Manitoba large	....	0 15
Manitoba twins	....	0 15¼
Butter—		
Creamery	0 33	0 35
Dairy	0 28	0 29
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage	....	0 26

Provision Market Higher Than in 1911

Breakfast Bacon About 5 Cents Above Last Year's Price to the Retailer—Lard, Ham and Pork also Higher—Comparisons With Past Two Years—All Has Depended on Supply of Hogs.

Following the trend of live hogs, provisions at the present time are at a comparatively high figure, especially when compared with a year ago. Of course the situation is much different from that which ruled last fall. In the fall of 1911, beginning from early September, live hogs began to come forward on a very liberal scale, and prices accordingly kept tobogganing until farmers who had hogs to sell thought that there was no bottom to the market.

Hogs Higher Than Year Ago.

One year ago, live hogs on the Montreal market were quoted at $6.65 per cwt., while to-day the price is $8.60, or practically 2 cents per pound higher. In the face of this fact and a good steady demand for pork products that has prevented any accumulations, it is not surprising to find that prices to-day are considerably above those of one year ago. Long clear bacon for instance is about 3 cents above a year ago, prices of light weight at Montreal being 14½ cents as against 11½c a year ago. Lard is also higher. Hogs have been running light in weight during most of the fall, and the production of lard has been small, although showing up a little better of late, with a slight easing in prices at some points.

Comparison With Year Ago.

Here is a comparison of present prices on Montreal market with those of a year ago:—

	To-day	1 Yr. ago.
Long Clear bacon, light	14½	11½
Hams, medium, 15 to 19 lb.	16½	14½
breakfast bacon, boneless	19	14
Boiled ham, skinned	26	24
Spiced rolled bacon	16	12
Pure lard, in tierces	15	12
Compound lard, tierces	10	8¾
Heavy short cut clear pork	$25.00	22.50

Not so High as Two Years Ago.

This comparison, without doubt, gives the idea that provision prices at the present time are extremely high, but it is an old saying, that things are never so bad that they couldn't be worse. For instance, if we look up prices of two years ago, we will realize this. In the fall of 1910, the supply of hogs was very meagre, and pork products had attained probably a record height. Here are comparisons of the past few years on three lines:—

	Now	1911	1910
Long clear bacon	14½	11½	15½
Medium hams	16½	14½	18½
Pure lard tierces	15	12	15

Here, it is shown that prices in 1910 were even greater than to-day. Most retailers well remember that period of high prices as it interfered to no little extent with sales.

A Matter of Supply.

The cause of these wide price fluctuations from year to year, lies with the farmer. Because in 1909, hogs were low, he gave no attention to them, and prices in 1910 went up. Then all the farmers went in for hogs, and prices last year went down. Again, the farmer neglected hogs and history has repeated itself this year, by prices again attaining a high point.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets. 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.	Per lb.
1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ⅛-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30
Bulk—	

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¼
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

ALWAYS IN THE LEAD

EASIFIRST 'EASIFIRST' SHORTENING

GUNNS 'EASIFIRST' SHORTENING EXCELS ALL OTHERS

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Are You Buying

BULK MINCE MEAT?

If you are,—then listen,—The choice quality of the ingredients we use is a revelation to most people.

And again---

No matter what price you want to pay we have the goods in unbeaten values. To the skeptic we say—try us.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. .....$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 75

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

AN ALL YEAR ROUND SELLER

The sale of HOLLAND RUSK has no season—winter or summer, spring or fall, there's always a demand for it because there are so many ways it can be eaten. It's delicious with berries or sliced fruit, either fresh or canned; with poached egg, with cheese, with jelly, with hot milk in cold weather, in fact with any meal, any time, HOLLAND RUSK is delicious. Infants, growing children, every member of a family eat HOLLAND RUSK; invalids find it highly nourishing and easy to digest. Put a dozen packages on your counter where your customers can see them. You'll be surprised how fast the sales come, once you start them, and you want them because of the good profit.

HOLLAND RUSK CO.

HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales. Send for list of gifts.

Shooting at Random

That is what you are doing, Mr. Manufacturer, if you are trying to build a successful business through Western Canada sales without an organized selling staff.

Here we are on the ground with the best representation in every pulsating point of this successful country—we can serve you and serve you well.

Large track warehouses at Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

Get in touch with us.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

All Dried Fruits are now in store and forward orders will have immediate shipment.

CURRANTS

Our special brands have become very popular. This popularity has been attained by the uniform good quality which has been put out under the different brands.

Hf. case Monarch	.08½	Hf. case Monogram	.07¼
Hf. cases Victor	.07¾	Hf. case Pantry	.07

RAISINS

Rowley's Select Valencias	.09¼	Good Smyrna Sultanas	.07⅞
Griffin's Seeded, 1s	.07¾	Good Smyrna Sultanas, Cleaned	.08⅞
No. 55, Choice Seeded, 1s	.06¾	Bevan's Connoisseur Clusters	2.55
Seedless Muscatels, 50s	.05⅞	Bevan's Connoisseur Clusters, ¼s	.75
Thompson's Seedless, 50s	.06⅞	Bevan's Extra Dessert, Clusters	3.40
Thompson's Seedless, Bleached, 25s	.10¾	Bevan's Extra Dessert, Clusters, ¼s	.95
Griffin Seedless, 1s	.08⅝	Bevan's Solito 20 1 lb. pkts.	3.60
Purple and Gold, Seedless, 1s	.07¾	Bevan's Royal Buck Clusters, ¼s	1.15
Choice Smyrna Sultanas	.08⅞	Bevan's Royal Buck Solito 20 1 lb. pkts	3.95
Choice Smyrna Sultanas, Cleaned	.09⅞		

PRUNES

Herbert's Santa Clara, 30-40, 25s	.12¼	Herbert's Santa Clara, 70-80, 25s	.07¾
Herbert's Santa Clara, 40-50, 25s	.10	Herbert's Santa Clara, 80-90, 25s	.07¼

Herbert's Santa Clara, 50-60, 25s	.08¾
Herbert's Santa Clara, 60-70, 25s	.08¼

Herbert's Santa Clara, 90-100, 25s	.06¾

Fifty pound boxes, ¼c less.

APRICOTS

Flower Brand, choice, 25s	.13½

PEACHES

Choice Muirs, 25s	.08
Choice Muirs, 50s	.07¾

FIGS

Camel, 3 Crown, Eleme, 10s	.11
Camel, 4 Crown, Eleme, 10s	.11⅜
Camel, 6 Crown, Eleme, 10s	.13¼
Camel, 7 Crown, Eleme, 10s	.14½
Camel, Glove Boxes	.12¼

NUTS

Shelled Bordeaux Walnuts, freshly cracked	.29
3 Crown Valencia Almonds	.34
3 Crown Aluante Almonds	.33
Sicily Filberts, bales 220 lb.	.11½
Tarragona Almonds, sacks 112 lbs.	.16
Grenoble Walnuts, sacks 112 lbs.	.16½
Marbot Walnuts, sacks 112 lbs.	.14
Bordeaux Walnuts, sacks 112 lbs.	.13
Pecans, large, bbls. 200 lbs.	.16
Brazil, large, washed, sacks 175 lbs.	.13½

We solicit your orders.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey
MONTREAL

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's Toffee

Everton Toffee, Rex Toffee, Butterscotch, Walnut Bars, Almond Bars, Buttered Almonds in 4-lb tins and 7-lb. bottles.

These are goods for the better-class trade and are extremely popular wherever they are sold. You will find them worth stocking, as they sell rapidly and give a good profit. We also manufacture a cheaper quality.

Prices and samples on apliciation to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

Buy Sour Krout Now

PRICES RIGHT

Packed in 40 gallon barrels, 30 gallon barrels, 10 gallon kegs and 3 pound tins.

Write for Prices.

F. D. LEA & CO.

SIMCOE, ONT.

Ripe California Navel ORANGES

First cars have arrived and are splendid in quality and appearance.

Almeria Grapes, Bananas, Cranberries,

Onions, Sweet Potatoes, Pineapples. All the best and the best of everything.
17 carloads of the different lines arrived for us in Toronto last Monday.

WHITE & CO., LTD.

TORONTO and HAMILTON

"The Premier Fruit House"

Prepare Early for the Holiday Fruit Trade

Our Christmas stock is now arriving. Get your orders in early to insure prompt delivery.

New Nuts, New Dates, New Figs,
Malaga Grapes, Grape Fruit,
Oranges, Lemons, Bananas.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Elgin Brand

ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

Quality pulls for Elgin Brand.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

LABOREMUS
REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

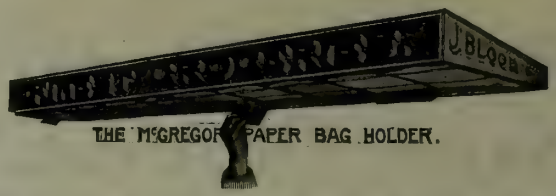
Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

McLean is the NAME

White Moss is the BRAND

Join them when ordering and avoid mistakes.

Canadian Cocoanut Co., Montreal



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TRADE MARK KEYSTONE BRAND REGISTERED

JUBILEE

and

KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in December.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

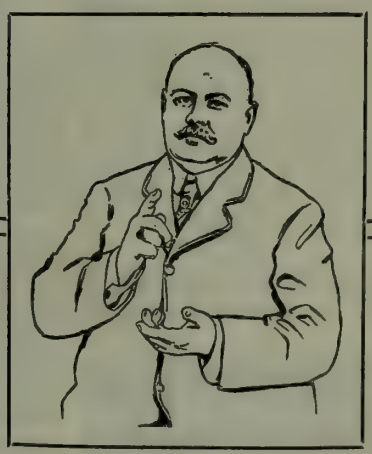
Chisholm Milling Co., Ltd.
Toronto

BROOMS
OF
QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

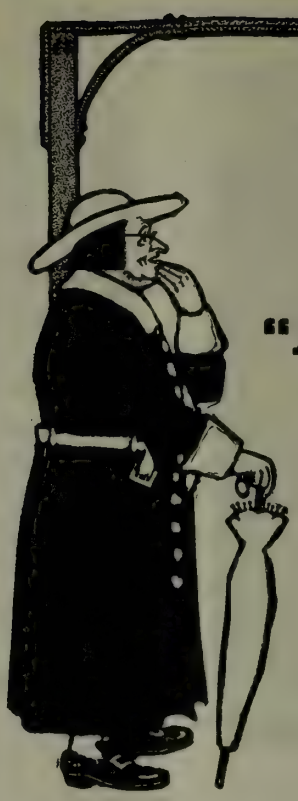
Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON

Manufacturing Chemist

86 FULTON ST., NEW YORK

When writing advertisers, kindly mention having seen the ad. in this paper.



LEITCH ANCHOR BRAND OAK LAKE

"Always The Same"

Milled from the very best wheat, with every advantage given by intelligent use of modern equipment,

ANCHOR BRAND FLOUR

is "always the same," of uniform excellence, the highest standard of flour quality.

Manfd. by Leitch Brothers Flour Mills,

Oak Lake, Manitoba, Canada 10

Readers Of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days. For further particulars apply to

PICKFORD & BLACK, LIMITED

HALIFAX, N.S. Agents

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

A MODERN METHOD

NO WASTE SPACE—every inch of shelf room available where our system of PATENT ADJUSTABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of goods, from the most delicate to heavy merchandise. It is the modern methods of store Shelving. Each shelf may be of a width and distance to accommodate the goods it carries.

NO OBSTRUCTIONS—EASILY ADJUSTED

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, - - OHIO.

DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Have No Hesitation

in deciding in favor of a fixture that saves its cost by cutting cheese ACCURATELY.

The Perfection Cheese Cutter

encased in a handsome glass and wood, highly polished case, prevents the giving of over-weight by its attachment for exact measuring, doing away with the accumulation of dried-up scraps and crumbs.

THE UNUSUALLY MODERATE PRICE we ask for this fixture will surprise you.

The American Computing Co. of Canada

Hamilton, - - - Canada

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality —only the richest and purest cows' milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case. $4.20
Banner Condensed Milk, 4 doz. in case... $5.00

J. Malcolm & Son, St. George, Ont.

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:
Ontario and Quebec:
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.

By Special royal permission

5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, ILL., U.S.A.

The Daisy Broom

is the

Best Light Carpet Broom Made in Canada

WEIGHT—24 lbs. to the dozen.

LENGTH—14¼ inches.

HANDLES—Finest quality maple, highly polished, stained, yellow, giving the broom the finish it deserves.

CORN—All the finest quality short corn, hand-picked, bleached and toughened, goes into this broom, making it a perfect broom for a lady doing her own sweeping.

Every broom is carefully examined before leaving the factory. We guarantee every broom we make.

PRICE—$4.50 per dozen, delivered anywhere in Canada in lots of six dozen and over.

Ask your wholesale grocer.

The Parker Broom Co.

692 Wellington Street, OTTAWA, ONTARIO

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

1/4 Oil Sardines — **Kippered Herring**

3/4 Mustard Sardines — **Herring in Tomato Sauce**

Finnan Haddies (Both Oval and Round Tins) — **Clams** — **Scallops**

Connors Bros., Limited

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

CATER to your particular customer by featuring

PATERSON'S SAUCE

They are quality goods which never fail to satisfy.

ROWAT & CO.

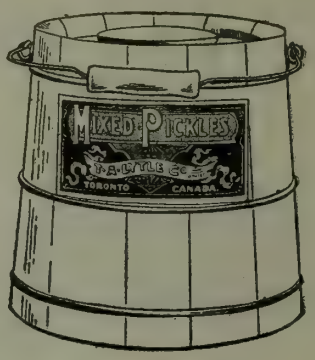
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N. S. J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BULK PICKLES

Quality must count in pickles and relishes, no matter in what condition they reach the consumer. *Quality counts* in LYTLE'S BULK PICKLES. Equal value is not to be found in any other bulk pickles. Quotations on application.

Sour, Mixed and Chow Chow in 1s, 2s, 3s, 5s and 10-gal. pails.



The T. A. Lytle Co., Limited

STERLING ROAD :-: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd.

54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine proposition for Western Agents.

SAPHO MFG. CO., LTD., MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Are You a Salesman?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line, and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco?

Write us about other lines.

The Rock City Tobacco Co.

Quebec **Winnipeg**

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

FOR SALE — GROCERY AND BUTCHER business on main car line, Toronto. Has turnover of $30,000. Saturday last took in $350 cash. Established 3 years. Good reason for selling. Stock and fixtures about $3,000. Apply John M. Percy, 77 Victoria St., Toronto.

GOOD JOBBING BUSINESS FOR SALE — sixty retail stores as customers, inside of three miles from present location. Stores, cellars, warehouses. Rented reasonable. B. D. Rogers, Stellarton, N.S.

GENERAL STORE BUSINESS FOR SALE—in a good town and in the best district of Ontario, the Niagara Peninsula. Stock about $10,000. The annual turnover has been $40,000. A reasonable rent offered under lease. Apply at once to Box 452, Canadian Grocer, Toronto.

BUSINESS FOR SALE—IN GOOD FRENCH town, six miles from Edmunston, N.B. Turnover $15,000 to $20,000 a year among farm community. Write for particulars. H. U. Daigle, St. Jacques, N.B.

ENGLISH SAUCES — SHIPPED IN FREE casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

SITUATION WANTED

WANTED—POSITION AS HEAD CLERK IN grocery store in Western Canada, Macleod preferred. Have made success of my own business, which I still own. Married, age 28. Not afraid of work. Must pay good wages. Box 454, Canadian Grocer, Toronto.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

SITUATION VACANT

SALES MANAGER WANTED FOR LIVE wholesale grocery. State experience. Splendid opportunity for right man. Apply Box 456, Canadian Grocer, Toronto.

SALESMAN WANTED — BY MONTREAL house, to sell well established specialties to grocers in Eastern Ontario. Only high-grade men need apply. Applicant must state experience, etc. Replies confidential. Apply Salesman, care of Canadian Grocer, Montreal.

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

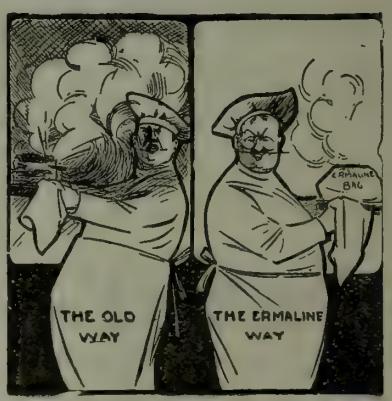
COLLECTING AGENCY

Drum up delinquent debtors
With good Collection Letters,
Nicely typed and worded.
O, say, have not you heard it?
WHAT?

The fact that productive letters may be obtained from The Standard Collecting Agency, Fredericton, N.B.

"The Ermaline Bag and Nothing But The Ermaline Bag"

Let this be your slogan for the next few months and trade will increase all round.



The Ermaline way of cooking has won many friends, and you can add to the number and derive benefit in dollars and cents.

Would you like a Sample Set?

Edward Lloyd Co.,
Limited

508 Eastern Townships Bank Building

Montreal, - Canada

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT

That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

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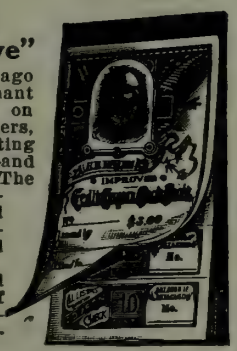

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1ST. IN POPULARITY

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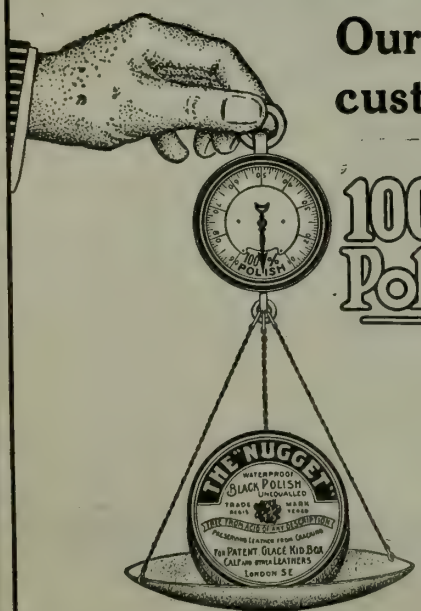
POLISHES 100%



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Its superior quality brings a satisfied customer back to your store.

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"The House of Character"

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Not Bleached Not Blended

THIS IS THE 1,303rd ISSUE OF

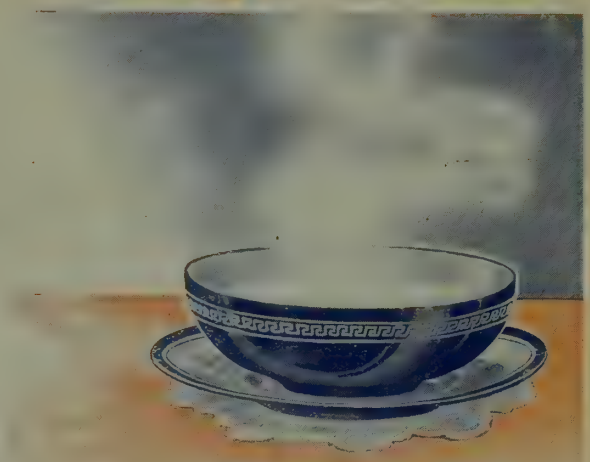
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, DECEMBER 29, 1912 No. 48

L C Harkness (D H)
34 Royal Bank Bldg

A Good
Old Fashioned
Porridge



Post
Tavern
Special

This new food combines the sweet, mild flavors and body building nutrition of Wheat, Corn and Rice.

Your wholesaler will supply you.

Aggressively Advertised---Good Profits---Sales Guaranteed
You'll have calls for it.

The Canadian Postum Cereal Co., Ltd.,
Windsor, Ontario.

Made in Canada.

A Word of Advice to the Wise!

Maclaren's Imperial Olives

The Olive Crop this year is a failure and prices must advance. We wish to give the trade an opportunity to look into their stocks and figure on their requirements for the coming season, therefore we offer you Olives at present prices for this week only. Does this appeal to you?

Finest quality guaranteed in following assortment:

Manzanillas, Select Queen, Extra Select Queen, Giant Queen
Nut Stuffed, Celery Stuffed, Pimento Stuffed Assorted Stuffed

All sizes. Also in Bulk. Send for quotations.

PIMENTO CHEESE

Sells for 10c. 1 doz. Cartons

You can show a Carton on your Silent Salesman during the cool weather, it will sell itself.

Sells for 15c. 1 doz. Cartons.

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

OFFICES—TORONTO, MONTREAL, CALGARY, DETROIT, MICH.
FACTORIES—WOODSTOCK, ONT. WELLESLEY, ONT. BANCROFT, MICH.

A Quick "Turn-Over"

will take place in your fish department right now if you put your selling powers behind fish foods of highest quality. All the year round there is demand for fish foods, so you should sell only the best in order to keep the fish trade coming your way throughout the remainder of the year when the demand is not so keen.

ARTHUR P. TIPPET & CO.

AGENTS

Montreal **Toronto**

"Thistle" Brand Haddies and Herring

The name and the fame of the "Thistle" Brand of fish have brought credit and honor to the producers, and will bring money to the retailer.

The "Thistle" label on Haddies, Kippered Herring, Herring in Tomato Sauce, and Tunny Fish, is known throughout the Dominion to guarantee the virtues of cleanliness, genuineness and natural flavor of the freshly-caught and instantly-canned fish, just as they are taken from their ocean home.

The cleanliness of "Thistle" Brand is always proverbial —their flavor is fine—they are genuine always.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

The Big Consideration in the Manufacture of Foodstuffs is Quality.

"GLOBE"

Macaroni and Vermicelli

are made from hard wheat, no maze or rice flour mixed with them, and are absolutely free from any glutinous substance. Manufactured in a modern scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

Stock now and be ready for the Fall trade

D. SPINELLI & COMPANY

MONTREAL REGISTERED QUEBEC

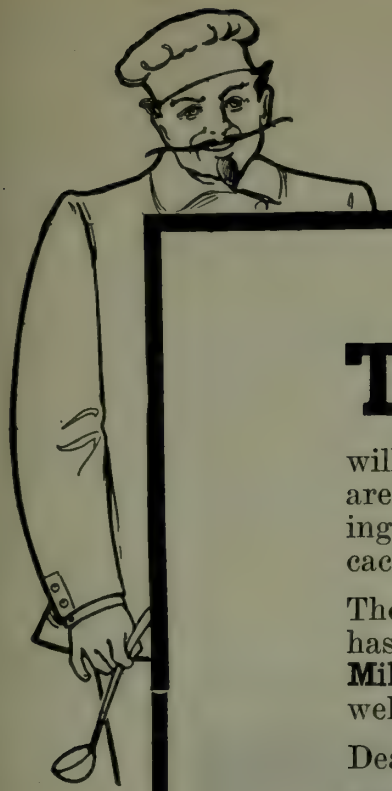
HAVE YOU JOINED HANDS

with the many wide-awake and aggressive dealers in giving the public a GOOD Coffee—that can be made in a moment. Increase your trade and profits with KIT COFFEE.
Send for price list and samples.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO



The Best Chef

will tell you that Borden's milk products are a valuable asset in the kitchen for cooking and preparing all manner of table delicacies.

The test of the public for over half a century has proven that **Eagle Brand Condensed Milk** is unsurpassable for general use as well as being a perfect infant food.

Dealers will make no mistake if they feature

BORDEN'S

The whipping qualities of **St. Charles Brand Evaporated Milk** (unsweetened) is one of the features that has made it so popular with most cooks. When whipped it is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Customers appreciate these qualities.
Reindeer Coffee combined with milk and sugar is most compact, convenient and economical. No waste, made at a moment's notice by simply adding boiling water.
Dealers can add to their profits by recommending these lines.

Borden Milk Co., Limited

"Leaders of Quality"

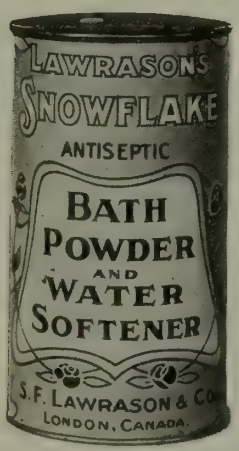
Montreal

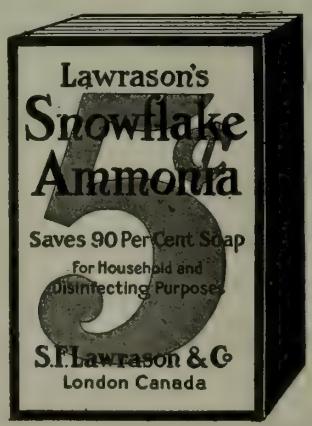
Branch Office : No. 2 Arcade Building, Vancouver

For every 1000 gals. of Hard Water used, there is 70c worth of Soap wasted.

This information comes from the Encyclopaedia Americana and will make a good talking point for dealers in recommending and selling Lawrason's Snowflake Bath Powder and Snowflake Ammonia — two powerful hard-water softeners.

Lawrason's Snowflake Bath Powder makes the bath a refreshing delight. It is perfumed and antiseptic, and is unequalled for softening hard water. Lawrason's Snowflake Ammonia is backed by a guarantee of $500 that it equals in cleansing power any similar powder on the market. It softens hard water.





Write at once

S. F. Lawrason & Co.

LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.

AYLMER CONDENSED MILK CO.

LIMITED

Factory, Aylmer, Ontario

HEAD OFFICES **HAMILTON, ONTARIO**

EAT

"Simcoe"

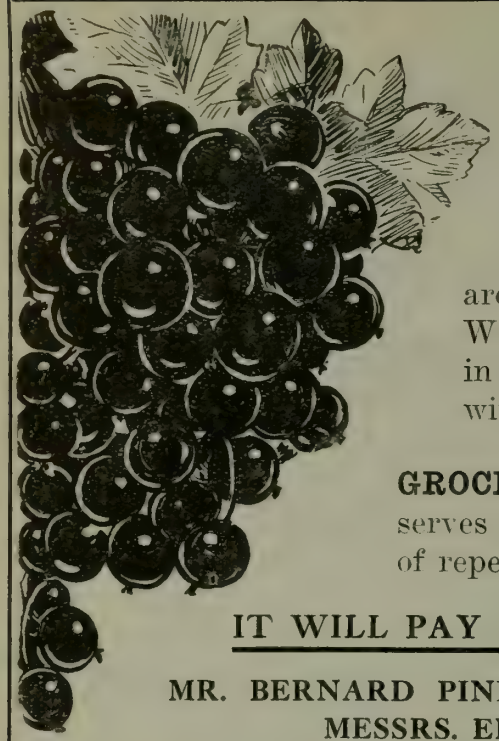
Cheaper and as nutritious as meat.

A profit maker for the wide awake Grocer.

Baked Beans

DOMINION CANNERS, LIMITED

HAMILTON, ONT.



ENGLAND'S FINEST JAMS

are manufactured by us. It is a bold statement but it is true. We buy in enormous quantities, and have the choice of fruits in England's finest orchards. Our model factory is equipped with modern appliances, and is always open to the public.

GROCERS MAY CONFIDENTLY RECOMMEND our preserves to their most fastidious customers—they will be certain of repeat orders.

IT WILL PAY YOU To apply for full particulars to our special representatives.

MR. BERNARD PINK, c/o Canadian Grocer, E. T. Bank Bldg., MONTREAL
MESSRS. EMERSON, BAMFORD CO., VANCOUVER, B.C.

E. & T. PINK LIMITED LONDON, ENG.

COOKS FRIEND

THE COOK'S FRIEND BAKING POWDER
FOR RAISING ALL KINDS OF BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share ?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal

CENTURY SALT

TRADE MARK

OUR AIM IS

to supply every kitchen, every table and every dairy in Canada with the best quality salt. We have succeeded in producing a salt of unsurpassable quality and purity — CENTURY SALT. Your stock, Mr. Grocer, is not complete without it—if you have it, it will pay you to assist in the distribution.

THE DOMINION SALT Co LIMITED
SARNIA ONTARIO

CLARK'S PORK and BEANS

Are indisputably the best sellers on the market

CLARK'S ADVERTISING IS BOTH EXTENSIVE AND EFFECTIVE and is backed up by the very HIGHEST QUALITY Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans is UNIVERSAL, and exceeds many times over the demand for any other brand.

Clark's Pork and Beans are essential to you.

W. CLARK, - MONTREAL

Try Chateau Brand Concentrated Soups. Every Variety.

The Jams and Jellies Our Fathers Knew

were the kind our grandmothers "put up" in the early fall. Sometimes they "kept" and sometimes they spoiled.

Science has stepped in, and today the leading brand for Purity and Quality is the E. D. S. Brand. Only the choicest fresh, ripe fruit is scientifically prepared in a sanitary and modernly equipped factory producing a product that is even superior to those that "Mother used to make."

You will have little difficulty, Mr. Grocer, to convince your customers of the deliciousness of E. D. S. Jams and Jellies.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

OXO CUBES

The Fastest Selling Specialty in the Grocery Business

OXO CUBES are selling by the millions. Their success is enormous They have proved their value to the consumer—and their money-making powers to the dealer. The constant OXO advertising—in newspapers and magazines—has taught the women of Canada the possibilities of these marvellous inventions. To-day, the grocers are reaping the benefits, in the enormously increasing sales of OXO CUBES. Don't confine your buying to the 10c. and 25c. tins. Stock the 50 and 100 cube tins as well. Hundreds buy these larger sizes and use OXO CUBES regularly for Soups, Gravies, Hashes, Meat Pies, etc.

We'll gladly send you a supply of signs, cards, and window bills.

CORNEILLE DAVID & CO.

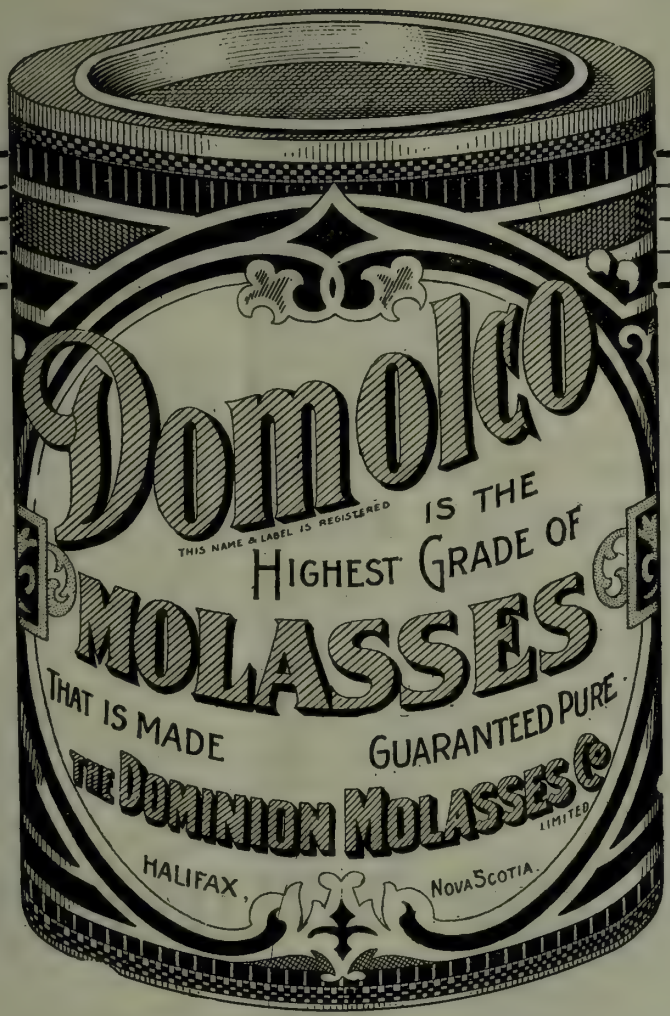
Toronto, Montreal, Winnipeg and St. John, N.B.

OXO CUBES

Delicious and Wholesome

As Delicious as Clover Honey

Not Half the Price



The Highest Grade Molasses

Guaranteed Absolutely Pure

NOTE THE REGISTERED LABEL

ADVERTISING CAMPAIGN NOW ON

Take Advantage of Our Consumer Advertising

by stocking Domolco Molasses and displaying it prominently in your store and window displays. Every tin of Domolco contains absolute proof of our oft-repeated assertion that Domolco Pure Cane Molasses is the best on the market for table use. It is rich, pure, wholesome and appetizing, and is preferred by a great many to the finest clover honey when served with muffins, hot biscuits, pancakes, etc., or used as a dessert.

There is sure to be a demand for Domolco, why not stock it to-day. Write now for a sample order.

The Dominion Molasses Co., Ltd.

HALIFAX, N.S.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

A want ad. in this paper will bring replies from all parts of Canada.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

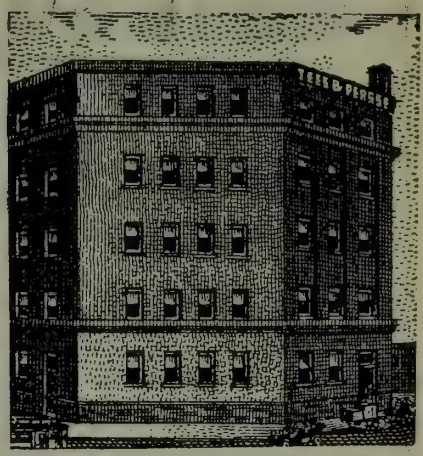
TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



REGINA WAREHOUSE

SASKATOON WAREHOUSE

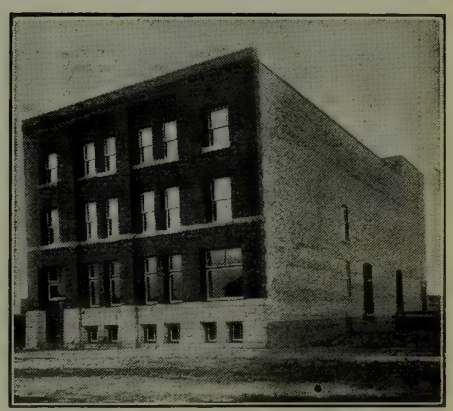
We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

Hirondelle

Marguerite

Catelli

and will be glad to fill all jobbers' orders promptly.

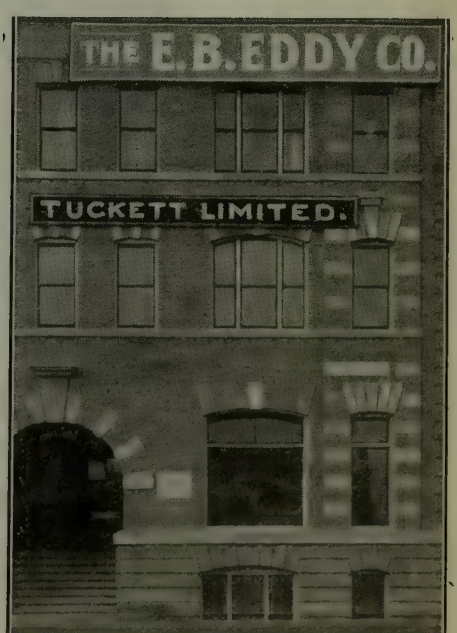


MOOSE JAW WAREHOUSE

CALGARY WAREHOUSE

La Cie. C. H. Catelli, Limitee
Montreal, Quebec

"From the Great Lakes to the Rockies."



EDMONTON WAREHOUSE

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

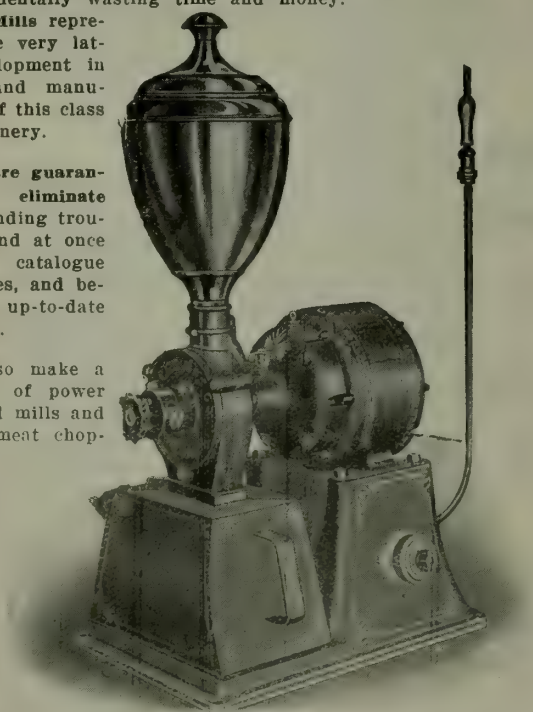
How long have you been guessing?

Trying to find the right Electric Mill at the "right price," and incidentally wasting time and money.

Coles Mills represents the very latest development in design and manufacture of this class of machinery.

They are guaranteed to eliminate your grinding troubles. Send at once for our catalogue and prices, and become an up-to-date merchant.

We also make a full line of power and hand mills and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN

RIDEAU HALL COFFEE

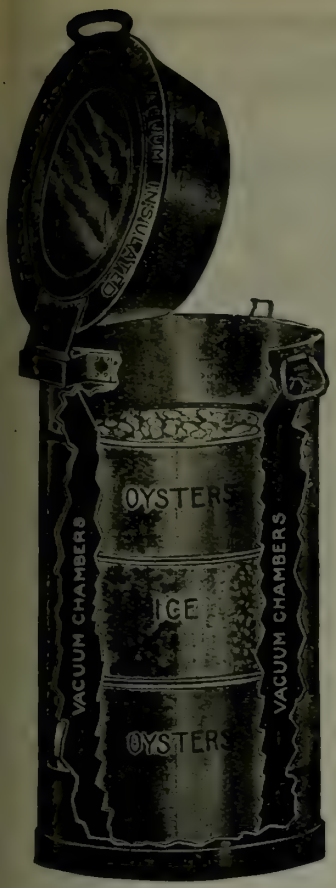
COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO
Western Selling Agents
MASON & HICKEY WINNIPEG



Imposing Factors

¶ The advantage of standing on the "Runways" of the little things is not as a rule fully appreciated. In this enlightened age it is advantageous that the merchant be reasonably familiar with his wares. You can no longer stampede your customers; they have to be shown, and temporary impressions must be avoided for impressions that are more lasting. A little counsel with proper grace is very effective.

¶ The average housewife makes an oyster stew by putting the oysters in the milk when cold; instead, she should bring the milk to a simmer, then put the oysters in; allow the contents to simmer for a few minutes, then serve while hot. Butter and other seasoning can be added to suit the taste. This is one of a hundred little pointers contained in a booklet gotten out by the "Oyster Growers' and Dealers' Association of North America," of which we are members.

¶ The first thousand booklets cost $200.00 for art, decoration, electrotype, etc., or 20c each. It gives practical and scientific information on oyster propagation and culture as well as the food values of oysters as compared with other food products, also one hundred tried recipes. The scientific end is from such men as Professor Julius Nelson and Professor Frederick P. Gorham, men who stand high in their profession and men who mix the practical with the theoretical and thereby ride an even keel.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

¶ November is to oysters what June is to butter; they are in their prime now. The satisfaction your trade experience and the volume of business you do, depends largely on the quality of oysters you obtain, and you should also not overlook the matter of service. We can assure you of all these.

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street TORONTO, ONT.

There's a Good Profit In Selling

CANE'S WASHBOARDS

You Give Every Buyer a Value That Is Appreciated

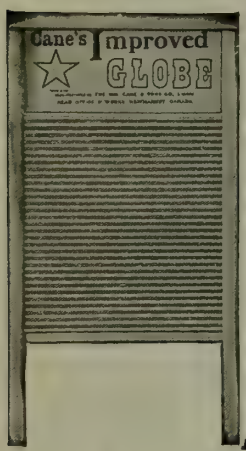
When you stock our high-grade line of washboards you take out a safe insurance against dissatisfied customers and poor profits.

Cane's Washboards represent all that is best in material, design, workmanship and finish, for the money.

We manufacture **13 different styles** and grades so as to completely meet the requirements of the trade.

Send us a trial order and be convinced as to their selling and satisfaction-giving qualities.

Write NOW for our catalogue on **"Cane's Washday Woodenware."**



The Wm. Cane & Sons Company
LIMITED

NEWMARKET, - - ONTARIO

BLOW LOUD AND LONG

Yes, dealers who handle the Dominion Silent Match, have something well worth blowing about.

Dominion Matches are known for their strong stems and good tips—the "all" of a match.

DOMINION MATCH CO.
LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND"
Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity | MONTREAL | Reliability

Everybody is wanting 'CAMP' COFFEE

NOW'S your opportunity to supply it. Sales are rising by leaps and bounds—'Camp' has hit the public taste and it means profit for the grocer.

Get 'Camp' on your counter and in your windows, you'll be surprised how quickly it sells.

'CAMP' COFFEE

R. Paterson & Sons, Coffee Specialists, Glasgow

REGINA CAN HELP YOUR WESTERN TRADE

LOOK at this wheel. It is a rough railway map. Regina is the hub. Each spoke is a railway. Ship to us in Regina at car-load long-haul low rate. We re-ship for you in short-haul broken-lot parcels. You save money. Your customer saves time and money. You have virtually a branch factory and warehouse at the railway centre of the West. Your trade benefits. Your travellers can take rush orders. You can make deliveries.

Write to us, so we may "show you." We want you to know our plan.

REGINA IS THE HUB OF WESTERN TRADE

REGINA STORAGE and FORWARDING COMPANY, Limited
REGINA, SASK.

Sells quickly,
Sells profitably.

Original sweeping compound
Once used, always used,

Cleans carpets, kills moths.
Can't miss the dust.

Lessens labor, saves dusting,
Lays dust and disinfects.

Every housewife should use it,
Every dealer should sell it.

Already the demand is large,
Absolutely lays dust.

Never deteriorates,
No dead stock.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS, BAKING POWDER, JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices. Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN - - - N. B.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

50% PROFIT GUARANTEED

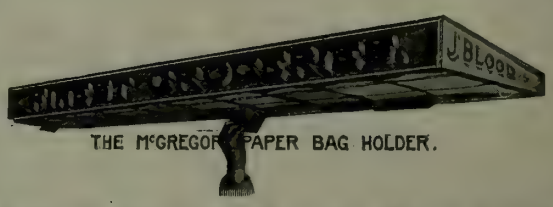
Health and Wealth

Riga Water produces the buoyancy of good health to the drinker and makes for the dealer a good margin of profit. A gentle purgative water that positively cures constipation, and all stomach troubles.

Strongly Recommended by the Medical Board

AGENTS WANTED

La Societe des Eaux Riga
MONTREAL



THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

St. Lawrence
Granulated

Canada's Standard of Quality

Packed in 2 and 5 lb. cartons, 20 lb., 25 lb. and 100 lb. bags.
half barrel and barrels.

Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co, Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

You Should Never Be Without Quick-Naptha

THE BEST 5c line with an extra good margin of profit

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

Remarkable Quality

¶ King Brand (Compound) Jam is a line that is remarkable for its high quality and deliciousness.

¶ King Brand Jams are on the summit for quality and in the valley for price.

¶ Every user pronounces them excellent.

¶ Jam is packed in 5 lb. (friction top) and 7 lb. pails. Glass jars and wooden pails.

ONTARIO BROKERS
Here Is Your Chance

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces - - J. Hunter White
Western Provinces - - J. J. Gilmor & Co., Winnipeg

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

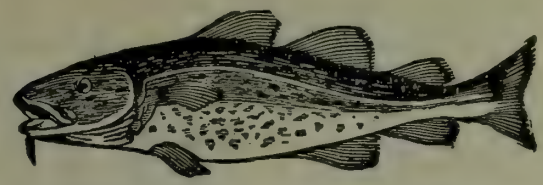
Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St. - - MONTREAL

Remember



Advent! Means Fish Business on a Larger Scale
Advent!
Advent!

Now is an excellent time to test out the fish business.
Just get in a stock and make Advent the beginning.
You'll agree then with all we have told you previously.

A Seller At Any Time---Canada Pure Boneless Cod

BONELESS COD
The Big Seller

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
Eastern Fifties	50 lb. Boxes

Ocean Brand

Haddies Kippers Bloaters
Boutilier's Fillets

WRITE NOW

North Atlantic Fisheries, Limited

Selling Branch: 47 William Street, MONTREAL

MINCE MEAT

We are in a position to fill all your requirements for MINCEMEAT—
We manufacture every pound that we sell, so we are in the position to guarantee the PURITY and QUALITY.

OUR **"OLD COUNTRY" brand---**
has been declared by some of the best chefs in Toronto to be superior to some well known brands of imported mince meat which cost from 4c. to 5c. per lb. more.

IF YOU WANT THE BEST—TRY OUR "OLD COUNTRY"

"OLD ENGLISH" brand
A fancy grade at a little less money than our "OLD COUNTRY." One that will suit the most exacting buyer.

"PROSPERITY" brand
A high grade MINCE MEAT at a medium price. One you will sell and repeat on. NOTHING BETTER at the same money.

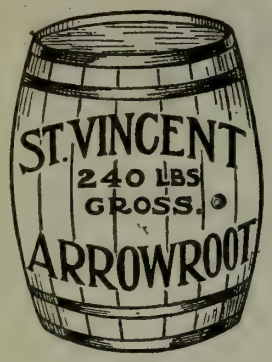
CABIN brand --- Shanty brand

Made from good sound fruit---Excellent quality.

All brands packed in PAILS, TUBS and BARRELS. SAMPLES and QUOTATIONS upon request.

EBY-BLAIN LIMITED

Wholesale Grocers TORONTO



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington, St, Toronto.
L. H. Millen, Hamilton, Canada.

FOR THE CHRISTMAS BAKING

Every home-cook wants her Christmas puddings, pies, cakes, sauces, etc., to be extra good. It is a good time to introduce

Shirriff's

TRUE VANILLA

to her. She will be glad to know about this real extract of Mexican Vanilla Beans. Glad to know that it will make her Christmas dainties even more delicious than they were last year. The real Vanilla flavor will be a revelation to many women, since most women are used to the inferior and somewhat harsh taste of chemical imitations of the genuine Vanilla flavor.

Other delicious Shirriff Flavoring to introduce to her are — Lemon, Almond, Rose Pineapple, Strawberry, Ratafia, and ninety others.

There's a good margin of profit in Shirriff's Flavorings. And it adds to a dealer's reputation to sell and recommend them.

Imperial Extract Co.

Toronto

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OTHER GROCERS SEE THAT IT PAYS TO SELL

"SALADA"

One of our city customers wrote us this week as follows :

"After reading your advertisement in the "Grocer"
"of November 15th, I did some checking up and
"found that on all individual lines I handle, only
"about six articles show me more profit weekly
"than "SALADA." It begins to look like a mistake
"to keep "SALADA" on the back shelf."

We go further, and assert that if Canadian Grocers will carefully go into their profits they will find that there is no article with the possible exception of bread, that shows as large a net profit weekly as "SALADA." They must take into consideration the amount of capital invested, the effort expended in making sales, etc.

"SALADA"
41 Eastcheap,
LONDON, E.C.

"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

More Satisfaction

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. You, Mr. Dealer, will also appreciate the profit of these quick selling lines.

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents :
SNOWDON & EBBITT, Montreal

Club Jelly Powders

Now is a good time to push this money maker. It is a line that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS

Toronto and Montreal

The Mother and the Child

Too often the food of children proves more harmful than good. Introduce ROBINSON'S PATENT BARLEY and PATENT GROATS and the mother will thank you.

Patent Barley is specially used for children up to nine months of age. PATENT GROATS then alternated with the BARLEY forms a healthful diet.

ROBINSON'S PATENT GROATS and PATENT BARLEY are the scientific preparations of the finest oats and barley and are the foods for old and young.

GET THE BEST TRADE WITH THESE FOODS.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL
30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A simple but attractive display of medium high-class lines which produce fair profits. This window was shown by A. G. Bain & Co., Hamilton, Ont.

Increasing Sales on "Good Profit" Line

How the Window Backed up by Organized Salesmanship Inside the Store Makes Strong Selling Force—Display of Semi-Luxuries Shown Recently in Hamilton Window—Importance of Selling as Many Profitable Goods as Possible—Frequent Changes in Display Emphasised.

Scarcely enough attention is paid by many retail grocers to what may be termed the semi-luxuries. These include goods which possibly the consumer could get along without, but which are bought up in large quantities by the wealthy and middle classes.

It is on this class of food products that the dealer can make a fairly good profit and that is an important reason why more selling force should be placed behind them. As a retailer in a recent letter to this paper stated, there is very little profit in many cases on some of the necessities of life such as butter, eggs, potatoes, etc. Competition is so keen in his locality that he cannot make much more than 8 or 10 per cent. on such lines and they are lines that form half, if not more, of the annual turnover of a retail grocer. If cost of doing business is from 14 to 18 per cent., where then, is the merchant to profit unless he does sell many of these high-class, semi-luxury lines?

The accompanying window is a splendid illustration of how these goods can be effectively displayed. It was one shown some time ago by A. G. Bain & Co., retail grocers of Hamilton, Ont. The Bain store is situated in the heart of the city on a street where there is an extensive traffic. It thereby has the opportunity of attracting trade from a wide area. The opportunity is made valuable use of by bringing the window into play.

The display includes olives, kippered herring, potted meats in glass, sardines, soups, corned beef, canned tongue, canned sausage, etc. The simplicity of the display itself backed by the attractive selling made it a strong seller, as are all the windows of A. G. Bain & Co. A glance at the picture will show a fine symmetrical arrangement. The pyramid style is used for goods in the background with an occasional article lying flat on the top. On the floor in front, olive bottles are lying in white excelsior with a definite arrangement carried out. The four show and price cards are artistically lettered and they assisted greatly in the selling.

Window dressing in the Bain store is looked after just as systematically as the display shown here is arranged. Once a week each of the two large windows is newly dressed, the work being done under the direction of Mr. Bain himself. He is a firm believer in the selling power of a good display and insists that his windows be always attractive and strong in the art of drawing business.

Mr. Bain argues that when goods of a semi-luxury character are placed in stock, the dealer must get behind them. The fact that the profit is always fair makes it worth while. These are goods which will not sell themselves. They must be backed up by aggressive selling work on the part of the entire staff. Every opportunity must be seized to move them out. In addition to using the window, A. G. Bain & Co. display the same goods inside, thus insuring that every one's attention is drawn to them. "There are not $25 worth of unsaleable stock on our shelves," was the remark made by one member of the firm, indicating how well this high class stock is moved out when attention is given it.

The experience of this firm can well be turned to good effect by all dealers in districts which include some fairly well-to-do people. Women are constantly thinking of dishes for lunches, afternoon teas, receptions, etc., and among the high class semi-luxury lines can usually be found the goods they want. A great part of the work of the sale's staff lies in becoming thoroughly acquainted with such goods and in suggesting one or more of them at the psychological moment. "I wonder what I'll get for lunch," can then be met with the suggestion that canned or condensed soup, tongue in glass, sardines in olive oil, olives, etc., be used. Many stores are making good money in this way and if more would undertake to push the high class lines, the grocery trade would receive a much larger revenue annually.

As stated above, profits on these goods make it worth while to push sales. The majority of the staples sell themselves, and, while staples should not be overlooked, much of the energy of the selling staff should be directed to the others. The Bain store is a concrete example of what is possible. One of the two windows is never without a good showing of semi-luxuries. Olives for instance, are displayed the year round—not for the want of something to show, but because they sell and produce good profits.

Christmas Trade Main Feature of December

Early Efforts Should be Made to Move Out Goods for Christmas Baking—Dried Fruits, Peels, Nuts, Icing Sugar and Spices Among the Most Important—Mincemeat and Plum Puddings Will Be Good Sellers—Season for Fish and Oysters Here—Advent Begins December 1—Good Use Should be Made of the Window.

The main pivot around which trade in December revolves, is the fact that Christmas comes during that month. It affords great opportunities for the live retail grocer.

The dealer should give particular attention, especially during the first part of the month to all those lines which enter into the make up of the Christmas cake and plum pudding. Every day nearer the festive season, means less chance of selling these lines, so that this trade should be gone after strongly at an early date. Raisins, currants and peels are perhaps the most important items, but there is a long list of other goods which should not be forgotten. It includes such lines as dates, figs, flour, molasses, mincemeat, spices, plum puddings, nuts, flavorings, icing sugar, etc.

Get Behind Quality Goods.

Every dealer will find it to his advantage to sell the best grades in these goods. The Christmas cake and plum pudding are the most important creations in the baking line the housewife attempts during the year, and the average woman does not want to take any chances on its goodness, even for a considerable difference in price of the material. Many dealers feature this point to good advantage, pointing out the folly of taking chances by buying poor quality goods.

The window can and should be turned to good use by every dealer in promoting the sale of Christmas baking goods. They are all lines that lend themselves readily to good display and some excellent trims can be prepared. This should be given special attention during the first couple of weeks of the month. After that, the dealer may feel it more desirable to show other lines such as Christmas gifts and nuts and candies. Many dealers who have two display windows, start showing nuts, candies and fancy lines in one, soon after the turn of the month, still devoting the other to baking goods until close onto Christmas. There are always a certain number who leave the making of their Christmas cake until rather late, and it is to catch these, that a display is kept in the one window.

Confectionery and Nut Month.

December is the month in which confectionery and nuts, take a big step to the front, and they should be made an important feature by every dealer. The reason for this is obvious. People will be buying a certain quantity anyway, and the best time to push an article is when it is wanted. However, the grocer should realize that demand for these lines is by no means a fixed quantity. It can be increased materially by proper methods, window and interior display being an important factor. The season of long evenings around the family hearth, and of many social gatherings, is here in real earnest, and thus the suggestion of nuts or confectionery should bring good results. As the festive season draws closer, extra attention should be devoted to these lines.

Prepare for Trade in Poultry.

Next in importance, or perhaps equally so, to the Christmas cake for Christmas, is poultry. At any rate, it is essential and as the housewife knows she will be wanting some variety for the occasion, there is no reason why her order should not be secured in advance. It would be to advantage of both customer and dealer, as the customer would be sure of her requirements, and the dealer would be better enabled to arrange for his supply. For this reason, it behooves the grocer to sell and arrange for his supply of poultry as far in advance as possible.

Special Fish Season Here.

The first of December marks the opening of Advent—a season when fish will be in special demand, and for this reason should receive special prominence in the grocery. There is no reason why dealers who have not yet commenced the handling of fish, should hold off any longer. Supplies are on an extensive scale, the weather is favorable for handling, and the public will now be wanting the goods. Oysters is a kindred line that should sell well. The quality is now such as to appeal to the customer, and there should be many oyster suppers during the month. The number can be increased by the dealer suggesting this line in display and advertisement.

Entering now upon the threshold of the last month of the year, the dealer should put forth his best efforts to make it, as well as the total for the year, a record one in point of sales. The month is rich in opportunities and they should be realized on to the best possible extent.

This is one of the months of the year when advertising should be specially used. Good strong copy in the local paper about the goods peculiar to this season which you have to offer, combined with careful attention to display and personal salesmanship should be productive of good results.

As pointed out before, trade during the month centres around Christmas and it should be the aim of the dealer to get the public filled with the spirit of the occasion, as early in the month as possible. It gets them thinking about the day and promotes purchasing. Extra trade can be induced by putting the shop and window in holiday trim early in the month.

DOLL CONTEST TAKES WELL.

McKay & McCaw, grocers, Dundas St., Toronto, who have a store also at corner of Arthur & Shaw Sts., managed by Mr. McCaw, have a doll contest in connection with both stores with a view to increasing December sales. The dolls are grouped around a small table, each with cup and saucer placed before her on the white cover. The two dolls to be given as 1st and 2nd prizes in the Arthur and Shaw St. store, were dressed by Mrs. McCaw, who has shown taste and skill especially in the millinery portion of their attire, while the 1st and 2nd prize dolls in the Dundas store window were dressed by Mrs. McKay, the respective wives of the partners. Mr. McCaw reports that there were 30,000 votes at last year's contest, and great excitement prevailed on the closing day, when the prizes were awarded to the successful competitors. The entrance to the store was completely blocked for a time, and Mr. McCaw, whose interests then were entirely confined to the Dundas store, declared you would have thought it was election night.

In our issue of November 15, a window display of the Hudson's Bay Co., Kamloops, B.C., was reproduced in The Grocer. It was stated that this window was dressed by R. George, but now we find that E. F. Williams was the trimmer. Mr. Williams dressed also the 1911 Christmas window of the above company, which appeared in our Fall Campaign Number.

Collecting From Good, But Slow Pays

Good Advice on How to Deal With the Man Who Has the Money But Who Neglects His Grocery Bills—A System Gathered From Experience — Dealer Must Have Business Well Organized to Follow Up Promises Properly.

*By T. F. McDowell.

To keep accounts well collected and still retain your customer's trade is of great value to your business. Engine and rudder steer the ship at sea. Money and experience steer the ship of commerce. The great percentage of failures rests on not knowing how to do business and in failing to collect for what you have sold. One reason for forming associations and having our protective lists is to avoid becoming entangled with people unscrupulous in settling their accounts. The banker must know something of your personal record and your worth before you can secure a line of credit. From our commercial agencies they gain this information, to verify your personal statement. Why then should we not make every effort to put our protective lists in such shape that the grocer, the meat dealer, the hardware merchant, or any one doing a credit business may obtain such information that will justify your first step in opening an account.

We might ask ourselves, "Why people who can pay, don't pay? Do we find this class of people behind in their insurance policies or their obligations in transactions in which their personal worth is in danger? Very seldom.

When his premium is due to his insurance company he realizes that if it is not paid his insurance becomes worthless, and at the expiration of thirty days he must, if not then paid, lose the risk. Against this obligation he is confronted with new medical examination if he wishes reinstatement. Time has elapsed since his former certificate of good health and he may now be physically unfit, but he prevents all this risk and pays his insurance when due.

What a revolution in trade we would have if our accounts were settled when due. Some people assume obligations with the idea that if they get short of cash at any time the grocer can wait, but he (the customer) finds money to pay his insurance. Our several associations, and those affiliated in one, The B. C. Retail Merchants' Association now in convention, can do a great work to establish prompt settlement of accounts. It is the duty of every member of a retail organization to report to our secretaries those customers who are unscrupulous in their payments.

*Mr. McDowell is a Vancouver, B.C., grocer, who is making good in that city, where he has been in business for several years. He is a native of north-western Ontario. This address was given before a convention of merchants recently, and is so full of valuable suggestions that it should be read by every dealer.

A Practice to be Stopped.

Suppose you are in business in Vancouver and you approach your customer whose account is past due. He reports by saying, "Why do you bother me about a cheque? When I lived in Victoria my grocer waited three months for his money." Or he might say, "Before I opened my account with you I dealt at your neighbor's grocery and he never asked me for money; now, if you don't want my account under these conditions I will deal elsewhere."

Now, gentlemen, this is the point I want to bring out: Let us stop this now and forever. None of us want to lose a good customer if he is well-to-do, but we want to feel that our neighbor grocer will act as we have, and not allow such dilatory settlements.

Mr. Smith may speak to you in regard to opening an account before he settles with his former grocer, but if he finds a rule prevailing among tradespeople (not only grocers) insisting on prompt settlement, he will in all probability remain with you, and pay up.

Under Obligation to the Dealer.

Let us now deal with Mr. Jones. He approaches you for credit; he finds it more convenient to order by 'phone, pay by cheque, or his income may demand a certain time of settlement. Do you transact this business over the 'phone with a man you do not know personally, or only by reputation? Never. He is asking a favor; he must come to your place of business. Now is your time to arrange details. Personality must play a great factor at this meeting. You must show a certain degree of independence; impress the idea on your likely customer that you are in business to cater to his requirements and to please. In making these arrangements, state your terms, then give him the privilege of stating his time of settlement. If your date is the 10th of the month following statement and he pays all his household bills on the 15th, by all means grant him his request, by thus consenting you gain your first point, but make a record of it.

Recording Transactions.

The system for this purpose is very simple. A little cabinet file with several cards divided in sections A, B, C, etc., and on one of these cards you write thus:

Name .. ..
Residence ....
Owner of Residence .....
Residence or Office 'Phone .....
Previous Grocer ....
Date of Settlement as Arranged .....
....

Also leave room on these cards to record any court transactions which you may obtain from Bradstreet's or Dun's weekly reports (for the best of us sometimes get into trouble).

I believe it wise to enclose in your first statement to a customer a memo of this description:

Dear Sir,—
To avoid any misunderstanding in connection with the payment of this account, we respectfully state the terms of settlement as arranged to be August 15.
Faithfully yours,
Name ....

Account Not Likely Forgotten.

As a rule, the grocer's statement when received from the mail is opened by Mrs. Jones. At a glance she sees the arrangements (probably Mr. Jones has not told his wife of these terms) thus she is likely to keep busy Mr. Jones posted about August 15, or date agreed upon. If the account is not paid on August 15, send him an account rendered, and enclose one of these little notices which I have just mentioned. This transaction should be recorded in your collection journal, and a date set for renewed action in case of default. On that date your next action is to get in touch with him over the 'phone, speaking to him courteously and asking him for a cheque. He may say, "I will send you a cheque on August 25." "Thank you, sir," should be your reply. Record this date in your collection journal. August 25 passes and you have not received his cheque. Before you close business on this date attend to Mr. Jones in some way. I would suggest a letter like this:

Dear Sir,—
We respectfully draw your attention to your July account for $59.45, which you failed to settle to-day, according to arrangements made August 20.
Yours truly,
Name ....

Next morning he opens his mail and is confronted with this letter. "By jove,

(Continued on page 29)

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

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CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston

Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.

Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—
France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, NOV. 29, 1912

SELLING CHRISTMAS GOODS EARLY.

The sooner the dealer creates a Christmas atmosphere about the store, the sooner will he sell Christmas goods. December makes its bow in a couple of days, and with its arrival every grocer should begin plans for a bigger trade than corresponding month of a year ago.

Already many dealers are showing attractive windows of new dried fruits and other baking material. Grocer representatives have observed these all over the country in some of the most progressive stores. They are bringing in business that could not be secured in any other way until a couple of weeks prior to Christmas Day.

Getting the public to shop early benefits the retailer in still another way. When the bulk of the Christmas trade is forced into the last three or four days, good service cannot be rendered and this is sure to cause complaints. Neither can the proper attention be given to wants of regular customers. But when these have been educated to buy early in December, sales of extra goods —goods over and above those actually asked for—can frequently be made. This is what increases sales and makes the month's business supersede that of a year ago.

CO-OPERATIVE STORE HANDICAPS.

In two or three cities and towns in Ontario there are efforts at work at the present time to establish co-operative stores. These, as has been frequently explained in the past, are merely joint stock companies with an overabundance of small shareholders, usually an unwieldy number, if we are to judge from the success and failures experienced in this country already.

The cry that brings in the shareholder is, of course, "the-high-cost-of-living." This is alleged to be largely due to excessive profits charged by the retailer. At the very beginning, therefore, co-operative stores are under a serious handicap because of this belief.

As anyone who has been in the grocery trade in this country knows, there are many staple lines of groceries that no one except a legitimate retailer can purchase, and they must be bought from legitimate wholesale grocers at prices set by the manufacturer. These include certain well known brands of sugar, cereals, starch, syprups, canned goods, soaps, etc., etc. Co-operative stores cannot buy such goods any cheaper, and how they can sell them much cheaper than retailers is a difficult question to answer, if any kind of service is to be rendered.

In Great Britain and Germany the success of these enterprises has been largely due to national habits of thrift and density of population. A Scottish or a German housewife, it is said, will walk some distance to make a small purchase at the co-operative store. She is prepared to put up with inconveniences in complying with the regulations of the society. But the temper of the people on the American continent is different. Minor rules and regulations are apt to be resented by the average housewife here. Students of the movement in the Old Country declare it is the eager desire to save on the part of the housewife that permits of the success of co-operative societies there.

In Canada during recent years there have been many co-operative stores established. A few of them are no doubt making money, but from all appearances the majority have failed in their hopes. The prospects are therefore not very bright for the co-operative store stock subscribers in this country.

LET CHEAP HELP DO CHEAP WORK.

Not many days ago in an Ontario store, a high-priced clerk was found sorting out bags in a rear storehouse. At the same time there were several customers in the store and a junior clerk was serving them, or at least trying to.

This looks like a case of bad policy on the part of the merchant.

The clerk did not really object to this less agreeable work because he felt it was his duty to do that which his employer wished. He was not there of his own accord, however, and would rather have been selling goods.

His employer had asked him to do it, while a clerk of much less experience and who was sadly lacking in the qualities of salesmanship was detailed to serve customers. It is probable that if the duties of the two clerks had been reversed, the total sales for that afternoon would have been much larger, for the elder one was a good salesman. But this dealer apparently had not learned the wisdom of allowing the cheap help do the cheap work.

There are many other merchants pursuing a similar policy. A high-priced salesman is frequently given some work of lesser importance when he might better be employed in selling goods.

A high-salaried clerk should be kept at such work as will allow him to bring returns in proportion to his wages and the cheaper help given the cheaper work. The merchant should use his judgment in deciding on the work of each clerk.

DECEMBER A FISH MONTH.

With the opening of the Advent season on Monday next, the retail grocer who sells fish has a splendid opportunity to increase sales. Advent marks the time when frozen fish comes once more for attention, and as there is always an extensive demand for it, a variety stock is certainly worth while just now.

Fish should not simply be kept in stock in view of the existing demand. If this is the case, sales will not be large unless the community is composed largely of people who observe Advent. That does not at all mark the extent of sales. Scores of others buy fish when it is brought to their attention. There is always a feeling

abroad that some of us consume too much meat. Whether this is true or not, a great many believe it, and on this belief the trade can do some effective work.

During December, therefore, fish and oysters should be energetically sold. A great many dealers already get behind these lines, and the turnover on them warrants their efforts. Others can do the same. A stock of frozen fish is easily handled with none of the attending difficulties which mark the hot summer season. They can be displayed advantageously in cool weather and with the assistance of show cards and advertising, displays can readily be turned into profit.

Now is the time to sell fish. It requires little energy to create demand; stocks can readily be kept without fear of loss and the Advent season is here. Now is surely the psychological moment.

BE PROTECTED AGAINST FIRE.

At this time of year retailers should take a look at their fire insurance policies. Around Christmas time decorations are usually added to the store interior, and if these are of an inflammable character, the retailer is apt to lose in case of fire.

In connection with this matter the Fire Underwriters' Association has issued the following circular which all should read carefully:—

> "Following our usual custom at this season of the year, I beg to call your attention to the dangers to life and property from Christmas decorations, displays, etc., which are frequently made at this time of the year. The use of Christmas greens, harvest specimens, and other inflammable materials, such as draperies, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.
>
> "The statutory conditions of your insurance policy read in part as follows: 'Any change material to the risk, but within the control or knowledge of the asured, shall avoid the policy as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent.' "

The danger to life in stores in case of fire is so great in view of possibilities of a panic, that every precaution should be taken by the trade to prevent the slightest possibility of one occurring.

CUSTOMERS ENTITLED TO SATISFACTION.

"When buying goods, I always consider quality as well as price and in that way I give my customers the satisfaction to which they are entitled."—A. H. Schweitzer, Berlin, Ont.

In the above brief statement, there is an important point for the dealer who desires the continued confidence of his customers. Price without quality is a poor foundation on which to work. It may be suited to the here-and-there merchant who disappears in the night, but for the man who wants to build up a reputation—to secure a good-will worth while—this policy is a great handicap.

As this Berlin dealer intimates, customers are entitled to satisfaction. They know this is due them and if they cannot get it at one store, they go where it can be secured. The grocer with his ear to the ground will easily discover this. When a woman buys a package of butter from her dealer, she expects good butter. If it is not, her butter account at least, is usually transferred elsewhere. Same applies to other lines such as bacon, eggs, cheese, tea, coffee, etc.

Articles of quality must be selected and customers must be given satisfaction if the business is to grow to any proportions.

GETTING AT THE NET PROFIT.

Simmered down to rock bottom, the most important duty of the dealer is to keep in touch with ihs net yearly profit.

To do this he must know his yearly expenses and yearly volume of business. He must know on the one hand his cost of rent, light, fuel, salaries of employes, horses, wagons and upkeep of same, insurance, advertising and sundry expenses, and on the other the gross amount of business done, gross percentage of profits and gross profits. By deducting total expenses from gross profits, the all important figure looms up.

The aim of every dealer is to have the net profits as large as possible. To do this, the greatest possible business must be done at the least expense. How can this result be brought about unless he knows his exact expenses, his cost, his exact sales and the value of the goods in stock at the beginning and end of the year? This is the information every dealer should be assured of at the end of every fiscal year of the business. To get this requires but four things—an expense book, a cost book, a sales book (or their equivalents) and an inventory.

If expenses are known; if invoice cost is known; if total sales are known, and if the quantity of goods in stock at beginning and end of the year are known, how easy it is to know the net profit. Every dealer's business instinct demands this knowledge and those who haven't got it are running counter to what their business instinct calls for.

EDITORIAL NOTES.

Now for a record month to finish up the year.

* * *

Appropriate decorations in the store spread the Christmas spirit and promote buying for the festive season.

* * *

Opening of Advent brings with it the first big fish season, and every dealer should profit by the added opportunities.

* * *

Getting money regularly from the man who can but doesn't pay is a work in which every dealer should be an adept.

* * *

Fortunate indeed is the housewife whose Christmas cake recipe calls only for a limited number of new laid eggs this year.

* * *

Successful salesmanship from the clerk's standpoint, consists largely in giving service and in the exercising of taste in personal appearance.

* * *

To hear some people talk, one would think the dealer is not entitled to any profit when he sells to the consumer. The fact that he gives a service is seldom taken into consideration.

A PAGE OF VALUE TO THE GROCERY CLERK

The Clerk of to-day is the Merchant of to-morrow

Because the clerks of to-day are the merchants of to-morrow, there is a great reason why every clerk should study thoroughly every phase of the retail business. His studies must include the all-important phase of Selling more particularly than anything else. It is a salesman that the employer needs more than anything else, and there are probably more positions open in the country to-day for salesmen than for any other class of men.

The merchant must not only be a good buyer; he must be a man who can organize his selling force to get the maximum amount of business. The clerks of to-day who are the merchants of to-morrow must, therefore, be men who can sell.

* * *

As a bright young salesman remarked to the writer recently, the matter of personal appearance and approach has much to do with making sales—even more than the majority of people are inclined to think. When a clerk who is slovenly dressed — dirty linen, dirty clothes, uncombed hair, etc.—attempts to make a sale he is handicapped before he ever opens his mouth. He may take an order but as far as selling anything else is concerned, he has little chance. The salesman must be cleanly attired, smart on foot, with a keen eye and clear head.

* * *

The clerk without the power to concentrate is far from being a salesman. When a customer is before the counter and one's efforts are directed to selling her goods, she and her requirements must be concentrated upon. That a rolling stone gathers no moss doesn't apply here. "Look the customer straight in the eye" is a maxim of all good salesmen and "concentrate alone on the work of selling that customer." When the clerk's eye wanders about the store it is impossible for him to properly appreciate the thoughts of the customer. The straight eye holds attention and secures, too, the undivided attention of the customer.

* * *

Have you, as a clerk, ever introspected your method of approach? When a purchaser enters the store and it is up to you to serve her, what is your attitude towards her? Have you ever given this special study or thought? If not, it is worth while looking into. The difference in results between the indifferent and don't-care-whether-you-buy approach and the gentlemanly, attentive clerk is frequently wide. To the employer, it often means the loss or gain of customers. It should not be forgotten that the employer notices all these things. If he doesn't, and pays no attention to them himself, he is not destined to any prolonged success. The approach that bespeaks interest in the customer's wants, and confidence that you can give the service and satisfaction looked for, is what attracts trade, sells goods above demand, and brings back the purchaser day after day.

* * *

No clerk can do best work in selling unless he knows the goods. The first requisite of the men who sell such appliances as the cash and credit register, the silent salesman, computing scale, etc., is that they know all there is to know about them. Where they are made, what they can do, how they overcome this or that—these are things that must be known by the seller destined to be successful. Same applies to the clerk in the store. Every clerk should know where the best coffee comes from, why it is best, and all reasons why he recommends it. He should know what there is to know about various brands of canned goods, tea, baking powders, meat sauces, olives, etc. It is his aim to sell the best and this can only be done when he is fully acquainted with all.

* * *

In this matter of knowing goods, the employer always plays an important part. The latter knows, or should know, his stock and he should have some methods to impart what he knows to the clerks. Too often the dealer gives only meagre information. When the price of an article, for instance, advances, he merely informs the staff of the advance. The reason for it is not stated and when a sale is made the customer is informed that the price has gone up, with the probably meaningless addition that this has been necessary on account of "the high cost of living." If currants or figs advance, and the cause is the Balkan war, the clerk should know this so that he can sell intelligently.

* * *

In selling goods from the retail store display takes a prominent place. The displaying of goods is something with which most clerks have to deal both as to interior and window arrangement. Many sales are made in this way and the credit of them should go to the one who constructed or arranged the display. The ambitious clerk is a believer in the power of showing goods and he has ideas enough to make displays that sell. In many of our large Canadian stores, window trimmers are paid substantial salaries for showing goods only. They are experienced men and because they produce windows that sell, they deserve good salaries. The art of display is assuredly one of the accomplishments of the retail clerk.

* * *

Another important acquisition to the salesman is accuracy. He must be accurate in his statements, in his counting, weighing, measuring, and in that portion of the book-keeping he has to look after. Too many errors are made with the counter check book. This breeds dissatisfaction among customers —particularly if the error is unfavorable to them. Accuracy in weighing is very essential. If underweight is given, there are bound to be suspicious buyers and if overweight, the dealer loses. This is all a part of the good salesman's work. He must be accurate before he branches out on life's journey alone.

* * *

In subsequent issues, a number of the above points and others will be taken up and illustrated with concrete examples. The Selling of goods will be dealt with exhaustively as this is the pivotal point in the life of every clerk whose future plans are for a business of his own.

Co-operation With Retail Trade Suggested

Speaker at Meeting of Canadian Credit Men's Association Advises Assistance to Retailers in Getting Amendment to Garnishee Act Passed—In Return Association Would Like Aid to Getting Bulk Sales Act in Force—No Honest Man Could Object to Either, He States—Objects of Association Exemplified.

Toronto, Nov. 28 (Special).—At the monthly meeting of the Ontario Division of the Canadian Credit Men's Association at McConkey's on Friday night last, L. J. Ball, the secretary, gave an address on the aims and accomplishments of the association. A full and complete explanation of the work being done, illustrated by lantern slides of the several forms used by the association, was made. One of the points touched upon was the fact that many retailers do not carry sufficient insurance. One thing the association is doing, is persuading many retailers to put on more insurance—a good thing, it was explained, for both wholesaler and retailer, as it affords protection for both.

Several of the members testified to the benefits they have received since joining the association, among them being H. D. Eby, of Eby-Blain, wholesale grocers, Toronto.

E. Leith, of Balfour, Syme & Co., wholesale grocers, Hamilton, gave a number of actual instances of how his firm have saved money by the association's reports. Speaking of the Bulk Sales Act, which, as the chairman, A. G. Malcolm said, would again be brought before the Ontario Legislature during the coming session, Mr. Leith said:—"This is one law that we certainly should have. It has been pointed out that it did not go through at the last session because of the opposition from country districts. I suggest that our attention be given to the retail merchants throughout the country, to show them that it is for their benefit as well as ours."

"I was reading in the 'Twenty Years Ago' column of The Canadian Grocer a few weeks ago that the Hamilton Grocers' Association of 20 years ago were trying to get a law passed to have laborers paid once a week by the large corporations. This was so they could get what was coming to them, and it could not be objected to by the honest man. In the same way the honest retailer cannot object to a Bulk Sales Act. In fact, it is to his advantage.

"I suggest that we co-operate with the retail merchants. Let us help them and let them help us. At the present time they are trying to get a bill passed reducing the amount of exemption in garnishment from $25 to $10. The honest man cannot object to this, any more than can the honest retailer object to the Bulk Sales Act. Why not help the merchants to get this legislation through, and in return get them to use their influence on their local members to get the Bulk Sales Act passed."

The membership of the Ontario division is now 158. A campaign is being undertaken to raise it to 200.

COLLECTING FROM GOOD, BUT SLOW PAYS.

(Concluded from page 25) ..

I forgot that matter yesterday, I must send him a cheque at once," he says.

A collection journal is a book with consecutive days and dates and on each day and date have plenty of room to record different transactions such as:

Call on Mr. Jones for July account by request.

Mr. Smith promises a cheque by mail to-day.

Mr. White's note on account due to-day.

Sent Mr. Blank a statement on Aug. 15; he promises to pay to-day.

Sent Mr. Kelly a statement August 15, unable to get in touch with him; write him again to-day, etc.

When you have sent your accounts out, take from the ledger a list of names of every account owing, and their amounts. You know by so doing how much each person owes you. Accounts should be in alphabetical form, and when payments are received make it a daily duty to mark "paid" opposite their amounts, or if paid on account mark "paid on account $20.00." On the 15th look over this list and make what I would term a collection list. On this list you have before you the balance of your unpaid accounts. Watch them carefully.

Must Have Organization.

Collecting accounts from people who are slow pay, but well-to-do, and still retain their patronage, is a difficult task. You must have your business well organized, your office work must be given daily attention, your goods and your service must be absolutely satisfactory. To a marked degree your customer ought to feel he cannot better himself by dealing elsewhere.

If you are compelled to resort to methods of collecting, you must have facts in such shape with which to confront him if he says: "I did not make arrangements to pay you on the 25th of August," you have your collecting journal to show him. The business man sometimes forgets, seldom making a record of a promise, but you have, and thus you always have the best of him.

Don't waste time calling if you can get him on the 'phone; if you call on him his office may be filled with people waiting to see him on business, but 'phone him and he will stop talking to his caller and you thus have him at once. Try to always leave your man feeling the best towards you, but thoroughly impress him with the importance of your business. Not everyone can be a successful collector of accounts. It is a work by itself; human nature must be studied; fact and judgment must always be exercised; if he swings out on you, dodge him, but don't strike back.

Following items are from Canadian Grocer of December 2, 1892:—

"Hugh Malcolmson & Co., Chatham, Ont., do a flourishing business both in the grocery and crockery trade in that town. Their crockery hall is managed by a son of Mr. Malcolmson; another son manages the company's extensive grocery business."

Editorial Note.—This is another of the retail businesses which has stood up for two decades, the name of Hugh Malcolmson being to-day well known throughout Kent County.

* * *

Granulated sugar was quoted at $4.50 per cwt. on the Montreal market in our issue of December 2, 1892. To-day the price is $4.75, only 25 cents a hundred or a quarter of a cent a pound dearer. On same market, syrups were quoted around 1¾ to 1⅞ cents per lb., while to-day, prices are from 3¼ to 3¾ cents, according to amount purchased. Standard rice was quoted twenty years ago at $3.85 to $4.00 per cwt., while to-day it is $3.75, therefore showing a slight decline.

* * *

"The following is a clause in a new by-law passed by the Vancouver City Council: 'No peddlar shall peddle any dairy product (except milk) or garden, or field produce, or fruit in any part of the city before 11 a.m., on regular market days, and no person, other than a consumer buying for his own use, shall buy any goods exposed for sale on the market before 11 a.m.'"

Current News of the Week

Quebec and Maritime Provinces.

The St. Jacques Tobacco Packing Company, Ltd., of St. Jacques, Que., has been incorporated at $150,000.

Brodie & Harvie, Ltd., Montreal, manufacturers of flour and other food products, have been incorporated at $100,000.

L. A. Morash, a Halifax, N.S., grocer, at the corner of South & Henry Streets, is among those who does a good business in hot drinks. He has a small fountain on the counter from which customers are served.

J. E. Pollard has succeeded Thomas Reynolds as Montreal manager of the Quaker Oats Co., the latter having assumed the managership of the Saskatoon branch of the same concern. Mr. Pollard has been connected with the Quaker Oats Company for a number of years.

Ontario.

H. Cox, grocer, Toronto, has sold to A. Devlin.

J. G. Boyd, grocer, Toronto, has sold to A. T. Swift.

John A. Jeffery, grocer, Toronto, has sold his business.

Geo. Leaver, grocer, Toronto, is succeeded by Haffey & Co.

D. N. Brawley, grocer, of Grand Valley, Ont., has sold out.

W. H. Otto, general merchant, Elmira, Ont., died recently.

D. McCoskery, grocer, Toronto, has been succeeded by Annie E. Dobb.

P. L. Campbell, has purchased the general store of J. Burnett at Orton, Ont.

David H. Brawley, grocer, Grand Valley, Ont., has sold to Thos. J. Simpson.

T. B. Escott & Co., Ltd., manufacturers and wholesale grocers, London, Ont., have been incorporated in Ontario at $130,000.

C. R. McLeod, of Toronto has purchased the grocery business of Mrs. Rogers, corner Division and Union Sts., Kingston, Ont.

H. L. Charlton, an Aylmer, Ont., grocer, was married recently to Miss Canning of the same town. They have gone on a wedding trip to Detroit and Chicago.

A Toronto retailer who recently bought a grocery store is charged with having purchased goods from wholesalers in the name of the former owner. Fred Coward, an importer on Spadina Ave., is suing him for $39.33 in this regard.

The Andrew Jergens Co. is the name of a new soap concern which will begin manufacturing at Perth, Ont., about beginning of the new year. W. E. Danver, of Perth, is the general manager.

A Port Arthur, Ont., retailer was recently arrested, charged with keeping store open after 6 o'clock in the evenings contrary to a by-law. He pleaded guilty to having the store open but as he had not sold any goods, he was dismissed by the magistrate.

Jas. Epps & Co., Ltd., of London, England, cocoa manufacturers, have appointed Frederick E. Robson & Co., 25 Front St. East, Toronto, as their Ontario agents. Jas. Epps & Co. were established in 1839 (shortly after Queen Victoria was crowned).

The Christie-Brown Company, Toronto have plans prepared for the extension of their building on Frederick, Duke and George Sts., and have men engaged tearing down the old buildings at the north-west corner of King and Frederick streets. The company will have a frontage on King and three other streets when the new addition is completed.

Western Canada.

R. M. S. Cole, has opened a general store at Winter, Sask.

E. L. Matte, grocer, Bienfait, Sask., has sold to Thos. Ellis.

A. Ingram, grocer, Winnipeg, is succeeded by D. Campbell.

E. J. Fowler, grocer, Port Alberni, B.C., has opened a new grocery.

Jos. Perverell, general merchant, Thornhill, Man., died last week.

J. W. Harvey & Co. have opened a grocery store at Gull Lake, Sask.

A general store has been opened at Pinkham, Sask., by Johnston & Co.

H. S. Ireland has sold his general store at Redcliff, Alta., to L. Barber.

C. M. Thompson has purchased the general store of S. K. Holton, Scollard, Alta.

C. Mollberg has opened a grocery store at Leeville, Sask. J. A. Evenden has opened a general store at the same place.

Carl Stevens, grocer, Moose Jaw, Sask., has admitted H. Bothan as partner.

There is some talk of a beet sugar refining plant being erected at Montmartre, Sask.

The stock of the Jackson Grocery Co., Ltd., Calgary, Alta., has been sold to Lynn & Hunt.

Stock and fixtures of the estate of R. H. Graham, grocer, Winnipeg, have been sold to C. B. Routley.

Machov and Aronvitch have purchased the general store of the Balgonie Trading Company, at Balgonie, Sask.

David D. Friesen has taken possession of the general store business which has been carried on at Laird, Sask., by John P. Epp.

Dauphin, Man., board of trade has been interviewed by a representative of an Eastern match factory with regard to locating there.

A Winnipeg report states that A. Macdonald Co., wholesale grocers there, with branches throughout the West, have sold to the Dominion Bond Co., Toronto, the amount involved said to be in neighborhood of $2,500,000. The A. Macdonald Co. was incorporated in 1895, Mr. Macdonald previous to that time being in the grocery business.

"The retail grocers of Vancouver have got rid to a great extent of that great evil, the professional dead beat, the man who accumulates a bill with one grocery and then goes on to the next," was the declaration at a meeting held this week at New Westminster, B.C. "We are getting out a credit rater's list and it is open to any member of the association to inspect it," was an announcement made.

The following officers were appointed, E. C. Traves; vice-president, C. Welsh; secretary-treasurer, T. F. Phillips; directors, A. P. McDonald, G. Blakeley, B. S. Ross, Emerson Gilley and A. McDonald.

The McKinnon Co., proprietors of a large department store in Weyburn, Sask., held a formal opening of a new store from November 19 to 23. Ten years ago N. D. McKinnon began business there, the first store being only 35 x 52 feet in dimensions. In 1905 the old frame store was replaced by a brick one, 35x78 feet and this was doubled in size three years later. Their present new building which was begun early in the year is 100 x 120 feet with four flats and 8,000 square feet of floor space. The grocery department is on the first floor. The store is fitted with cable cash carriers. There is an elevator system for both freight and passengers and each department has its own manager and buyer.

Christmas Goods Now in the Limelight

Good Demand for Ingredients of Christmas Cake—Nuts Are Moving Out Well —Orders for Confectionery Coming in—Easiness Still Ahead in Sugar—Big Trade in Corn Syrups.

QUEBEC MARKETS.

POINTERS:—

Currants—Up ½ cent.

Filberts—Advanced.

Marbot Walnuts—Advanced.

Tarragona Almonds—Advanced.

SUGAR.—A lively trade is going on at present, in fact, it is considered in some quarters as unusually heavy for season. Market for raw sugar is reported as quiet with an easier undertone, latter no doubt due to commencement of grinding operations in Cuba.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 80
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUPS.—Particular attention should be paid to molasses market at present time, as some interesting developments as far as prices are concerned, must take place. Sugar is now selling at low figure and molasses should naturally follow, other things being equal. But as the new crop will not be here till February, and stocks of fancy locally are becoming weaker every day, a higher range of prices than would naturally be expected, should come into force.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—The approach of holiday season has added further stimulus to an already active market, and a good amount of business is being transacted in spite of high figures asked for certain lines.

Greek currants, according to latest cables are much firmer, and considerable difficulty is being experienced in securing steamer space. Cleaned currants in one pound packages have advanced ½ cent. per lb.

Fancy seeded raisins are stronger. Scarcity is reported of Smyrna sultanas and higher prices are looked for. A little more confidence is taken in prunes and they are strongly held.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 11½
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09
70-80	....	0 08½
80-90	....	0 08
90-100	....	0 07½
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

NUTS. — Contrary to expectations Sicily filberts have advanced in spite of decline only last week, to extent of one cent, while Tarragona almonds and Marbot walnuts are also marked up. Almonds have been known to be in small compass for past while back and scarcity has no doubt brought about increase. Brazil nuts may also go up, as stocks are being quickly absorbed.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Mvette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¼
Coon, roasted	0 08¼	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—There is good demand for rice locally and prices are being well maintained. It seems that millers have no heavy supplies on hand, and trade is replenishing stocks, evidently having become aware of conditions.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

COFFEE.—There is better inquiry noted for coffee of late, and business is generally good at unchanged prices. There is no outstanding feature in situation at present.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Demand from grinders is steady for practically all lines, but there is really little speculative activity noticeable. White peppers remain firm, and it is said on some sides that supplies of raw material are none too heavy, so that this particular line needs watching. As it is, a considerable advance has been scored. Cloves are firm at recent primary advance, and are expected to be strong for some time. Pimento has been reduced.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 80
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 07½	0 10

WHITE BEANS.—A high figure is still asked for these beans, nor does there seem to be any likelihood of immediate decline. Supplies have been a little better though, of late. Quality, however, is not all that is desired.

White beans, per bushel	....	3 15

ONTARIO MARKETS.

POINTERS—

Cloves—Firm.

Tarragona Almonds—New nuts lower.

Canadian Beans—Slightly easier.

Dried Peaches—Variation in Quotations.

Toronto, Nov. 28.—The November grocery trade has been good. Activity has marked local market during whole month. All jobbers are unanimous in opinion that November trade when totals have been made up, will compare favorably with last year, and there are some who have no hesitation in declar-

ing that it will show an increase. There has been some difficulty in securing goods, on account of slow movement of freight, but this is by no means a new trouble.

Local jobbers have pretty well cared for goods booked to go out by lake and rail routes. Navigation is due to close this week, but there will, of course, be further shipments by this route as long as weather permits.

The time when last call for perishable goods which retailers wish to get in before cold weather makes it impossible, is now nearing. Good many dealers stock up with certain lines before temperature goes so low as to make it necessary to bring them in by express. Among such lines are catsup, pickles, olives, sauces, vinegar, mineral water, etc.

There is now a heavy call for all those ingredients which enter into the make up of the Christmas cake. Retailers are now devoting good deal of their time to featuring these lines, and prospects are bright for a record season's business. On whole, prices are fairly reasonable and this combined with plentitude of money now in circulation should mean good trade in all Christmas lines.

SUGAR.—There is no change in sugar market since last week. There is easiness ahead but it is question when it will become apparent in refined prices. Some say it may not come until well on in December. One man this week said he wouldn't be surprised to see a break anytime. "Beet sugar in the U.S.," he argued, "is 40 cents below cane, and I think that cane refiners will reduce prices just as soon as sufficient raw supplies come to hand. If there is a break across the line, Canadian market will probably follow."

Nearby raws have been in rather scant supply and when they become more plentiful, there will likely be a change in refined market.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—So far, season's trade in corn syrup has been excellent. Cooler weather of late has added considerable impetus to business and prospects for coming winter are bright. Molasses is also in normal demand.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Staple as well as more fancy varieties of dried fruits are moving out in good volume. Low price of seeded raisins is working for a big trade. Second shipment of dates is moving out well, at lower price noted last week.

On whole, dried fruits are on reasonable level this year, and consumption should accordingly be large. Prunes are much lower, but real big movement of these will not get under way until after turn of new year. Prohibitive prices of last year on peaches and apricots have given way to more normal values. Quotations on choice peaches locally range all way from 8 to 10½ cents.

There is a generally firmer feeling in fruits at Coast, both prunes and raisins taking on steadier tendency. Evaporated apples are still weak. Packing is about finished and some figures regarding year's output should soon be available. At any rate, pack is large.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¾
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 08¾
Shade dried Vostizzas	0 10	0 10
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	....	0 08¼
Valencias, old stock	0 07	0 07½
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 09	0 10
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 07	0 08

COFFEE.—There is no change from steadiness in the local coffee situation, nor is any expected, although there have been some slight concessions in Brazil.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 [illegible]
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spice trade during November has been good. Buying in anticipation of demand for Christmas baking has added impetus to business, while shipments going out to lake and rail points have added considerably to volume of trade.

Cloves probably show the most firmness of any line at the moment. There is no news from primary points to indicate any change from steadiness. Peppers are in much same position.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 96
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmerie	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 40
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Trade in rice is on a normal scale. There is nothing in news from the Far East to indicate anything but steadiness. Public opinion in Japan as to actual rice harvest is growing more pessimistic. Stocks of rice are not coming to market to extent generally expected at this time of year. New crop rice in Japan is now quoted at a price breaking the highest record in December in past 11 years.

It is estimated that 650,000 tons will be available for export from Siam and market there is firm. Steadiness also rules in Burmah, Conflicting reports come to hand from India, but it would seem that prospects generally are quite good. It is rumored that Patua crop will be considerably short.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 06½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 06
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—One Toronto house has new shelled walnuts, but majority of jobbers do not expect their first arrivals until about middle of December. Meanwhile, they are selling freshly cracked, for Christmas demand. New shelled almonds are in, but quite high again this year.

Grenoble walnuts in shell as well as Tarragona almonds and Sicily filberts are now in. New almonds are lower in price. Retailers are now calling for requirements for Christmas trade, and large volume is being sent out.

Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 33	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 34	0 35
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—There is slightly easier feeling in beans, due more to general poor quality of offerings, than any improvement in outlook. A good year for Austrian hand picked is predicted.

Prime beans, per bush., new	....	2 90
Hand picked, per bush., new	....	3 00
California Lima, lb.	0 08	0 08½
Austrian, H. P., per bush.	....	2 75

CANNED GOODS.

TORONTO.—There are few features of interest in canned goods at present time. While considerable attention has been given them in way of shipping and receiving supplies, efforts have not been put behind their sale as will be case later on. At moment, Christmas goods are holding centre of stage, naturally detracting somewhat from canned goods. However, those retailers who have given some attention to featuring new goods have found good results.

Local market is quiet, and easier in fact that dealers who raised their ideas above opening prices on certain lines, are beginning to ease them to original figures. For instance, tomatoes are again being generally quoted at $1.37½, no premium over opening price being asked. Some firms were of opinion a few weeks ago that possibly something above that figure could be secured.

MANITOBA MARKETS.

Winnipeg, Nov. 26.—Wholesale grocers report a most satisfactory volume of business and much in excess of that done at this time last year. Christmas trade is now becoming an important factor but great bulk of holiday business will be done during the first week in December.

In meantime, feature stock of all kinds from the East is pouring into wholesale warehouses.

Collections have much improved and amount of cash business done is more satisfactory both to wholesale and retail dealers.

Movement of grain continues in unprecedented volume, exceptionally fine weather in November having greatly favored rapid delivery and transportation.

There is nothing of importance to note in price changes. Shelled almonds are a little stiffer, and all other lines steady.

SUGAR.—Sugar market is reported to be in somewhat unsettled condition. Local opinion is much at variance as to what next move will be. There is a first rate demand.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—Syrup prices are steady but in common with all corn products, situation is admittedly weak, and declines are not improbable. Winter trade has so far been satisfactory.

Corn Syrup—		
2 lb. tins, per case		2 38
8 lb. tins, per case		2 78
10 lb. tins, per case		2 66
20 lb. tins, per case		2 67
Barrels, per 100 lbs.		4 85
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Conditions are normal in dried fruits and there are no changes to report in prices this week. Retail trade is brisk and extensive preparations for holiday business are under consideration.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¼
90-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 07¾
70-80s, 25s, s.p.	....	0 07¾
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07¾
50-60s, 25s, s.p.	....	0 08¾
40-50s, 25s, s.p.	....	0 09¾
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 45
Fine, selected, 28s, s.p., per box	....	2 65
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 40
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas	....	0 14½
Currants—		
Dry, clean, per lb.	....	0 07
Washed, per lb.	....	0 07¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—There is nothing new in tea and coffee situation in the West. Coffee is strong but no advances are as yet announced. Consumption shows no falling off, notwithstanding gradually stiffening prices of last twelve months.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—Nothing new to report in beans since last review. Beans of good quality are known to be scarce. Situation is firm and an advance in price need cause no surprise.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 00
Whole peas	2 75

NEW BRUNSWICK MARKETS.

St. John, Nov. 26.—Firm and steady was the grocery market in St. John during the week, prices unchanged in most commodities. Opening of winter-port season and arrival of large trans-Atlantic steamers have had effect of causing quite an impetus in trade with many dealers. Cornmeal is slightly easier this week having dropped about ten cents, but aside from that there are no changes of particular interest. Flour market is about the same, slightly easier if anything, while sugar market is also stationary. Molasses is more active than for many weeks. Heavy orders have been filled for country districts and shipped before close of navigation.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	3 40
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 31
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 15
Cornmeal, bags	....	1 65
Cornmeal, bbls.	....	3 45
Eggs, hennery	0 40	0 50
Eggs, case	0 32	0 35
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	....	0 39
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	26 75	29 50
Potatoes, barrel, new	1 45	1 60
Raisins, California, seeded	0 08	0 09
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 26.—Scarcity of new laid eggs is being acutely felt and price has advanced within past few weeks from 60 cents to 75 cents. Wholesalers have men in Fraser Valley making contracts with farmers, but even this canvassing fails to provide adequate supply. These new laid eggs are being sold wholesale at 75 cents a dozen and local grocers have no doubts that price will rise higher than a dollar.

Business in the produce trade has been brisk with supply and demand equal and good. Arrivals are chiefly confined to staples. The Spanish Malagas arriving are in fine condition. The apple market is unchanged.

Wholesale quotations are as follows:

Smoked Meats.—Hams, boiled, 26; bacon, 22 to 23.

Eggs.—New laid eggs, dozen, 75c; fresh Eastern, doz., 38c; selected, doz., 34c.

Butter.—Local creamery, 35c; Eastern Townships, prints, 32½c; Eastern Townships, solids, 32c; New Zealand, prints, 34c; New Zealand, solids, 33½c.

Facts That Should Be Known About Goods Sold

If a salesman understands his goods, it assists him materially in selling them. Therefore, whenever a new article is received in the store, the clerk who aims to be a salesman will learn all the facts possible about it. In the same way when an article advances in price, the enterprising clerk will seek out the reason, if possible, so that it can be explained to the customer, and not merely the information given that it has gone up.''

* * *

Pork and beans are on a higher level than they were some time ago. Some firms put prices up then and others just recently. The reason for the higher prices lies chiefly, of course, in the higher price for white beans which are decidedly high when compared with a few years ago. Pork is also higher, while there have also been advances in cans, solder, packing cases and nails and all these things help in making the cost to the manufacturer heavier than it previously was.

* * *

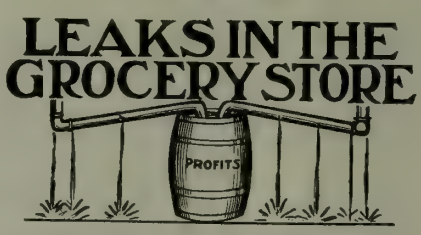
More firms have, of late, put up the price of their standard blends of coffee. In some cases it has been as much as three cents per pound. This is not due to any recent advance of that amount on primary market, but to gradual upward trend that has been taking place for some time. Manufacturers held back for a considerable time, but at last found it necessary to get more money for their goods. The advance in lower grades of coffee has been much larger than on the better quality.

* * *

Salmon, that is, sockeye salmon, is especially high in price, as every dealer and clerk well knows. The cause is the short pack compared to demand, the run of sockeye having been small again this year. To the customer who objects to buying it on the score that the price is too high, it can be pointed out that the can contains a solid pound or half pound of food, and that there is no waste. It should be advised that this feature be considered in sizing up its value.

HEAVY CALL FOR SALMON.

Vancouver, B.C., Nov. 26.—(Special)—Local canneries report a deluge of orders from overseas for salmon and same applies to Seattle. The British Columbia pack has been unusually heavy, considering this was expected to be one of the lean years. Seattle reports that with an estimated pack of more than 3,000,000 cases of Alaska salmon for the season, hurry up orders from Eastern buyers and a growing Oriental trade, the salmon market is manifesting a firmness, which it is asserted, spells higher prices on or about January 1.



When the retailer purchases a hundred of sugar, he pays for every pound of it. He doesn't get one or two pounds thrown in for good measure. The same applies to every other line bought in bulk.

But does every dealer get paid for a hundred pound of sugar when he sells it out in 25 cent and dollar quantities? There may be a few who do, but the majority do not. Here there is a leak which means the loss of many dollars every year to the Canadian grocery trade. Not only does it happen in sugar, but in other bulk goods, such as confectionery, tea, cereals, etc.

The giving of overweight is a glaring leak through which many a dollar runs away. It often goes undetected, because of the smallness of its character. An ounce of sugar extra seems such an inconsiderable amount that is allowed to go without a moment's thought. Supposing, however, an ounce is lost on each of 50 sales in a day. There is a loss of more than three pounds or some 18 or 20 cents. In a year of 300 days, there would be lost in sugar alone almost $60. If overweight is given in confectionery, cereals and all other bulk goods this leak would easily run over $150, which in 10 years would represent a handsome dividend had the loss been checked.

Eternal vigilance in weighing will overcome this. Clerks must be shown how easily money can be lost through carelessness in this regard. If there are computing scales in the store the trouble can be overcome by demonstrating to every user of them that the price computed by the scale is always correct and that when this price is quoted a customer, the latter is paying for exactly what he or she receives. With some other scales special care must be given whenever goods are placed on the scale pan to be insured against loss. Overweight must be checked, and when it is, one of the largest leaks in many a business will have been repaired.

SASKATOON MERCHANTS ORGANIZING.

Saskatoon, Sask., Nov. 26.—Some twenty local retail merchants assembled recently to talk over a retail merchants' organization and those behind the movement are optimistic as to the future of the association.

J. S. L. Hutchinson who was chairman, stated that, at the present time, the retail dealers of Saskatoon, should they have any grievances, have no place to ventilate them and as soon as they have their own association their complaints when reported will be taken up by that body in the best interest of the merchant. The system of giving credit will be dealt with so as to give the retailer better protection than he has had in the past. The fact is that many of the merchants of Saskatoon have lost money by giving credit to people who have now moved away from the city and left unpaid accounts behind them. Mr. Hutchinson pointed out that through the association, giving credit could be done away with in many cases.

It is expected that fully one hundred of the merchants will fall in line and help make the association a success. Another meeting will be held in near future when a full slate of officers will be elected and the various committees appointed. It is hoped that all the retail merchants of the city will avail themselves of the opportunity and help boost the movement.

Some of those present on Wednesday night were: J. S. L. Hutchinson, W.H. Cope, T. E. Cormick, J. H. Speers, H. Jones, S. J. Sheridan, Chas. Woodside, A. H. Westhaver, C. J. Fox and Mr. Strickland.

WANT GROCERS LICENSED.

The city health officials in Washington, D.C., are urging the passing of an ordinance requiring grocers to secure a license for opening new stores. The officials say that many of the grocers are of foreign birth and ignorant of the pure food laws. The license will not carry a fee, but will require an inspection of premises, etc.

Lower Prices Anticipated on Cornmeal

Big Yield of Corn Depresses Market—Mill Feed Which In Turn Has Bearing on Flour Also Affected —Differences of Opinion as to Future of Flour—Rolled Oat Situation Clearing.

The big yield and low prices of corn are having considerable bearing on general markets, including cereals, flour and millfeeds. The production of corn in United States this year is large, a good deal in advance of year ago, and as result, prices on raw material have been on decline for some time, and weakness has been quite marked of late. While cornmeal has already been reduced slightly on some markets, it seems that further concessions are ahead in this commodity.

Lower price on corn goes further than cornmeal market, however. It has made situation on mill feeds less firm and here declines have been announced. Lower figures on mill feeds have in turn had an influence on flour, for if lower prices have to be accepted for by-products, this naturally throws greater strain on flour.

The opinion has been expressed by certain dealers that lower prices are warranted on flour some time in the future. They based their opinion on fact that while flour is only 20 cents per barrel lower than year ago, wheat on Winnipeg market is about 15c per bushel below price of year ago. Against this it is argued that by-products are lower than year ago, so that flour has to produce a larger revenue.

Rolled oats situation is in better condition than it has been for some time. Mills still have abundance of orders ahead, however, and this is a factor in maintaining prices, although values on raw material really warrant lower figures. Oatmeal for export is lower and when domestic situation clears, reduced prices are expected.

MONTREAL.

FLOUR.—So far there has been no further change in flour situation, as far as prices are concerned, in fact, it looks as if market will be considerably firmer for next few weeks judging by present strength of wheat. Demand from country and locally has brightened up as result of recent decline, though it might be added that stocks in all hands have been reduced to minimum owing to hand-to-mouth policy followed. There is good demand from biscuit manufacturers for winter wheat flour and as supplies are none too plentiful, dealers are having busy time.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

ROLLED OATS.—A steady feeling prevails in this market. Demand is on right side as far as millers are concerned though it is generally conceded that millers have by no means enough on hand to fill all requirements.

Fine oatmeal, single bag lots	....	2 75
Standard oatmeal, single bag lots	....	2 75
Granulated oatmeal, single bag lots	....	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	....	2 40
Rolled oats, jute bags, 90-lb. single bag lots	....	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 55
Rolled oats, barrels	....	5 50
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—There is no further change in flour since last week's decline of 20 cents per barrel. As to whether there will be further reduction or not, there is difference of opinion. Some dealers think that wheat prices are low enough to warrant concessions later on. Those who hold contrary opinion say that lower price of mill feed as compared with a year ago is a factor that has to be taken into consideration. Bran, for instance, is now down to $21, as against $24 year ago. This throws a greater strain on flour.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	31 00	33 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 [illegible]
Blended domestic consumption	4 85	5 05

CEREALS.—It is expected that lower prices on cornmeal will be seen in near future. Values are now 10c per cwt. below those ruling earlier in fall, and with raw material bearing down on market, further reductions are expected.

Rolled oats supplies are in better shape than for some time. Mills still have volume of orders ahead, and this tends to maintain prices, but as soon as situation begins to clear, reduction is probable.

Rolled oats, small lots, 90 lb. sacks	....	2 50
Rolled oats, 25 bags to car lots	....	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 75
Rolled wheat, small lots, 100-lb. bbls.	....	3 00
Rolled wheat, 5 barrel to car lots	2 80	2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 20	2 25
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Plenitude of corn and low prices as well as mild fall weather have had depressing influence on mill feeds, which have been reduced $1 per ton, bringing bran down to $21 and shorts to $26.

Bran, in car lots, per ton	....	21 00
Shorts, in car lots, per ton	....	26 00

WINNIPEG.

FLOUR AND CEREALS.—There is first rate domestic demand for flour. Export business is dull. Prices remain unchanged.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor, Canadian Grocer.—Can you inform me who is it makes those collapsible wooden boxes for delivering groceries?

Schreiber, Ont. J. G. McIntosh.

Editorial Note.—Kenneth H. Munro, Coristine Building, Montreal, is the Canadian representative for a United States firm manufacturing these.

A shipment of 5,900 boxes of New Zealand butter is on its way to Vancouver, B.C. It is expected to arrive about December 10.

New Navel Oranges Selling Fairly Well

In Early Again This Year—Reports as to Quality Vary—Florida Oranges Somewhat Stronger—Yield Said to be Overestimated—Will be Big Crop of Florida Grapefruit, However.

New navel oranges from California are selling fairly well on Canadian markets. The West has been getting shipments during greater part of month, but it is only of late that most of the Eastern points have received their first arrivals. This is fairly early for navels, although no more so than last year. Some years, they just come in time to catch the Christmas trade. While in some instances, arrivals are reported good quality, other receivers say there is room for improvement.

Late Valencias are still offered, while Floridas are receiving considerable attention. Some, at least, of Florida arrivals are juicy and well flavored. The Florida orange crop has been estimated at all kinds of figures, from five to as high as seven million boxes for the year. The Florida Citrus Exchange claim that early picking shows that crop has been overestimated. They say that yield will not be much in excess of last year, and doubt if it will exceed four and a quarter million boxes in the Empire state.

There is nothing to indicate any change in the original estimates of Florida grapefruit crop. It is expected to be as large as was predicted, and of finer quality, more juicy than the State has shipped for some years. Some of first shipments were lacking in quality, but there appears to be an improvement of late.

The first strawberries have made their appearance across the line, coming from Florida. No arrivals are expected in Canada for some time.

MONTREAL.

GREEN FRUITS.—Demand for apples is still heavy and representative wholesalers are not inclined to shade prices Cranberries are not altogether scarce, but supply is none too heavy so that with heavy demand started since colder weather set in, makes it look even money for higher prices within a short time.

Consumers are beginning to notice the high charge for different varieties of oranges, no further change though having been recorded up till time of writing.

Apples, fall, No. 1	3 75	5 50
Apples, fall, No. 2	3 00	4 00
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Limes, box	....	1 25
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75
Summer apples, No. 1	....	4 50
Summer apples, No. 2	....	3 50
California plums	1 50	1 75
California pears	....	3 50
California peaches	....	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.— Potatoes recently looked as if they were becoming easier but of late firmer feeling set in and so far it has been pretty well maintained. Considerable quantities have been shipped from Maritime points, but it looks as if there are not the shipping facilities there one would desire, and prices for fast service must be paid.

Demand all round is good, high prices prevailing having little or no effect.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Beans, green, bags	....	0 75
Wax beans	....	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes	....	3 00
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Navel oranges, which are selling around $3.50 per case are showing up fairly well for so early in season. There are still some late Valencias on market, while Florida stock also has quite a prominent position. Tangerines are quoted at $3.50 per half strap.

Pineapples are considerably easier selling down to $4.00 per case this week. Apples are receiving considerable attention at present time, supplies being on quite liberal scale. Almeria grapes are moving fairly well, some varieties bringing a higher figure. Cranberries are steady.

Apples—		
Snows, per barrel	....	3 00
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	2 50	2 75
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	9 00
Cranberries, crate	....	3 50
Grapes, Almeria, per lb.	5 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	4 00
Lemons, Verdelli	4 00	4 50
Limes, per 100	....	1 25
Oranges, Florida, case	3 00	3 25
Navels, per case	3 50	3 75
Pineapples, per case	....	4 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90

VEGETABLES.—There cannot be said to be scarcity of potatoes locally, but shortage of cars is interfering somewhat with shipments, so there is at least no overplus. There is nothing to indicate any change at present from steadiness. Retailers are now arranging for winter requirements in potatoes as well as other lines before cold weather sets in.

Hot house goods are firmer. Cucumbers are up to $1.75 per dozen. Tomatoes are steadier, and will probably be higher week hence.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Cucumbers, Boston, hot house, doz.	....	1 75
Lettuce, doz. bunches	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 50	2 75
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	....	0 85
Turnips, per bag	....	0 50
Tomatoes, hothouse, per lb.	....	0 25
Sweet potatoes, hamper	....	1 50

NOVA SCOTIA MARKETS.

Halifax, Nov. 27.—Business continues excellent in local grocery markets. All wholesalers are busy filling orders for outports, and collections are fully up to standard.

Jobbers report better demand for potatoes, particularly Nova Scotia stock which is selling at $1.60 per three bushel bag. There is a heavy demand for beans. Prime are quoted at $3.00, and

handpicked at $3.10. Hungarian beans are selling at $2.85. Market is bare of whole peas, and split are quoted at $7.50.

There was another drop of 25 cents per barrel in flour during the week. Rolled oats are firmer, and are now quoted here at $5.85 per barrel.

WINNIPEG.

FRUITS AND VEGETABLES.—Native grown vegetables are generally a little stiffer in price. Potatoes have advanced 2 cents per bushel on car load lots.

Fresh Fruit—		
Malaga grapes, kegs	8 00	8 50
Navel oranges, case	....	5 00
Tokay grapes	....	2 75
California grapes, case	....	3 00
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 50	2 25
Ontario tomatoes	....	0 [illegible]
Ontario apples	4 50	5 50
Cranberries	....	13 00
Spanish onions	....	3 75
Florida grape fruit	....	5 50
Pears	....	4 00
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

Country Merchants Decide to Close Early

Association Work in Middlesex County Progressing Rapidly—All Public Holidays to be Observed—Work of Organization Aided by London Retail Grocers Who Gave Addresses at Meeting.

London, Ont., Nov. 27.—(Special).—The regular monthly meeting of the Retail Merchants Association of Central Middlesex, Ont., was held at residence of President James A. Kelley, Lambeth, Ont., on Wednesday evening, November 20th. Those present were Jas. A. Kelley, Geo. Carley and R. W. Earle, Lambeth; H. C. Johnston, N. Bodkin and L. Owen, Delaware; D. J. Matheson and C. Foster, Komoka; W. J. Laing, Muncey; W. H. Branton, Littlewood; E. A. Ryckman, Christina; also H. J. Scott of the North Dorchester Association. The visitors from the London Retail Grocers' Association were President John Diprose, Thos. Shaw, G. B. Drake, J. A. McFarlane, Adam Palmer, Thos. Danahan, E. J. Ryan and A. Baker.

The meeting was opened by President Jas. Kelley, who thanked those present for turning out and hoped that the Association would continue to prosper. They had been only organized three months and already their labors were bearing fruit. He also thanked the London Association for their valuable assistance and complimented the North Dorchester Association for valuable advice, particularly from President W. J. Coates, who was unable to be present.

Early Closing Decided on.

After a great deal of discussion the merchants present decided to close their places of business every night (excepting Saturday) at 8 o'clock, after January 1st, 1913. The large majority have been keeping open till ten and eleven o'clock. They also agreed to close their places of business on all public holidays. Many of those present have been in the habit of keeping open a few hours in the morning, besides being open the night previous, the same as Saturday night. They also decided to sell patent medicines at marked prices instead of various prices, and it was agreed that there was no profit worth while in selling tobaccos at less than 10c straight.

Secretary Bodkin was asked to notify the members not present; also various committees were named to wait on those that were not members and get them to join.

It was very hard to find a suitable name for the Association, but after considerable discussion it was thought advisable to call it the Central Middlesex Association.

Addresses by London Grocers.

President John Diprose of the London Association, urged the members to have confidence in each other, and Thos. Shaw told them that they had in their own hands the machinery to elevate their business and that they should not let the public dictate to them how long they should stay open and at what they should sell their goods. Speeches on trade topics also made by Adam Palmer, Geo. Carley, H. C. Johnston, D. J. Mathewson, C. Foster, W. J. Laing, J. A. McFarlane and E. A. Ryckman.

There was a social side to the meeting as well. A. Baker and E. J. Ryan sang several solos while Thos. Ranahan presided at the piano. A vote of thanks was tendered to President Kelley for the use of his residence as a meeting place.

VALUABLE AID TO BUSINESS.

The MacLean Publishing Co.,—Enclosed please find postal note for $2.00 for my subscription to the Canadian Grocer. I think the Canadian Grocer is one of the very best of its kind, and I find it a valuable aid in my business.

Wishing you success,

MARY McGILL.

Merrickvale, Ont.

Photograph the Christmas Window

Every dealer aims to surpass himself with the Christmas window. That is why all go to the trouble of arranging Christmas goods in artistic fashion, with probably an occasional piece of decoration here and there, and one or two well-written show cards.

When so much time and attention have been given the Christmas window, why not go a little further and have a photograph taken? A year or two from now you may forget what the display looked like, but with a picture on file this would not occur.

At the same time, dealers or clerks who have pictures taken of their Christmas windows, should have them entered in The Canadian Grocer's contest. Particulars of this have appeared in previous issues of the paper. So that every store may have an opportunity of competing for the prizes, the various centres in Canada have been divided into two classes—those containing more than 10,000 population, and those containing less. The prizes consist of $5, $3 and $2 in each class, the principal conditions being that the windows be dressed by grocers or clerks and that they be mailed to us before December 31st. Already many have signified their intentions of entering the race so that the competition promises to be an interesting one. Instructions on taking photographs will be sent to anyone on request.

Please remember, too, The Grocer's Christmas Newspaper Ad. Writing contest. Two prizes of $3 and $2 respectively will be given. Clip the advertisements from the newspapers and send them along with your remarks on how they sold goods and your opinion on advantages of advertising.

The Acadia Sugar Refining Company, Ltd., have under construction the new sugar refinery at Woodside, Dartmouth, opposite Halifax, N.S. This refinery, which is to replace the old one at Woodside, which was destroyed by fire last spring, is estimated to cost nearly three million dollars. It is stated it will have machinery for an output of 2,500 barrels daily, or double the capacity of the old factory.

Good December Fish Trade is Expected

Advent With its Special Fish Days Likely to Bring Brisker Demand—Weather Will Also be More Favorable—Has Been Better Demand During Past Week—More Frozen Varieties.

Dealers are anticipating a good volume of business in fish during the month of December. The first of the month marks the opening of Advent, with its special fish days each week, and this combined with cooler weather is expected to give a good deal of life to business from now until holidays. Then, with opening of January and the holiday rush over, and more ideal conditions lending themselves to business, trade should gather same speed as is usual during the winter season.

Past week has been marked by brisker demand, retail dealers anticipating their wants for the Advent trade. There are no special features, except continued change from fresh to frozen varieties. Smoked and prepared lines are moving quite well.

QUEBEC.

MONTREAL.—Big business is being done in all lines and wholesalers are expecting this to be record season. Cod and haddock are in good supply, but there will be no more fresh lake fish as season has closed. Fresh halibut are still scarce, but orders are being filled with new frozen stock. Haddies, kippers and fillets are in good demand and stock is reported as good, colder weather helping. Oysters are also selling well, both bulk and shell being strongly sought.

FRESH AND FROZEN.

Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00 17 00
Labrador salmon, half bbls.	8 00 9 00
Sea trout, half bbls.	12 50

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk standards, gal., $1.40; selects	1 60

ONTARIO.

TORONTO.—Week preceding Advent has been marked by orders coming in from various sections of the country from dealers who are planning to make the most of special fish season just opened. It is anticipated that with special fish days each week trade during the month will be appreciable. Then with passing of the holidays, and setting in of real cold weather, trade will continue brisk.

More varieties of frozen fish are making their appearance. Holland herring are offered at 80 to 85c per keg.

FROZEN FISH.

Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50

FRESH CAUGHT FISH.

Whitefish, per lb.	....	0 13
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07

SMOKED.

Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 [illegible]
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65

NEW BRUNSWICK.

ST. JOHN.—Supplies with local dealers were rather light during the week, due to fact that there were but few arrivals, and for what were received, there was brisk demand. Prices remain about same. A fairly good shipment of cod, haddock and chicken halibut received late in week tended to relieve situation to a little extent. There is a splendid run of smelt at present time, which are bringing eight cents wholesale.

NOVA SCOTIA.

HALIFAX.—Nova Scotia's fish trade with Montreal, Toronto and Western Provinces is growing enormously. More fish is being sold in Canada than ever before. Up to few years ago very little fish was sent from Nova Scotia beyond Montreal, but now it is going further and by car load. This not only refers to fresh fish, but to cured fish as well.

WINNIPEG.

Winnipeg.—Fresh pickerel are quoted ½ cent lower. Frozen salmon and halibut are now on market.

Frozen halibut	0 09
Frozen salmon	0 11
Fresh salmon	0 15
Fresh whitefish	0 08½
Halibut	0 12
Trout	0 12
Pickerel	0 09
Block codfish	0 10
Finnan haddie	0 08
Bloaters, boy	1 50
Kippers	2 00
Goldeyes, doz.	0 50
Salt mackerel	2 75
Holland herring	0 71 0 77
Labrador herring	3 80
Oysters, gal.	2 75

Produce & Provisions

Egg Problem of Great Importance Now

With Advent of Christmas Baking—Eastern Dealer Says There Will be No Scarcity—Offerings From Across the Line—Receipts of Butter Larger at Many Centres—Hog Movement More Liberal.

With Christmas baking close at hand, the egg problem is one of no little importance. Already prices are at fairly high level, new laids being in scant supply and commanding a fancy figure, while storage article averages about 2 cents per dozen above prices ruling one year ago. There is fair amount of eggs coming to market with a light sprinkling of new laids.

"There will be no scarcity of eggs for the Christmas baking," stated an Eastern produce man this week. "If we haven't enough on this side of the line to fill demand, we can easily get them in the United States, where offerings are quite large. Fine weather in the States has brought about easier prices on eggs, and April and June eggs are offered in Chicago at 20 to 21 cents." There have been practically no eggs exported from Canada to the United Kingdom this year, all supplies being required for home consumption.

Increased supplies of butter of late have checked farming market. At some centres, receipts of both creamery and dairy have shown quite an appreciable increase, causing a slightly easier tendency. The prospects of continued good make, owing to large amount of feed in the country, along with lessened demand from West and weaker market in England, has led dealers in several quarters to believe there has at least been temporary check put on firm feeling.

Movement of hogs is on a more liberal scale than some time ago, and accordingly there is a less firm feeling in provisions, as pointed out last week. On some markets, this is not very marked, certain lines still continuing in rather scant supply.

MONTREAL.

PROVISIONS.—Demand for general list is good, there being no change in price or any important development since last week. Fresh dressed hogs are continually in limelight, though. Lard is firmer, owing to increase in call. Bacon is asked for heavier than during any previous season, it being generally believed that supplies are sufficient.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		0 19
Windsor bacon, skinned, backs, per lb.		0 [illegible]
Spiced roll bacon, boneless, short, per lb.		0 16
Boiled ham, small, skinned, boneless		0 25
Hogs, live, per cwt.		8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 16⅝
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 50 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—The tone of market is decidedly firm, demand both from local and outside buyers being strong. It is natural to expect that a large hole will be made in stocks at store, the Western buyers having made a heavy call within past ten days. Of course, future of market will be determined now by Old Country situation, as the Canadian will only have to advance one point to allow the New Zealand butter to come along. The latter could be laid down here at 30 cents, but it is doubtful whether quality would be as good as our best creamery.

Creamery blocks		0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—There are not enough new laids coming along to fill all requirements, but storage stocks are acting as substitutes and filling the role well, as quality this year has been better than ever, due in no small extent to the cool and agreeable spring. Prices are still high and it looks as if they will go higher just as soon as we find the storage egg stock reduced.

New laid eggs, per doz.	0 45	0 50
Selects		0 32
No. 1's		0 28

POULTRY.—"Turkeys are mounting to a ridiculously high figure," at least this is how a Montreal wholesaler expresses himself, and he expects higher prices still towards Christmas. In fact, all poultry is high, supplies picked up at the Ontario poultry fairs fetching good round figures. No changes in price to report, but tendency is upward.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.		0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 18
Geese, per lb.		0 15

HONEY.—"Continued scarcity," sums up the situation. As far as we can gather, the inclemency of the weather has not helped the bees any in their work. Local houses have not much in stock, and are inclined to hold what they have for fancy prices. Of course, it can be imported, but supplies will not be forthcoming until late in the season, when a carry over would not be at all unlikely.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.		0 12
Clover honey, 10-lb. pails, per lb.		0 12½
Clover honey, 5-lb. pails, per lb.		0 12¾
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS.—General tendency of provision market shows little change from a week ago. Roll bacon is slightly easier. Lard on other hand, which was reduced ¼ cent per pound by some firms last week, has re-acted upward again by same amount. Stocks of lard are said to be rather on small side. The same is true of long clear, which is steady. Prices on this line vary according to the weight of the sides. For instance, one firm quotes 55 to 65's at 15; 70's to 80's at 14, and 80's to 100's at 13.

Hogs are coming forward on slightly better scale of late.

Smoked Meats—		
Light hams, per lb.		0 17
Medium hams, per lb.	0 16	0 17

Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 00
Live hogs, at country points	....	7 70
Dressed hogs	11 00	11 50

BUTTER.—Butter was reported less firm last week. There has, however, been no concession in local prices. Indeed, one firm is quoting creamery at slightly higher figure.

"I don't see why they are quoting prices higher," said another dealer. "The delivery is enormous in all kinds of butter. The buying price in country is down some, while I am looking for a fairly large production when farmers begin to feed their cows. There is lots of feed in the country."

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Supply of strictly new laid eggs is exceedingly limited, and high prices are being secured. There is a certain amount of class called "fresh gathered," coming along from country points, but quality of these in some cases suggests that they were "fresh gathered" some time ago. There is fair amount of storage going out, and here there does not seem any firmness at least. Eggs in U. S. are slightly easier.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE.—Fair volume of business in cheese is reported by local wholesalers. There is nothing particularly new in present market situation.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 17

POULTRY. — There is rather an easier tendency to poultry. Quantity coming along is quite large, and more than enough to supply present demand. Surplus is finding its way into cold storage.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	....	0 12
Spring ducks	0 11	0 12
Old fowl	....	0 09
Roosters	0 07	0 08
Turkeys	....	0 16
Geese	....	0 09
WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 13

HONEY.—Although honey prices are high, a fair amount of business is passing, but activity is not as great as expected later on.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	....	0 10½

Butter Situation From English Viewpoint

Letter Which Tells of Some Weakening Tendencies to the London Market—Open Weather on Continent During October Increases the Make—Part Played by Margarine in Old Country Market—The New Zealand and Australian Situation.

The following report on the London, Eng., butter market as prepared by Samuel Page & Son, provision brokers there, will be of value to all interested in this market from an international standpoint:—

Montague Chambers,
London Bridge, London, Eng.

"The first arrivals of the new season's Australian butter have come to an unexpectedly dull market, and contrary to almost any previous experience, it has been found impossible to clear them on landing. A considerable part of last week's shipment ex "Mooltan" was put into cold storage, as the trade was not ready to take it, unless at slaughter prices. The same conditions affected the sale of New Zealand ex "Athenic."

"The reasons for this unlooked-for state of things will be found in the following remarks on the general situation:—'For some time past the market has been exceedingly dull, and last week this depression became most pronounced. All descriptions were offered on directly lower terms, but the reduction made no difference to the demand, trade continuing exceedingly flat and buyers absolutely indifferent. These were two chief determining causes for this lifeless state. The first dates back some two or three months, when it was generally thought that supplies would be scarce and values high during the last quarter of the year. On this assumption heavy purchases were made as an insurance against the anticipated scarcity, and large quantities of French, Irish, Siberian, etc., were put into cold storage at prices which now turn out to be very unprofitable.

Some Guesses Went Wrong.

"Also considerable stocks of last season's Australian, which could have been cleared during the last summer and early autumn months, were carried over with the idea that an extra profit would be made by holding until the fall of the year. This view of the market was based upon the knowledge that the coming season in Australia would start late owing to unfavorable weather, and also upon the calculation that New Zealand intended to increase its make of cheese at the expense of butter. Of course these ideas were correct with regard to the late arrival of Australian, but other things happened subsequently which altered the position materially. The open weather during October, both here and on the Continent, greatly favored production; the make of English, Irish, French, Dutch, etc., was unexpectedly large; the total imports from France, for instance, were 25,244 cwts. greater last month than in October, 1911, so that the shortage from Australia, Canada, New Zealand and the United States was compensated for almost exactly by the increased exportation to this country from the Continent.

"And this comparison is, of course, very wide of the actual supplies during last month, because it does not take into account the very large production in England and Ireland. In addition, holders of stocks in cold storage—which includes importers, wholesale houses and shop-keepers—are now making the greatest endeavors to work off these accumulations, and current supplies are, in consequence, difficult to move.

Contending With Margarine.

"Again, owing to retail prices being mostly at 1s. 2d. per lb. and over, and only a little at 1s., the demand for pure butter is seriously affected by the sale of Margarine, which each year increases considerably, and this article is now turned out so well, and is of such good quality and palatable flavor, that it proves a most formidable competitor. This week there is, however, a slightly improved request for finest butter, although prices may decline still further before present downward tendency is checked; but there are no indications of recovery with regard to secondary and stored parcels, for which at the moment there is absolutely no enquiry.

"Arrivals of Australian since our last report amount to 41,853 boxes, and to 8,792 boxes of New Zealand, as against 92,195 boxes Australian and 27,704 boxes New Zealand for the corresponding period of last season, a decrease of 50,342 boxes Australian, and 18,912 boxes New Zealand.

J. C. Bell has bought the general store of Stanton Bros. & Tett, at Hazel Bluff, Alta.

The Cowan Co., Ltd., Toronto, cocoa and chocolate manufacturers, have commenced the erection of an addition to their present factory. The new addition will be five storeys high and 60x200 feet in dimensions. Altogether, in building and plant, the expenditure is estimated at over $300,000. It is planned to have the machinery in the new building running within a year.

ALWAYS IN THE LEAD

EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on

BULK MINCE MEAT?

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss.	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30
Bulk—	

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

Rolled and Package Oats---

We are prepared to make prompt shipments next week, and have purchased a large supply for our customers.

ROLLED OATS, in bags .....@ **$2.37½ per bag**
Freight prepaid, in 5 bag lots and over, or can be included with package oats.

PREMIUM PACKAGE OATS, superior quality—
20 large packages to the case (to retail at 25c per package) .....@ **$4.00 per case**
Less 5 per cent., making nett cost $3.80 per case, freight prepaid, in 5 case lots and over.

Cornmeal---

Superior Quality, Cornmeal .....@ **$2.00 per bag**

Cocoanut---

We have 25 barrels, secured some time ago, which we have to take delivery of, by the first of next month. The quality of the very best,
SHREDDED .....@ **15c per lb.**
in barrel lots.

Canned Salmon---

We offered and advertised 1 CAR Load of CHOICE QUALITY PINK SALMON at 95c per dozen, a couple of weeks ago, and have only about 100 cases left, which we will sell, subject to previous sale **@ 95c per doz.** in 5 case lots and over, nett cash. F.O.B. Hamilton.

We consider this **SALMON** good value, in the regular way, at $1.20 per dozen.

WE GET THE BUSINESS, BECAUSE WE HAVE THE VALUES.

Robert Simpson & Co.

Wholesale Grocers and Importers of Teas, Coffees and Spices

29-31 Charles St., Hamilton, Ont.

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ¼-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDERED.

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

This package will be in demand this winter. An extensive advertising campaign will be inaugurated in December.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts.

THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers
HEAD OFFICE, WINNIPEG, MAN.
WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. .....$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 75

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints ... 3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Rush Orders

At this season of the year it is necessary to watch your stock very closely, there are so many extra lines you will be handling for the holiday trade. Some of these goods will, no doubt, sell faster than anticipated, and will necessitate reordering, and of course you will want them in a hurry. Being rather bashful we hesitate to talk about ourselves, but really here is where we come in. Just try us out. Write, telegraph or better still, telephone your orders at our expense, and we will not only give prompt shipment but you will find our prices consistently low with the markets.

JAVA RICE

A shipment just to hand, bags 100 lb. at 5¾ lb.

HEINZ

Every line of Heinz goods you stock will help your business. The name Heinz commands attention wherever there are purchasers of Pure Food.

SELF SELLERS

Put some of the following out on your counter where customers can see them.

Keiller's Creme de Menthe, ½ lb. tins, a delicious after-dinner sweetmeat	**@**	**$2.25 doz.**
Keiller's Hard Boiled Candy, assorted kinds, ½ lb. glass jars	**@**	**1.75 doz.**
Keiller's Pure Jam, 1 lb. glass jars. The quality extra fine. Strawberry, Raspberry, Black Currant	**@**	**2.35 doz.**
Robertson's Wild Bramble Jelly, 1 lb. jars	**@**	**2.00 doz.**
Robertson's Red Currant Jelly, 1 lb. jars	**@**	**2.00 doz.**
French Maiden Brand Choice Mushrooms	**@**	**19c tin**
French Maiden Brand Extra Fine Peas	**@**	**16c tin**

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

HOUSEWIVES' FAVORITE

WHITE DOVE
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.
Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE
Agent
Toronto, - Canada

Thorne's

Clear Gums
AND FRUIT PASTILLES

in all the usual fruit flavors, packed in 4 lb. or 2 lb. tin boxes. Boxes of Clear Gums make an excellent display in your window or on your shelves.

Fruit Pastilles and Crystallized Gums in the usual flavors — all ready sellers.

Prices and samples from

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

NATION'S CUSTARD
POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

Ripe California Navel ORANGES

First cars have arrived and are splendid in quality and appearance.

Almeria Grapes, Bananas, Cranberries,

Onions, Sweet Potatoes, Pineapples. All the best and the best of everything.
17 carloads of the different lines arrived for us in Toronto last Monday.

WHITE & CO., LTD.

TORONTO and HAMILTON

"The Premier Fruit House"

Grape Fruit

The demand for this fruit is increasing every day, as are the profits of the grocers who sell it.

Do you know, Mr. Grocer, that you can make from $1.50 to $2.50 per box on Grape-Fruit?

Are your sales increasing with the increase in demand? If not, you must be selling inferior fruit.

Our Brand is in the money-making class. Let us supply you. Order a box to-day.

The Price is $3.50, All Sizes.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

In every city and town of this country we tell the story of *HEINZ QUALITY* through the *STREET CARS* as well as through various other advertising mediums.

It will be to your advantage *ALWAYS* to have a good assortment of *HEINZ PRODUCTS* in your store to meet the steady increasing demand created by our advertising.

A good *HEINZ* display means quick, steady sales.

H. J. HEINZ COMPANY

PITTSBURGH, PA.

LABOREMUS

REGISTERED TRADE-MARK

The C. BORGEN PACKING CO.

STAVANGER - NORWAY

Packers of all kinds of smoked Sardines and Herrings in pure Olive Oil and Tomato Sauce.

Unsmoked Sardines after latest French methods. Our new factory is equipped with the very best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484, PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

JUBILEE

and

KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

How Are Your Biscuit Sales ?

Are you making all the money you should? Are you getting all the sales you should? If you are not, then let us help you—we will put your biscuit sales on a good footing.

Meadow Cream Sodas

are the line that will do the trick. They are so smooth, so light and crisp, and average about 50 to the pound. The people come back for more, and then for more again. Get in line with the aggressive ones. The profits are good.

THE
W. J. Crothers Co.
KINGSTON - - ONTARIO

Our Premium Store No. 336 ST. PAUL ST., MONTREAL, CANADA

Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK

ARE YOU AWAKE

to the opportunities QUINQUINOL offers you to keep your country patrons interested in your store? If not, let us explain.

Quinquinol

(Pronounced Kin-Kin-all)

is a STOCK FOOD of very HIGH QUALITY and has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

50% PROFIT
and Exclusive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

Quinquinol Stock Food Co.
69 St. Timothee St., Montreal

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

BROOMS
OF
QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

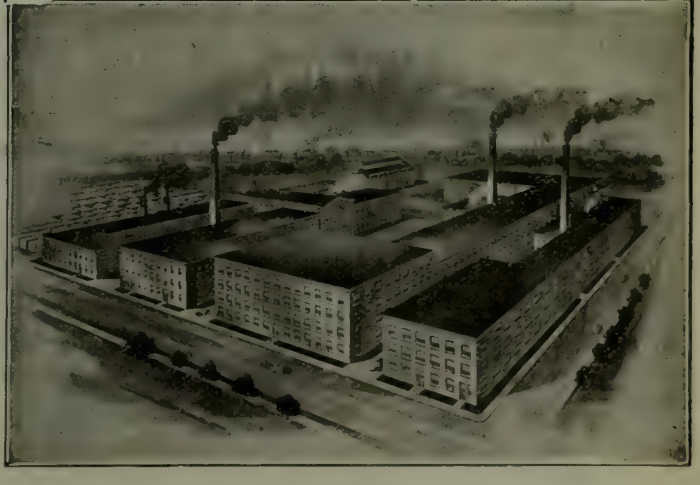
Walter Woods & Co.
HAMILTON - WINNIPEG

With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN
Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail bookkeeping.

Send for illustrated booklet or ask for demonstration.



We want dealers to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

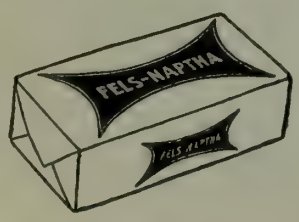
WORLD RENOWNED
BRAND STUHR.

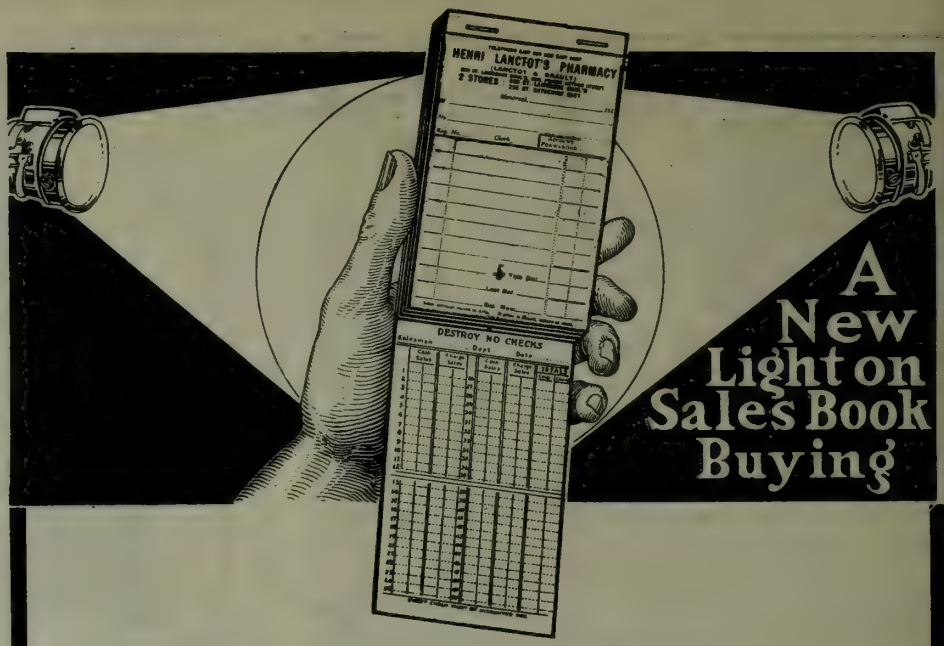
Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,
IN TINS AND GLASSES.
Sold by all High-class Provision Dealers.
C. F. STUHR & CO., HAMBURG

There is no more popular or modern laundry soap made to-day than Fels-Naptha. It is made right, sold right, and its quality is right.

That's why more women than ever are now using Fels-Naptha soap.





A New Light on Sales Book Buying

WHEN buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, service, delivery, cleanliness and moisture-proof qualities. Have you ever seen samples of

THE SURETY

The SURETY salesbook is made in styles and sizes suitable for every business. The back of the original sheet (in duplicate books) is coated with a carbon *that does not smut with ordinary use* and which *gives a perfect copy every time.* In the triplicate book the original and duplicate sheets are coated with the SURETY coating—*the only kind on the market that will not deteriorate with age.*

We Also Make Every Style and Size of Single Carbon Pad

Write for quotations on the kind of books you are using and send us a sample book. We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We have 30 travelling men in Canada. Let us put you in touch with the one near you. It may be worth many dollars to you to write a postal card to-day.

Dominion Register Co., Limited **Toronto, Canada**

BRANCHES: New York, Pittsburgh, Boston, Chicago, Minneapolis, Kansas City, Memphis, Atlanta, Washington, San Francisco, Helena, Seattle, Dominion Register Co., Ltd., Manchester, England.

Manufacturers of the McCaskey System

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.
For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Three Lines You Should Know and Introduce to Your Customers

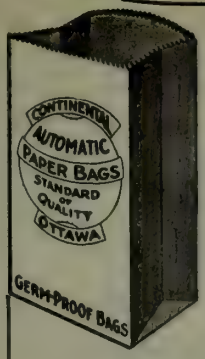
Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George **Ontario**



The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply **only**

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Montreal and Quebec: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

CHINESE STARCH

← Read This

and bear the name in mind when next you order a supply of starch. Chinese Starch has stood the severest tests in many Canadian households — where, when once used, no other is good enough.

Supply your patrons with a starch whose "quality" is unsurpassable and where the quantity is the fullest—full 16 oz. to the package.

O. Lefebvre, Prop.

OCEAN MILLS

Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

THE KING OF SARDINES
—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.

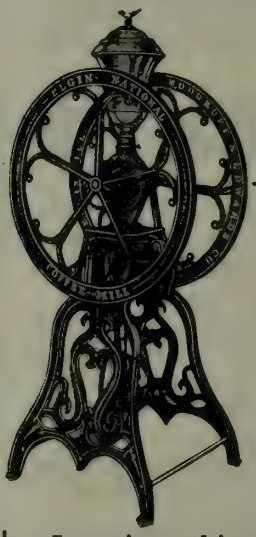
"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special royal permission.

Canadian Agents:

John W. Bickle & Greening
(J. A. HENDERSON)
HAMILTON, - - ONTARIO



THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

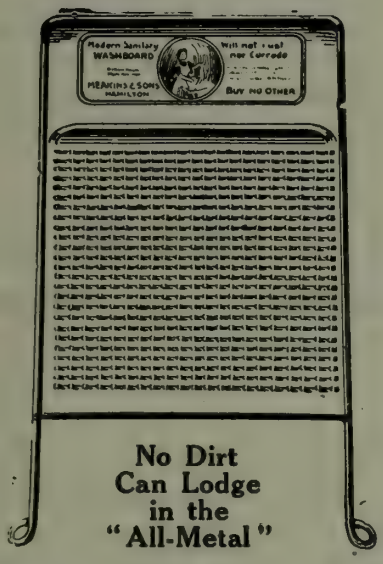
Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Meakins' Sanitary Washboards



No Dirt Can Lodge in the "All-Metal"

The Meakins' Sanitary All-Metal Washboards have the qualities which recommend them to particular buyers. They are entirely constructed of metal, and have no wood to warp and no nails to come loose or rough edges of zinc to cut the hands and tear the clothes. They cannot retain dirt, because each board is made in one piece. They sell on sight. Write for particulars and prices.

Meakins & Sons

Hamilton, Ontario

Goods With An Appearance. Goods With A Reputation. Goods With A Profit.

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

Connors Bros., Limited

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

WITHOUT A PEER

For quick selling, popularity with customers, and for real olive deliciousness **D. W. C. Spanish Olives** have no peer.

They are the finest selected smooth skinned olives, packed in the best brine with exceptional care as to packing and cleanliness. The moderate price increases the demand for these olives.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

Can't Be Equalled

The zest of "Sterling" Brand Relishes is something that cannot be equalled—customers of hundreds of dealers all over Canada are well aware of this fact, and those dealers who handle the "Sterling" lines are getting their patronage. The dealer who is content to sell "just as good" substitutes will be the loser in the business race. Are you a leader with "Sterling" Brand goods?

The T. A. Lytle Co., Limited

STERLING ROAD :-: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada **Buffalo, U.S.A.**

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

TOBACCO DON'TS

Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because *you can.* You have the best of chances .

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

Don't make any mistake about the names of the leaders. They are

Master Mason - - Smoking
King George's Navy - Chewing
Maple Sugar - - - Chewing

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—GROCERY BUSINESS — EAST end of Hamilton. Fine pressed brick, 28 ft. x 45 ft. store and dwelling, on 70 ft. x 120 ft. lot, on King Street. Steam heated, electric lights, gas, brick barn, cement floors. Stock worth $1,300; fixtures new. Nice business of $1,200 a month. In growing district. Property, with buildings, worth $12,000. Make an offer. J. Taylor, King and Hilda Ave., Hamilton, Ont.

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

FOR SALE — GROCERY AND BUTCHER business on main car line, Toronto. Has turnover of $30,000. Saturday last took in $350 cash. Established 3 years. Good reason for selling. Stock and fixtures about $3,000. Apply John M. Percy, 77 Victoria St., Toronto.

ENGLISH SAUCES — SHIPPED IN FREE casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

SITUATION VACANT

SALES MANAGER WANTED FOR LIVE wholesale grocery. State experience. Splendid opportunity for right man. Apply Box 456, Canadian Grocer, Toronto.

COLLECTING AGENCY

GROCERS IN EVERY SECTION OF OUR fair Dominion are troubled by "deadheads," people of a class that ought to be exterminated, although that would be a pretty hard proposition. However, you can do something towards remedying the effects of this pest by handing "tiresome" accounts to The Standard Collecting Agency, Fredericton, N.B. References re reliability on request. Why suffer longer?

MISCELLANEOUS

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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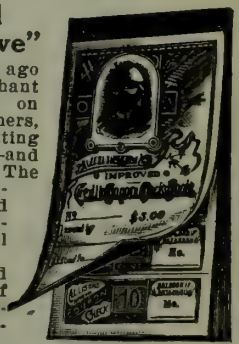

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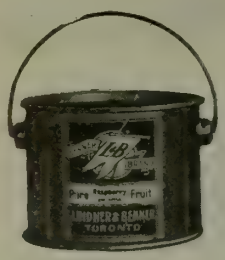

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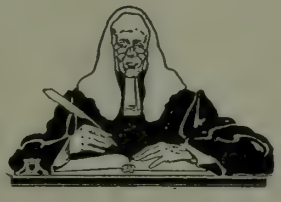

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KING GEORGE V.

Chivers & Sons' Fruit Preserves

have a flavour ,that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,304th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, DECEMBER 6, 1912 No. 49

OVERTAXED

OWING TO THE

ENORMOUS INCREASE IN THE DEMAND FOR WHITE SWAN YEAST CAKES THE SPLENDID UP-TO-DATE PLANT FOR THEIR MANUFACTURE IS ALREADY SO OVERTAXED THAT ARRANGEMENTS HAVE BEEN MADE TO INCREASE ITS SIZE. WE DID NOT ANTICIPATE THAT THIS WOULD BE NECESSARY FOR ANOTHER TWO YEARS BUT THE CONSUMER HAS QUICKLY FOUND THAT FOR UNIFORM QUALITY AND SURE RESULTS NO OTHER YEAST SOLD IN CANADA CAN COMPARE.

ONE WHITE SWAN YEAST CAKE WILL MAKE TWENTY PER CENT. MORE DELICIOUS LOAVES OF BREAD THAN ANY OTHER NOW ON SALE IN CANADA NO MATTER WHAT ITS SIZE.

ORDER TO-DAY FROM YOUR WHOLESALER---ANYWHERE

WHITE SWAN SPICES & CEREALS LIMITED, TORONTO

SOLE DISTRIBUTORS

Tinkering With Jam Quality!

The dealer who tinkers with Jam quality by constantly getting in new and uncertain lines is making his business grow timid and uncertain for future conditions.

A progressive development demands staples of uniform, unvarying quality—goods that continue to hold and do not deviate from their original high qualities.

Customers get to know this class of products, they know what they get and can rely on the quality. For this reason they buy repeatedly and continually—THIS BUILDS UP THE GROCER'S BUSINESS.

UPTON'S

Jams, Jellies and Marmalades

are highest quality, uniform in every particular. They are prepared from only the finest selected fresh fruits and pure sugar, ensuring a delightfully delicious table delicacy—the kind that gets popular and brings business wherever introduced.

Extensive consumer advertising helps the dealer in making the first sale — the uniform high quality makes the repeat sales.

Order from your wholesaler or write direct.

The T. Upton Company, Ltd.
Hamilton, Ontario

IT PAYS

Griffin & Skelley's Dried Fruits

Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears, in all their original goodness. A revelation to the grocer who has been buying other brands.

Taylor's Peels *Candied or Drained*

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

TO SELL

Coco Fruitine *Nourishing, Palatable Vegetable Butter*

Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

CODOU'S *Macaroni Vermicelli, Etc.*

Finest Taganrog Russian Wheat is used in the manufacture of the Codou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

PURE FOODS

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

Courting—
Christmas Trade

There's so much to do in preparation for Christmas that it's your duty and privilege to help the housekeeper all you can—Sell her KIT Coffee—it saves heaps of time and trouble.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

(SAMPLES FREE)

BORDEN'S

Milk Products are the rays that lighten the milk problem of the household of to-day

They are "Leaders of Quality," being prepared from only the richest and perfectly sterilized full cream fresh cow's milk, with the aid of the most modern and sanitary machinery. The quality is unsurpassable. They have held their high position for over 54 years.

Borden's Products get highest awards wherever exhibited.

BRANDS: "Eagle," Reindeer," "Gold Seal," "Purity" and "Challenge" Condensed Milk. "Evaporated" (unsweetened), St. Charles, Peerless and Jersey, also Reindeer Brand Coffee and Reindeer Brand Cocoa.

Dealers who are not featuring Borden's are not handling the highest quality goods.

Borden Milk Co., Limited

"Leaders of Quality"

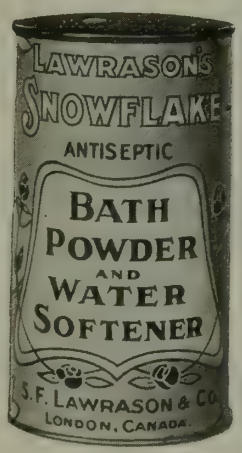
Montreal

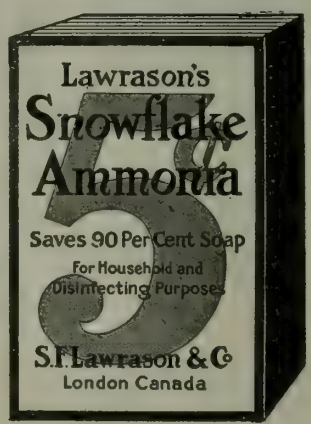
Branch Office : No. 2 Arcade Building, Vancouver

For every 1000 gals. of Hard Water used, there is 70c worth of Soap wasted.

This information comes from the Encyclopaedia Americana and will make a good talking point for dealers in recommending and selling Lawrason's Snowflake Bath Powder and Snowflake Ammonia — two powerful hard-water softeners.

Lawrason's Snowflake Bath Powder makes the bath a refreshing delight. It is perfumed and antiseptic, and is unequalled for softening hard water. Lawrason's Snowflake Ammonia is backed by a guarantee of $500 that it equals in cleansing power any similar powder on the market. It softens hard water.





Write at once

S. F. Lawrason & Co.

LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.

Lines that sell well right now

Brand's Turkey and Tongue makes a delectable delicacy for any meal or luncheon. Is prepared with the greatest care with the use of only the best ingredients.

Brand's Bloater will meet the needs of many customers during this Advent season. Stock, display and sales will follow.

Brand's Beef Bouillon makes an invigorating and healthful drink during the Winter season. Contains only the fullest nutritive qualities of the best beef.

Stock and push Brand's Specialties and you will not go amiss.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, London, Eng.

NEWTON A. HILL, 25 Front St., East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

CONTAIN THE MOST
---COST THE LEAST
QUALITY THE BEST

These are the strong selling points for the popular and widely advertised brand of

"SIMCOE" BAKED BEANS

they are carefully selected beans, prepared by a special process and packed solid, either Plain or with Chili Sauce; the sauces used are prepared with exceeding care as to flavor and purity.

"Simcoe" Baked Beans are supplied in 1's, 2's, 3's flat and 3's tall—larger tins at the smaller prices.

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

SELL HER BOTH PACKAGES

We're telling your customers in our magazine advertising how much better it is to buy KNOX ACIDULATED GELATINE instead of the cheap, flavored, ready prepared gelatines. The package of KNOX ACIDULATED GELATINE contains an **extra** envelope of **concentrated lemon juice** in addition to the two envelopes of gelatine. **It makes two** full quarts of jelly that is **pure**, and they get the flavor without the extra cost and bother of using the fruits. You'll find it easy to sell **both** packages if you'll mention the ACIDULATED, because our advertising has paved the way. It will pay you to "make KNOX your gelatine leader," because of better value to your customers and the good profit to you out of the 15 cents you get for a package.

CHAS. B. KNOX CO.

JOHNSTOWN, N.Y.

BRANCH FACTORY, - MONTREAL, CANADA

Every pound of

CHASE & SANBORN'S COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN

MONTREAL

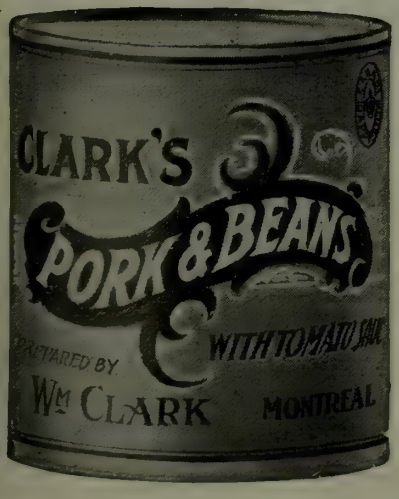
Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE

THE READY SELLER, Mr. Grocer, is always your best investment.

THE WELL ADVERTISED ARTICLE, backed up by QUALITY behind the advertising, is easily the most ready seller, and constitutes the surest road to

SUCCESS

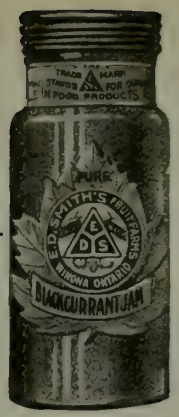


Your experience will tell you that CLARK'S PORK and BEANS will sell more readily than any others.

They are ADVERTISED in a manner which keeps the consumer thoroughly in touch at all times. They have a QUALITY surpassed by none, and a REPUTATION with the public of many years' standing.

A well filled stock of CLARK'S means to you a long step on the road to SUCCESS.

W. CLARK, - MONTREAL



The Jams and Jellies Our Fathers Knew

were the kind our grandmothers "put up" in the early fall. Sometimes they "kept" and sometimes they spoiled.

Science has stepped in, and today the leading brand for Purity and Quality is the E. D. S. Brand. Only the choicest fresh, ripe fruit is scientifically prepared in a sanitary and modernly equipped factory producing a product that is even superior to those that "Mother used to make."

You will have little difficulty, Mr. Grocer, to convince your customers of the deliciousness of E. D. S. Jams and Jellies.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

OXO Cubes

Co-operate

with a Giant Industry

The Liebig Company

Est. 1865

5,000,000 acres of ranches

350,000 cattle—consuming

5,636,000 tons of live grass annually.

Factories and branches all over the world.

New Trade

Developing and increasing business.

New Profits

Attractively packed goods—no breakages—no spoiling—easy to stock and display.

Right Prices

Satisfaction and value to your customers.

Continued and steady press advertising.

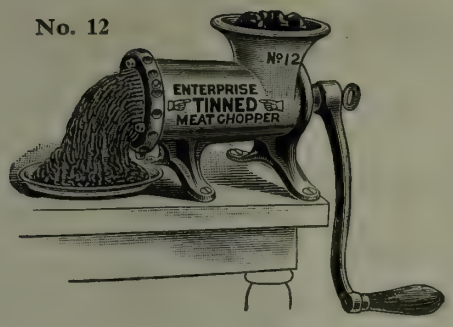
Show cards and store adverts. willingly supplied.

Send us a list of thirty or so of your customers with your order and we will send them special sample packet with your compliments.

OXO, 21 Lombard St., TORONTO

OXO CUBES

No. 12



Trade Makers—Profit Makers—Time Savers

This No. 12 Enterprise Meat and Food Chopper should have a permanent place on your counter. It will save your time—save your customer's time, and, above all things, it **cuts** the meat—cuts clean and easily. Has the true cutting principle—a razor-like, four-bladed steel knife revolving against a keen-edged perforated plate. Can't mash or mangle—it **cuts.** Can be taken apart and cleaned in a jiffy.

ENTERPRISE

Meat and Food Choppers---and Mills

This No. 8722 Enterprise Power Combination Rapid Grinding and Pulverizing Mill Meat and Food Chopper is fitted with ½ and ¾ H. P. motors—direct or alternating current. Direct current machines have ¾ H. P. motors adjusted for fast or slow speed, which can instantly be changed. Alternating current machines fitted with ½ H. P. motor. Four plates, with varying sized holes, and four knives furnished with each machine. "Enterprise" on a machine means Quality—Fair Price—Assured Service—Interchangeable Parts—General Satisfaction.

Write to-day for complete Catalogue of Enterprise Line.

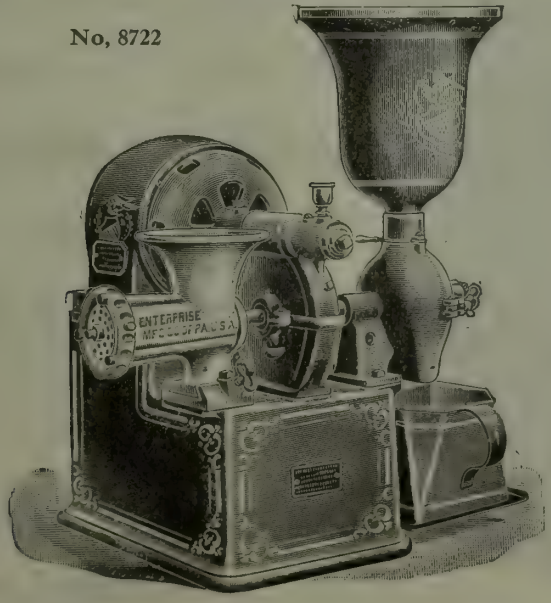
The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia - U.S.A.

Chicago Branch, 176 North Dearborn St, **21 Murray St., New York** **530 Golden Gate Ave., San Francisco**

No, 8722



MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

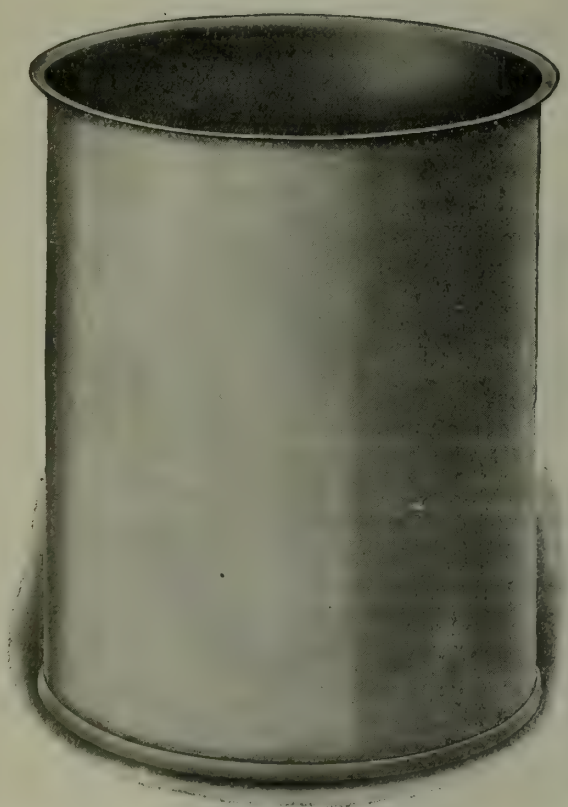
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE BISCUITS

So great is the demand for this new introduction that during the first three months the quantity sold amounted to 83 million Biscuits.

See that "P.F." is on every Biscuit

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

A PERFECT DESSERT

Sweetheart Brand Jelly

pure materials, finest fruit flavors and perfect art in making, ensure our Jelly Powder a favorite dessert.

Trade Mark of Quality

Our Manna Tapioca is also in good demand at this season of the year.

We are creating a demand for Sweetheart and IXL Brand of goods. It will pay you to have some in stock.

Quality guaranteed — Customer satisfied, and good profit.

IXL Spice and Coffee Mills

Limited

London, Ontario

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN

RIDEAU HALL COFFEE

COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.

LONDON ONTARIO

Western Selling Agents

MASON & HICKEY WINNIPEG

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

THE BANNER MONTH

December in most lines is the most important season of the year. This is particularly true of products that are seasonable at this time.

During the season of "Good Cheer," the public are in a very appreciative mood and observe little details more than at any other time.

There is no time that the merchant should be as careful of the products he sells nor is there any season that his caution will yield him as great a return.

When people are holidaying, they are not looking for cheap wares, but desire that which will afford the maximum comfort and satisfaction, hence quality should be your "WATCHWORD."

Of all the holiday products, oysters are the most prominent. You accordingly should be most particular in choosing your source of supply. In looking for a quality proposition in any line, you go to a house that makes a specialty of that particular line.

We are Canada's exclusive oyster house, devoting our entire time and attention to the one thing we know best. Oysters are no side line or secondary consideration with us.

Kindly let us have your holiday booking now.

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street TORONTO, ONT.

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

GOLD DUST has always received and is still receiving the benefit of extensive, unique and persistent advertising.

Our catch phrase—"LET THE GOLD DUST TWINS DO YOUR WORK"—has been drilled into the minds of women everywhere, and it's easy for you to sell GOLD DUST, because every woman knows it means a saving of work for her. Since she can depend on GOLD DUST results, you can depend on GOLD DUST sales.

Let the Gold Dust Twins do your work.

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Sherlock Holmes

may have brought to light many crimes and criminals in his day, but to-day the best "Bringer to light" is the DOMINION SILENT MATCH.

It lights silently without sputtering or sparking. The heads do not fly off and the stems do not break.

Every dealer should sell. Customers will appreciate the Dominion Match.

DOMINION MATCH CO.
LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

For the Lady who "doubts"

who questions the age of to-day's eggs, and everything buyable, there is one sure sugar-coated remedy—

GIPSY STOVE GLOSS.

Because "GIPSY" makes black blacker, and bright brighter; because it's the never-failing Stove Polish of certainty, she needs it to set her doubts at rest.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

It's all Moonshine

to say that other coffee essences 'sell as well'—'please as well,' or are 'as good as' 'Camp' Coffee. There's no coffee 'as good as' Camp,' and for this reason 'Camp' sells more quickly and pleases better than any other. Get it into stock and you'll know why it pays to sell 'Camp'

R. Paterson & Sons, Coffee Specialists, Glasgow

CAMP COFFEE

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to clinch their business. It's the quality that is unequalled. Try a stock.

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS, BAKING POWDER, JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock RICE'S and earn the favor of your customers. It is the best obtainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN . . . N. B.

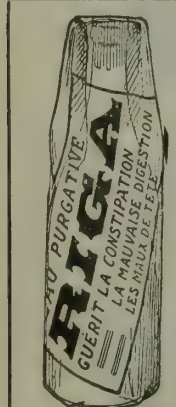
D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.



50% PROFIT GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative
Absolute Cure for Constipation
Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

ASK FOR

THE CELEBRATED

St. Lawrence

Golden Yellows

There is a big demand for "yellows" at this season and St. Lawrence golden yellows are the most attractive sugars on the market.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

British America Assurance Company

Incorporated A.D. 1833

HEAD OFFICE, TORONTO
(FIRE ASSURANCE)

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Assets over - - - - - - $ 2,000,000.00
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HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

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WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

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James Dome Black Lead

is the old reliable form of Stove Polish. Put up in attractive packages to retail at 5c. and 15c.

Pays a Good Profit. **Always pleases.**

W. G. A. LAMBE & CO., Canadian Agents

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East
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Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
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50 Front Street East

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

BUTTER BUTTER BUTTER BUTTER

Small's Maple Butter is best substitute for and more wholesome than dairy butter. Children like it on sandwiches, and 'tis delicious cake icing. Groceryman, you are easy if lead to take concoctions, imitations, the just-as-good, and *particularly* when at a higher price than the original. Remember, our mark, *CRE-MO,* packed *only* by Canada Maple Exchange, Ltd., Montreal. Standard oil, of the world, for maple. Competition outdistanced for past half century. Our motto, *Quality, Quantity, Price.* Write for syrup prices. All jobbers world over.

There is the utmost **delight** and **satisfaction,** Mr. Grocer, in making

"MELAGAMA"

Tea and Coffee your leaders --- **Delight** --- because on **"MELAGAMA"** you are building up a Tea and Coffee Trade as strong as Gibraltar --- **Satisfaction** --- because you will make more money and carry less lines, and **remember** they will stand the test. We also lead in

BULK TEAS

MINTO BROS., 45 Front St. East, TORONTO

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St. - MONTREAL

KING JAM

(COMPOUND)

The public in many parts have had an opportunity of trying our jams, and judging from the large repeat orders from the dealers, our goods have given complete satisfaction. Just what we have continually told you. King Brand Compound Jam represents the better jam at the lower price, and with all jams so high this year, you have a splendid opportunity of opening up a nice business with

KING BRAND JAMS

Packed to suit your trade. In tins, pails, cartons and glass.

ONTARIO BROKERS
Here Is Your Chance

Labrecque & Pellerin, Montreal

AGENTS:

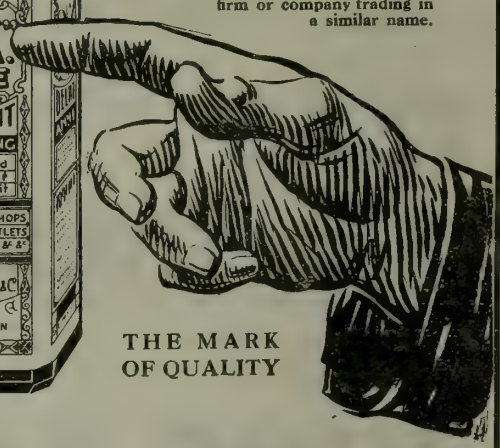
Maritime Provinces - - J. Hunter White
Western Provinces - - J. J. Gilmor & Co., Winnipeg

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
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A Hot Dish for a Cold Day

Some of your customers no doubt have the impression that

Shredded Wheat Biscuit

is a "summer food."

It is a summer food—a food for all seasons in all climes—served with hot milk in winter it makes a delicious breakfast, warming and strengthening.

If you'll suggest it to your customers you'll increase your sales.

Shredded Wheat is packed in neat, substantial wooden cases. The thrifty grocer will sell the empty cases for 10c or 15c each, thereby adding to his profits.

The Canadian Shredded Wheat Co., Limited

NIAGARA FALLS, ONTARIO

J95

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.

Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

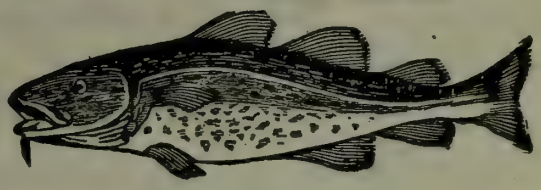
143-149 University St. - Toronto, Canada

OCEAN BRAND FISH

will put your fish business on a solid foundation

ADVENT

increases fish sales



OCEAN BRAND Kippers, Bloaters, Haddies; Boutilier's Smoked Fillets Canada Strip Boneless Cod, Special July Fat Salt Herring.

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

Only the primest fresh fish are used, cured and packed in the most sanitary and up-to-date fish curing plant on the Atlantic Coast.

Ask your wholesale house for these lines or write us direct.

North Atlantic Fisheries, Limited

Selling Branch: 47 William Street, MONTREAL

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

What's Good for Royalty Is Good for Your Customers

Jam that has held the fancy of Royal households will hold the fancy of your customers, and such an article will prove a good business builder for every dealer, and will give class to his store with people who know a high quality jam when they taste it.

Cairns' Scotch Jams, Jellies and Marmalades

are prepared from finest fruit, under absolutely cleanly conditions by skillful preparing and packing with the aid of modern machinery, ensuring highest quality, purity and finest flavor.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents: SNOWDON & EBBITT, Montreal

For the Christmas Baking Recommend

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS
MONTREAL and TORONTO

"TEA GARDEN" BRAND

CALIFORNIA PRESERVES (In Bottles)

THE VERY FINEST QUALITY

L. A. PRICE & CIE., BORDEAUX.
Imperial French Plums (In Bottles)

NUTS — CROP 1912.

GRENOBLES, "Pure Mayettes," Bags 110 lbs. each.
ALMONDS, "Tarragona," Soft Shells, bags 110 lbs. each.
FILBERTS, "Sicily," bags 220 lbs. each.
PECANS, Large Polished.

VALENCIA RAISINS

Stocks are light, but we still have a complete assortment of the best brands.
TRENOR BLUE EAGLE ROWLEY ABEL

MALAGA TABLE RAISINS
BEVAN & CO. PACK 1912.

Boxes 22 lbs. ¼ Boxes 5½ lbs. Also 1 lb. packages.
From $2.50 to $6.00 per box.

FIGS — "PRIMUS" BRAND.
IN LAYERS, 10 lb. boxes.

We have a fine assortment. From 9c to 15c per lb.

PEELS — 7 LB. BOXES.
Morton and Stephen

Get your supplies in early for holiday trade.
Prices and samples submitted with pleasure on application.

L. CHAPUT FILS & CIE., LIMITEE

WHOLESALE GROCERS AND IMPORTERS.
TEAS, COFFEES, WINES AND LIQUORS.

2, 4, 6, 8 and 12 DeBresoles Street MONTREAL

Established in 1842

9,261,400 Acres
Australia

OVER FIFTEEN THOUSAND SQUARE MILES

438,082 Acres
Argentine

That is the extent of the BOVRIL pasturage in the Argentine and Australia devoted to the raising of full bred cattle for use in the manufacture of BOVRIL.

The supply and the quality of the supply must be kept up to meet the ever-increasing demand, and that is why we mention these figures. You need never fear any shortage of BOVRIL.

Bovril

is the great body-builder

Bovril

repels the attacks of disease

The World-Renowned Concentrated Beef

BOVRIL is endorsed by all the best physicians owing to its body-building properties, and it is as valuable to maintain the health of the robust as in the restoration of the health of the invalid.

Can You Afford to Overlook Bovril?

Hardly. We are giving you every assistance towards building up a big BOVRIL business among your customers. Will you reciprocate? Your powers of salesmanship will bring you a good return, for we have arranged a satisfactory profit for you and we shall do our best to maintain it.

BOVRIL, LIMITED

27 St. Peter St.

Montreal

"Put It Where They'll See It"

and HOLLAND RUSK will sell itself. Women know that HOLLAND RUSK is delicious with jelly marmalade, poached egg, hot milk, cheese, berries, fresh or canned fruits, roast oysters—they know a hundred ways to eat it. They'll be glad to find it on your counter. Our advertising has made it so well known that it sells on sight. Once you start your customers using it you are sure of a steady, lively sale, because of the many ways it can be eaten. It's an all-year-round seller that's always turning into profit for the grocer.

HOLLAND RUSK CO.

HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales. Send for list of gifts.

Season's Supply

James Robertson & Son's

SCOTCH JAMS MARMALADES

Just to hand in time for

Christmas Trade

No finer preserves made in the world.

PLACE ORDER WHILE WE HAVE THE FULL ASSORTMENT

MATHEWSON'S SONS, Montreal
AGENTS

Alimentary Pastes of the "Swallow" Brand

Manufactured with the best quality of Canadian Flour—the best in the world—with the most up-to-date machinery, in the most modern mill, under the management of an expert, thus fearing no competition as to quality and freshness from the imported article.

Vermicelli, Macaroni, Spaghetti, Macaroni Short Cut, Small Pastes

Assorted Egg Noodles of the "Swallow" Brand are great favorites. TRY THEM. You will appreciate their exquisite taste.

Sold Everywhere

THE C. H. CATELLI COMPANY
LIMITED

MONTREAL CANADA

Ask Your Wholesaler for this package

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

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(Technical Book Department)
143-149 University Ave., TORONTO

Between Now and Christmas You Can Earn $20 Per Week

This year the MacLean Publishing Co. find it necessary to engage a larger number of representatives than ever to handle their Christmas business. Thousands of subscriptions to the MACLEAN MAGAZINE fall due between now and the first of the year. We need respectable men and women of good address to look after these renewals and secure new business for us.

In every town and centre of population in Canada are hundreds of our readers. You are too well acquainted in your own locality, and have direct access to these people. Their subscriptions expire at the end of the year and their renewals are merely a matter of calling on them.

Never before have we had such an increase in new business. Our Magazine is demanded by the business and professional classes, while the average reader enjoys it. You can also look after this new business for us. We give the most liberal pay of any publication on the market. By devoting your spare time to the work you can easily bring your earnings up to $20 per week. Many of our local salesmen exceed this modest estimate. For the balance of the year 1912 we are going to spend thousands of dollars on our local sales force. Your town will share in this expenditure. Here is a business chance for you. Take charge of this work in your own town during spare hours. All that is necessary to become our representative is to write for supplies and further instructions.

Send in your application to-day to

The MacLean Publishing Company,
143-149 University Ave., TORONTO, Ont.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

91,154 lbs. increase

During the last five weeks the increase alone in the sales of

"SALADA"

over the corresponding period of 1911 was ninety-one thousand one hundred and fifty-four lbs. This is just another of the many evidences we have already given you of what your customers think of "Salada." And consider that this enormous increase means just so much more profit for the wise grocers who are pushing the best seller in their Tea Department--"Salada," the people's favorite.

"SALADA"
41 Eastcheap,
LONDON, E.C.

"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptive to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning $10.00, $12.00 and $15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

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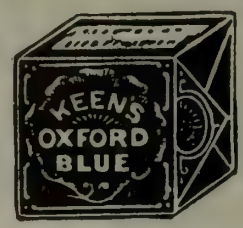

KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul St., Montreal — 30 Church St., Toronto

Agents for the Dominion of Canada

GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it—and prove a steady source of profit to you.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

An interior view of Cain Bros. new store in Yarmouth, N.S., showing bin fixtures, silent salesman and metal ceiling.

New Equipment Brings Increased Trade

Yarmouth, N.S., Dealers Make A $12,000 Increase in Turnover in One Year After Moving Into New Store With Modern Fixtures—Display Bin Fixtures and Silent Salesmen Installed—Stock Carefully Watched and Customers Pleased.

If the advantages occasioned by a new store and bright, modern fixtures increase the business, say $12,000 in one year, should the retailer hesitate to avail himself of this extra selling power? Undoubtedly the present tendency is towards scientific retailing where the student of human nature is bound to secure greater benefits than the man who believes in the existence of a certain set demand and that nothing on earth can induce a customer to purchase more freely.

The experience of Cain Bros., retail dealers in Yarmouth, N.S., should offer encouragement to the doubter who sees nothing in going to the "expense" of a few hundred dollars for new equipment. Cain Bros. moved into a new store on November 1, last year. This store was equipped with a view to giving better service than before, and arranged so that the extra facilities for displaying goods would tend to create extra demand. How well the firm have succeeded, is shown by the accompanying statement of Cain Bros. themselves.

Altogether, Cain Bros. have been in business in Yarmouth for twelve years. With the end of the eleventh they entered their new store and during the past year realized a turnover of $12,000 in excess of any of the previous eleven.

THE ADVANTAGE OF MODERN FIXTURES

"The store we now occupy was built for us in 1911. We began here on Nov. 1 of last year and this year has been our banner year, we having done about $12,000 more business than during our heaviest previous year in the twelve which we have been in the grocery business. We attribute this, of course, to our new store and up-to-date fixtures, which we find people appreciate. We have had to keep at it, stick to it, watch our stock and try to please our customers." — Cain Bros., Yarmouth, N. S.

Assuming a net profit of say 6 per cent., the net profit on this increased business would mean $720. Their new equipment includes patented pivoted bin fixtures, silent salesmen, and a large refrigerator. It is not difficult to see that at present rate of advance, the equipment will be soon paid for out of net profits. The emphasis laid on the value of the fixtures is stated in no uncertain way in Cain Bros.' statement. "We attribute this, (increase) of course, to our new store and up-to-date fixtures," they say. The firm has every reason to look forward to further increases in the future. They have realized within a year the propriety of moving into a new store and installing modern equipment. They had faith in the future and in advantages the changes would bring. This is what must be considered when all equipment purchases are under contemplation. Whether it is to be an expense or an investment is the point.

In this case, Cain Bros. have clearly made it the latter.

Selling Off Exclusive Christmas Lines

Best Efforts Should be Put Forth From Now On to Prevent Any Carry-Over Into the New Year—Several Varieties of Goods to Which This Applies—Periodical Inventories on These Particular Lines Suggested—What Remains After Christmas Should be Moved Out Before the New Year.

Before the Christmas and New Year season is past and gone, every dealer should have his stocks of exclusive holiday lines entirely sold. There are of course, many lines which can be disposed of after the turn of the year which are more or less of a Christmas character. But those goods that are unsaleable when the season is over mean a loss which takes considerable cream off the profits. They should be turned into money before it is too late.

Among those lines handled exclusively around Christmas include fancy crackers, plum puddings, special Christmas boxes of confectionery, biscuits with names suggesting the season, candle-sticks, etc. These are goods which are seldom, if ever, called for after the season is over, and if any remain, they usually go into the "dead-stock" graveyard.

Time to Sell is Now.

Every dealer, therefore, who has stocks of these goods on hand should make sure that they are all sold before the year ends. The cold weather is now here and with occasional falls of snow, the Christmas spirit is in the air. By constant displays in the window and on the counter, and constant reminders either personally or by show card, large stocks of any of the above lines can be moved out readily. The point is, that when these goods are taken into stock, extra special efforts should be made to move them out before it is too late. Newspapers may continue to advise and suggest that the public do their Christmas shopping early; but there is one thing that will do more to bring out the early shopper than all this advice—it is energy on the part of the dealer. Let him do the persuading and suggesting through his window, advertising space, inside displays, show cards, etc., and results will be fifty per cent. better. If he hides his light under a bushel—neglects to show and sell these lines—how can he expect anyone to purchase until the last few days before Christmas?

Displays Soon Reduce Stocks.

Many retail grocers have been showing exclusive Christmas lines for some time. They are reducing their stocks gradually so that when the season nears an end, they will be sure of disposing of everything. The policy of all should be "never let up" till New Year's Eve.

The week between Christmas and New Year's should be made the most of. Home-comings are often deferred till the first day of the year so that the season is never over until then. As soon as Christmas day is passed, most large and successful selling firms at once begin to figure out what goods are left. Once this is sized up, they know just whether the remainder can be sold at regular price or not, before the end of December. If the quantity is well within bounds, regular price is charged, but if it appears unwieldly at that price, special sales are organized that will move out all remaining exclusive holiday lines at the best figure possible, always trying to avoid, of course, a sacrifice below cost. It is better to do this, than hold so much "dead stock."

Take Frequent Inventories.

This seems to be a good policy to adopt by all dealers. As December advances, and sales on Christmas lines progress, periodical inventories should be taken. This is the best method of knowing exactly where one stands. If one sizes up the situation frequently, he may even have occasion to send in some sorting-up orders. At any rate he knows just what is going on, whether everything will be sold on time and whether or not any reduction in price will have to be made towards the close of the season.

Goods That Bring Regular Price.

There are many lines known as Christmas goods which will sell fairly well even after the beginning of the New Year. These include such goods as raisins, currants, peels, nuts, dates, figs, mince meat, etc. Few large dealers sell such at any sacrifice as a little extra care and attention, insures them all going out during the winter months.

Christmas trade this year promises to be extra good. The crops on the whole, have been splendid, labor is well taken up and there will be few people with no money to spend. Apart from the purchase of Christmas gifts, the grocery store gets the bulk of this money. It is the big season of family re-unions—when the fatted calf is killed—and the table in every home is given particular attention. The grocer should take every advantage of this. That is why early displays are being made by many, and why they should be made by all. Attractive windows can be shown without much work. The best will, no doubt, be reserved for week prior to Christmas, but good ones should be shown continually from first of December. Early displays should contain those goods which are out of date after New Year's, as well as lines used particularly for Christmas baking.

Aims Towards Adequate Service.

The "early" shopper can be brought forth from his lair and made to spend his money, only when the dealer can show him the advantages of doing so. When the early shopper has been disposed of, there is much greater chance to give adequate service to those who bring up the rear.

MAIL ORDER HOUSE A FRAUD.

A Pittsburg, Pa., mail order house, declared fraudulent by post office officials, has been closed by the arrest of two men operating the "Atlantic-Pacific Grocery Company" in that city. Circulars were sent out which in substance read "this is the opportunity to buy Thanksgiving and Christmas supplies and save 50 cents on the dollar."

"We want 10,000 new customers by November 15," the circular continues, "and if your order is in before November 5 we will enclose a Christmas gift for grandma or baby. We sell 100-lb. bag of finest Eastern granulated sugar, the regular price of which is $6, for $2.95." The circulars were sent out early in October.

The books showed that $730 had been received in one week. The office equipment disclosed by the raid of the postal inspectors, showed a desk, a typewriter and two rubber stamps.

A grocer in Virginia, U.S.A. is suing a telephone company for $1,000 damages, claiming to have been injured in his business to that extent at least by reason of inefficient service on part of the defendant company.

A BUSINESS BUILDER.

MacLean Pub. Co.,—Enclosed please find my subscription to Canadian Grocer. Would not be without it for any money. Have only been in business about three years, and have been taking it ever since. I attribute my success to your paper, for I started without experience, and your paper has taught me what I know. My sales at first were $18 to $30 a day; $30 was a good day. To-day it looks small (to Saturday, Nov. 2, $398.15).

E. A. MANUEL.

Halifax, N.S.

Good Results from the Small Window

Small Display Window May be Made to Produce Splendid Returns—Lindsay, Ont., Grocer Proves This to be True—Size Does Not Necessarily Determine Value—Much Depends on Care and Attention Given the Window.

Size is by no means necessarily a true indication of value. The size of a ring does not determine its worth. The same may be said of the grocery display window. There are many extensive windows to-day that are of little value to the store. On the other hand, there are many comparatively small windows that are bringing in good returns.

Not infrequently a grocer is found who argues that it is of little use to give attention to his window, because it is not large enough to produce results. This is a foolish idea and indeed a lame argument to put forward for inattention to windows. There are many of quite small proportions which range high as mediums for attracting attention and creating sales.

Results Small if Neglected.

There is no denying that there are many small windows which do not attract a great deal of business, but in most cases, it will be found that those same windows have been neglected. The value of a window depends on the attention and care given to it.

That the small window may be made valuable as a sales attractor is demonstrated in the case of W. H. Ayers, a grocer of Lindsay, Ont. He has a comparatively small window, but he aims, by proper attention, to make it bring the greatest amount of business possible. A recent window display, put in by a clerk, F. C. Nugent, is reproduced here.

Christmas Goods Shown Early.

The display was one of seasonable goods that could not help but attract the attention of the passer-by. Along the front was shown raisins, currants and nuts in bulk, the different lines separated by packages. Then came seeded raisins in packages, placed in a slanting position. The centre-piece of the display was grapefruit, backed with bulk dates. At each side was a row of apples, and between were shown such seasonable lines as figs, peels, grapes and cranberries.

W. H. Ayers recognizes that it is the dealer who presents his goods to the customer in such a manner as to appeal that gets the buiness, and even handicapped by small display space, that valuable results may be secured.

An Example to Follow.

Here is a case of a small window that is producing good results. There are a great many others throughout the country just as capable of creating business for the store, if they were only looked after with this idea in view.

Those merchants who have small windows and who have been offering this fact as an excuse for inattention, should awake to the fact, that they are not taking advantage of their opportunities. Let them or one of their clerks give careful and regular attention to their windows for a time and they will soon become aware that good results are possible.

A NEW N.C.R. FACTORY.

The National Cash Register Co. will erect on Christie St., Toronto, a new manufacturing plant comprising three large buildings to cost $300,000. Construction work will begin in the spring.

The new plant will manufacture every piece that goes to make up the intricate cash register, and it will supply the whole Canadian market. Five hundred hands will be employed. The present factory on Lombard Street employs about 200 men. It is proposed to follow the employee's welfare work which was instituted by the company in Dayton, Ohio. The services of a noted American landscape architect have been secured in laying out the grounds picturesquely, and the company will endeavor to promulgate the "neighborhood improvement" work as in Dayton.

The new factory will consist of buildings 400 by 60 feet, 310 by 60 feet and 200 by 60 feet, all two storeys high and of ornate exterior design. Massive ornate gates and large flower-bearing lawns will adorn the Christie Street front, and a large ball ground and tennis court will be provided for the employees. The buildings will be of structural steel and buff brick, with cut stone trimmings.

Early display of Christmas goods which brought returns for Lindsay, Ont., grocer.

The CANADIAN GROCER

Established - - 1886

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TORONTO, DEC 6., 1912

LOWER CEREAL PRICES.

In these days, when the cry of the high cost of living is heard on every side, it is pleasnig—to consumers at least—to find one or two varieties of food which are downward bent, and enough so to become really noticeable. The consumer may now pay less for his porridge. Cereal prices are on the decline.

Rolled oats during the past week have declined 40 cents per barrel or 20 cents per sack, which brings the price down 30 cents per sack below one year ago. As has been pointed out in previous issues, there is also a big yield of oats in Canada, as well as in the United States this year, and it was merely a matter of time until rolled oat prices would have to bow to the inevitable, although the change came sooner than was generally anticipated.

Wheat is also lower in price than a year ago, the difference in cash grain on Winnipeg market being 15c per bushel. As a result, rolled wheat has also been lowered in price.

The next cereal to follow the downward tendency will be cornmeal. The United States has a record crop of corn this year. Prices have been gradually moving down to a lower level, bearing down on the cornmeal market so strongly that further concessions are shortly expected.

SELLING VALUE OF GOOD EQUIPMENT.

"People generally know what they want, and you can't force much more on them," was the remark made recently by a retail dealer. He was referring to customers coming into the store and to the claim that a considerable amount of goods could be sold beyond what customers actually had in view.

That his contention is wrong has been proven time and again. It is proven by the first article in this issue, where it is shown that a Nova Scotia retail firm increased their turnover by $12,000 in a year, after moving into a new store and installing new equipment. This, then, is one method of getting customers to purchase more than was their original intention. While the new equipment may not be responsible for the entire increase, it must be given credit for a large part of it.

If better facilities for displaying goods inside the store bring increased business, there is no reason to doubt that good window displays as well as personal talks will also aid materially. It is a pretty safe assertion to make that customers—that is the fairly well to do—seldom stick to what they had planned to purchase. If other goods are attractively displayed and placed where they can be readily seen, any dealer can increase his sales.

Up-to-date equipment is unquestionably one splendid method of building up business. The example referred to above is simply further evidence to justify an oft-repeated contention.

PROVIDING THE CHRISTMAS TURKEY.

Providing the Christmas turkey is one of the problems of importance which the grocer has to face this month. It is one that in past years has not proved profitable to all grocers. In most cases, where it has been an unprofitable venture, the weak point has been the failure to make arrangements far enough in advance.

A good deal of the difficulty would be overcome if the dealer would work ahead of time. By this time, his plans should be well under way, both in regard to ascertaining the requirements of his customers and arranging for a sufficient supply.

There seems absolutely no reason why this matter, in majority of cases, cannot be arranged well in advance. Every housewife knows she will want poultry of some kind for Christmas, and she can just as well give her order now, as on the eve of the festive day.

The dealer has a strong argument in approaching the customer. She should make sure of her requirements, and in addition, it will end the worry of this part of the Christmas preparations. The dealer benefits from the fact that he will be able to gauge more accurately the quantity of poultry he will need to supply the Christmas demand.

THE 1912 HONEY CROP.

In Eastern Ontario this year, the honey crop was a poor one. The crop, however, gradually improved as one went west. Around London, for instance, the bee-keeper had one of the best honey crops in years. The entire yield, however, only averages up fairly well and prices are quite high.

A recent circular on honey declares that Ontario is capable of producing a much larger quantity of honey. Not one-quarter of the nectar secreted by Ontario flowers is utilized.

It would seem also that the consumption of honey is not as large as it might be made, as this same circular declares that Ontario consumers do not eat one-tenth as much honey as they would if they were urged.

It is apparent that some advertising is necessary here.

THE CHRISTMAS WINDOW CONTEST.

When those who have decided to enter The Canadian Grocer's Christmas window display contest, are getting photographs of windows, there are one or two points we should like again to emphasize. See that the photographer has a fairly large camera, one that will take a picture in the neighborhood of 7 x 10 inches in dimensions. If the photograph is good this permits of the detail showing up well.

Another point is that the photographer should not stand too far away. Ten or twelve feet is far enough, depending of course on the width of the window. If the camera man is too close to a wide window, only the centre of the display will appear in the photograph. If too far away, the goods in the window will not show to best advantage. For best results the photograph should be taken at night—that is, if the artificial light is strong enough and can be concealed.

Contestants should remember that a good photograph is necessary if the display is to be considered on its merits by the judges. The Christmas window is always worth while photographing. Let every one who has a photograph taken, enter it in the contest. Even if it does not take a prize, if it has merit, it will be used some time during 1913. Let everyone get into the race—the more, the merrier.

FEATURES OF CANADA'S PROSPERITY.

The prosperity of the country is well illustrated in the recently issued annual report of one of Canada's prominent banks. This is an institution, too, that can be confidently relied upon for accuracy in regard to trade conditions and prospects for the future.

The president called attention to the universal and almost unbroken prosperity of the past year, pointing out that the unfavorable weather conditions which retarded harvesting operations in the West for a time, passed without much injury. The wheat yield in the West was placed at 188,000,000 bushels, as opposed to 177,000,000 of a year ago. Yields of oats and flax were also greater, the estimate value of all the grain being $207,000,000.

Much more grain has been moved this year than last and yet there has been little talk of car shortage compared to year ago. Irrigation is developing rapidly in Western Canada and productive farms are springing into existence where once were arid wastes. Owing to prices of meat products, the raising of live stock must increase. Immigration figures show a much greater influx of people than preceding year. Loans to farmers have been well paid, if sometimes slow; wages are high, as is also the cost of living. This latter condition, the report points out, could be mitigated greatly if farmers went in more for mixed farming.

In the Maritime Provinces the hay crop is up to the average and potato, root and fruit crops good. In British Columbia general trade has been large and profitable, due in part to increased interest in lumbering, railway construction, and shipbuilding.

The wholesale distributing trades have everywhere, in the opinion of the bank president, enjoyed a good year. Groceries, dry goods, clothing, and boots and shoes had an unusually large turnover with good results. Accounts so far as these are concerned have been fairly well paid and bad debts have been comparatively small.

Regret was felt for the offering in the London market of industrial loans and investments of a questionable character. These were calculated to reflect injuriously on Canada's credit and speculation in suburban properties in Canada was also claimed to be overdone.

Looking at conditions as a whole, Canada was in a highly prosperous condition. Considering expenditures to be made, and guaranteed by the Government, on railway construction, harbor improvements and other works of a national character; the increasing influx of immigration and the great natural resources of the country, prosperity was bound to continue.

WHAT THE INVENTORY SUPPLIES.

In less than four weeks we will be on the threshold of another year. Try as we may to forget the past, the majority of us become retrospective and wonder what progress has been made during the year gone by.

Among that majority is found every business man who follows his business instinct. There are, of course, some dealers in business to-day who do not attempt to figure out the progress made. They never take an inventory. Just why, it is difficult to ascertain.

With the end of the year in sight, the problem of an inventory should be in every retailer's mind. There are certain facts about the business that should be known. Knowledge of them gives greater assurance to go on in the coming year in the light of past experience. Ignorance of them causes uneasiness and distrust, and at times unhappiness.

Every dealer should know at the beginning of his fiscal year what value of goods he has in stock; value of stock a year previous; total sales during the year and total cost of goods sold plus selling expenses. He is then in position to determine his net profit; and if he has knowledge of his total assets and liabilities he can determine readily what he is worth.

If an inventory has never been taken up to present time, the dealer should resolve now to take one with beginning of the New Year. That will be a comparatively slack time and affords, therefore, a good opportunity to begin to **know** the standing and progress of the business.

PARCELS POST AGAIN.

The intimation has been received direct from the Postmaster-General that Parcels Post legislation is pending. The Government will wait until the "Bourne Act" has been in effect in the United States long enough to render possible the passing of judgment on its feasibility or otherwise. If it is found not wanting, similar legislation will be enacted in this country. If it proves impracticable, a measure along different lines will be drawn up for Canada. Such at least is our interpretation of the remarks passed by the Postmaster-General.

The retail body as a whole is so familiar with what such a measure would mean that it would be superfluous to point out the danger of the situation. All that can be said is that the time to fight the proposal is NOW. If opposition is brought to bear at once, and is kept up actively and continuously, the Government will come to see the inadvisability of proceeding further. It is easier to check this movement at its inception than when it has been carried further and gained weight from its own momentum.

EDITORIAL NOTES.

Cost of living as regards cereal foods, at least, is on the downward path. Rolled oats have declined, rolled wheat is lower, and cornmeal is expected to drop in near future.

* * *

Even if it be true that "all's well that ends well," yet most dealers would be quite willing to have accounts owing them paid at the stipulated time rather than a month hence.

* * *

Before passing Parcels Post legislation, the Government should take pains to determine whether or not it would have the effect of stimulating the growth of city stores at expense of stores in rural communities, thus impairing the commercial value of country towns.

The Value of Taking Regular Inventories

The Inventory and Accurately Kept Accounts Are Great Assets to Any Business—Comfort in Facing the Music Even if Results be Disappointing—Analysis of a Financial Statement—Knowledge versus Guesswork.

*By Henry Johnson Jr.

Here is a statement from a Western Canadian dealer well worth consideration:—

Factville, B.C., Sept. 25, 1912.

Mr H. Johnson jr.,

Canadian Grocer:—

Dear Sir:—Enclosed find our trading account for the first 6 months of the year. If you can find space we should be glad to have your opinion on same when you can get around to it. Do not publish our name if you print this in any of your articles.

I take a great interest in your articles in the Canadian Grocer, and get a lot of useful information from same.

Yours truly,

_____

And here is the statement:

TRADING STATEMENT TO JUNE 30, 1912.

Inventory, Jan. 1, 1912	$ 4,003.07	
Goods purchased	28,669.11	
Freight inward	5.45	
		$32,677.63
Sales to June 30, 1912		36,184.50
Inventory (estimated) June 30, 1912	3,744.40	
Turnover		28,933.23
Balance carried down		$ 7,251.27
Balance brought down		$ 7,251.27
Store Expenses—		
Wages	$ 1,185.05	
Light and heat	75.19	
Insurance, taxes and rent	639.42	
Stationery and printing	219.18	
Advertising	46.77	
Other expenses	240.83	
		2,406.44
Delivery Expenses—		
Wages	$ 334.00	
Gasoline and oil	116.10	
Insurance, taxes and rent	67.32	
Repairs and renewals	10.30	
Other expenses	19.84	
Tires, upkeep	67.45	
Depreciation (auto)	200.00	
Delivery expenses to Feb. 28, 1912	391.26	
		$ 1,206.27
Balance to profit and loss account		3,638.56
Balance from trading acct.		3,638.56
Maintenance of buildings	88.25	
Interest and exchange	31.37	
Discounts allowed	77.52	
Sundry expenses	99.90	
Over and short account	11.18	
Salary of management	1,500.00	
Bad debts (allowance)	287.69	
Business tax	76.32	
Discounts received		104.17
Loss on horses	193.85	
Loss on stable furniture and fixtures	187.35	
Depreciation on store furniture and fixtures	100.00	
Balance net profit	1,089.30	
	$ 3,742.73	$3,742.73

"Stock is estimated on the gross profit made last year of 20.4 per cent. on sales. We cut down a little, estimating the gross profit at 20.04 per cent.

"We changed from horse to auto delivery at the end of February. Loss on horses and furniture and fixtures in the profit and loss account is the difference between the amount we sold same for and the value as carried on the books, which showed that we had not allowed enough for depreciation in the delivery expense. The wages for the whole six months are included under the wage heading.

"Over and Short Account is account kept in cash book showing the difference, if any, between the actual cash in the cash register and the total amount of cash sales as shown by the total adder on register. This 6 months shows a loss from this source."

Facing Facts Squarely.

It is evident that this man is honest with himself. He looks facts and conditions fairly in the eye without flinching. No matter, therefore, what the results may be, whether perfectly satisfactory or very unsatisfactory, he can sleep 'o nights; and there is no disposition to dodge, nor is there need for dodging.

He does not say what depreciation he had been charging against his horses. I should like to know because for years I have charged off 20 per cent. annually on horses, wagons and autos. He faces the fact frankly, however, that whatever he has charged off, that ratio has been insufficient to cover actual depreciation.

These are excellent characteristics. They tend to promote confidence of the man in himself and of him in others. Such a man is not liable to err in his estimates, and that he is in the habit of coming out about right can be gleaned from the fractional allowance he makes in his profit-computation to cover possible variations. Former margin was 20.4 per cent. Present basis of calculation is 20.04 per cent.; and that is close figuring.

Net Profit Rather Small.

The net profits of practically $1,100 on a business of approximately $29,000 yields a ratio of 3.79 per cent. plus, on sales. From this $1,100, however, there should still be deducted the interest charge on the invested capital at the rate of 6 per cent. per annum. I do not know about the investment, so cannot tell what this deduction should amount to; nor can I tell what percentage has been earned on the investment. At any rate, it is plain to be seen that the net profits on sales are not liberal enough. This will be remedied in large measure during the next period because the items of loss on horses and stable equipment, amounting at this time to $381.20 will not occur. If the auto-delivery is fortunately handled, therefore, a much better showing should result during the second period of the year.

When Profits Fall and Rise.

The net margin on sales should average 5 per cent. to be entirely satisfactory; but in face of the rapid advancement of many values, it has been difficult to maintain that ratio. This is one of the anomalies of our business. Theoretically, an advancing market should result in greater net earnings; but in practice it does not generally work out. This, because competition and sentiment militate against our taking full advantage of market advances. On the other hand, a declining market should tend to lose us money; but that does not work out either, because we generally follow declines somewhat slowly, consumers not being quick to note general market declines. Thus the one condition balances the other, or tends to do that. So here, as in some other instances, theory and practice do not travel the same road.

The total expense-ratio is 16.25 per cent., taking my friend's figure of 20.04 per cent. for gross margin as a guide. My belief is that this is a higher expense-ratio that he generally works under. It will probably be reduced during the next period. It is not exactly abnormal in present circumstances; but it should be reduced by 1¼ per cent. at least.

The Average Wage Expense.

The wages-expense is upward of 10.41 per cent. I do not know just what it should be at this time. Years ago, the limit was supposed to be about 7½ per cent., though I have found only one or two who have accomplished the feat of doing business on a wages-expense of less than 8 per cent. With the wage-scale rapidly and steadily advancing, I do not know what there is for us to do except do more business to offset this particular expense, since the general overhead or fixed expenses do not tend to increase in the same proportion as wages-expense.

More Advertising Suggested.

Which gets me to the one expense which I think might profitably be increased; and that is advertising. Here we seem to have an expenditure of only about 2½ mills. I believe that an appropriation of 1 per cent. could be used

(Continued on page 36)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Rapid Method of Finding the Net Profit

Retailer Submits Table With Percentages All Calculated When Cost of Doing Business is Known—Points Out That Set Profit on Some Staple Lines is Not Enough to Cover Total Cost—This He Says Represents Half the Turnover—How Then is Any Money Made?

The question on what should be paid for an article so that it can profitably be sold at 25 cents when cost of doing business is 18 per cent. on sales, has brought in many interesting replies as well as a letter from a retailer who goes more fully into the matter of profits. He asks the question, what profit does the average retailer get on goods other than staples where margins are cut down to 8 and 10 per cent? His letter is as follows:

Editor Canadian Grocer. — "I was much pleased to see the replies to the question, 'If expenses are 18% on turnover, what should a person pay wholesale for a 25c article?'

"I would like to know what the general grocery trade, so far as profits are concerned, does on butter, eggs, flour, feed and sugar , which make half of all they sell and on which they get no more than 8 to 12 per cent.

"If their expenses are 18 per cent. on business turnover do they add more profit on the other goods which they sell? For instance: Half of a general grocer's turnover is in butter, eggs,, flour, feed and sugar, as above stated, on which he can scarcely average 10 per cent. margin. If his expenses are 18 per cent. on turnover then how does he make up this 8 to 10 per cent. loss, and on what goods does he add the extra expense?

"Some biscuit manufacturers want the grocer to pay 21½c for a box of biscuits to retail at 25c, and charge 8c for 10c packages of sodas. Many things selling at $1.00 per dozen are retailing at 10c. Where is the grocer going to make a profit?

"The general public seem to think the middleman the cause of the high cost of living. I would like to know where he is standing.

"Let him find his turnover and find his expenses. Let him use the enclosed table and discover his losses and the very little money he gets for his worry and labors. Can you publish this table for figuring net profits? If you can it will be a great help of the trade."

RETAIL MERCHANT.

Peterboro', Ont.

The table referred to in the last paragraph is reproduced here so that any dealer who knows his average percentage of cost of doing business, and considers at what advance on laid down cost he marks his goods, can tell what his net profits are in percentages.

Suppose, for instance, a dealer's cost of doing business is 15 per cent. of sales and he marks his goods at 25 per cent. advance above laid down cost, his net profit would be 5 per cent. on sales, as is shown in the table.

To illustrate with a concrete example: Supposing he does a business of $20,000 annually; the cost of doing business which includes rent, taxes, insurance, lighting, fuel, wages, advertising, etc.) is $3,000, or 15 per cent. of sales; and he marks his goods at an advance of 25 per cent. on laid down cost—or in other words, goods which cost him laid down $16,000 he adds 25 per cent to and sold for $20,000—he would then receive $4,000 more than he paid for the goods. He paid, however, $3,000 for rent, wages and other expenses so that the net profit would be just $1,000 which is 5 per cent. of total sales.

Value of Absolute Knowledge.

This is a table which every dealer should keep on file. A traveler for a wholesale grocery house remarked to the writer recently, "there are far too many dealers who are not making any money on certain lines, not because they do not want to, but, because they are ignorant of the fact that they are losing money." This, of course, does not apply to all. The best dealers everywhere take particular pains to know just what profits are being made. This should be made a policy with everybody and if it were, greater progress would be felt all along the grocery trade line.

"Retail Merchant" asks the question: What does the average man do to make money when staples which mean half his turnover are sold at a loss when cost of doing business is considered? Further discussion on this question would be interesting and opinions of readers will be greatly appreciated.

Table For Figuring Net Profits

IF

your cost of doing business ***figured on sales*** is represented by any one of these percentage figures ☞

AND

you mark your goods above laid down cost at any one of these percentages (bold-faced type) ☞

THEN

your percentage of net profit on sales, or in other words your clear gain over and above your cost of doing business, is represented by the figure at the junction of the two columns.

PER CENT	PER CENT																
	10	**11**	**12**	**13**	**14**	**15**	**16**	**17**	**18**	**19**	**20**	**21**	**22**	**23**	**24**	**25**
25	10	9	8	7	6	5	4	3	2	1	0	1 LOSS	2 LOSS	3 LOSS	4 LOSS	5 LOSS
33⅓	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
40	18 4/7	17 4/7	16 4/7	15 4/7	14 4/7	13 4/7	12 4/7	11 4/7	10 4/7	9 4/7	8 4/7	7 4/7	6 4/7	5 4/7	4 4/7	3 4/7
50	23 1/3	22 1/3	21 1/3	20 1/3	19 1/3	18 1/3	17 1/3	16 1/3	15 1/3	14 1/3	13 1/3	12 1/3	11 1/3	10 1/3	9 1/3	8 1/3
60	27 1/2	26 1/2	25 1/2	24 1/2	23 1/2	22 1/2	21 1/2	20 1/2	19 1/2	18 1/2	17 1/2	16 1/2	15 1/2	14 1/2	13 1/2	12 1/2
75	32 6/7	31 6/7	30 6/7	29 6/7	28 6/7	27 6/7	26 6/7	25 6/7	24 6/7	23 6/7	22 6/7	21 6/7	20 6/7	19 6/7	18 6/7	17 6/7
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

This is a valuable table for determining net profits when cost of doing business is known. How to figure profits is shown by the explanation on the left.

St. John Grocers May Form Association

Article in Recent Issue of Canadian Grocer on Operation of Vancouver R. G. A. Credit Extension System Creates Interest in the East—Example of How the "Dead-Beat" Gets in His Work—Price Cutting Could be Lessened.

St. John, N.B. Dec. 3.—(Special).—There is a strong probability of a Retail Grocers' Association being formed in St. John at opening of the New Year or a little later, as soon as the rush of business which is now being felt has subsided. The matter is now receiving serious consideration from more than one or two grocers who are agitating amongst the others to have a start made in this direction.

It is true that there have been other associations in vogue here and that they have not met with success. Various reasons were ascribed to their failure and the chief attribute was that the members did not work together, or that they were not thoroughly versed in the definite aims of the body, that is to say, they had not a proper basis to work on. There has been a feeling amongst some local dealers for some time past that they should be better protected than at present, and they were further stimulated in this idea through the article in a recent issue of the Canadian Grocer relating to the working system of the R. G. A. in Vancouver, B.C.

How the "Dead-Beat" Works.

"That's what we want here," said one dealer enthusiastically this week; "I had a case only to-day which would go to prove the value of such a system in vogue in St. John. Let me explain. Last week a man came into my store and bought a quantity of groceries. He was a stranger to me but he came back for two or three days in succession and I learned his name. Each time he came he bought goods which aggregated about four dollars and he paid me for each purchase. We became friendly and gradually from a discussion upon the weather, to politics, and other matters, he broached the subject of starting an account. Thinking he was straight, as he seemed to me to be, I agreed, he saying he would pay fortnightly. It was only to-day that I learned that this man had been dealing with Mr. ———— down the street and had been shut off in his account after it had run to quite an extent. If we had an association existing here, that would not have happened. And, of course, such things, at present are not an uncommon occurrence, by any means.

"We have other things to be protected upon also For instance, I am selling an article for 10 cents a pound and making just a legitimate profit. Some of my customers inform me that Mr. So-and-so, two doors away is selling the same thing at 8 cents. He is not making a profit. Now, if we were united he would be a member of the association, and so would I, and a score of other dealers, and one of the matters we would discuss would be the maintenance of prices.

"There is also the question of wholesale selling. We retailers believe that we should have the supplying of such places as hotels, large shipping houses, etc., and we probably would have if wholesalers, some of them at least, did not undersell to such an extent that it is impossible for us to get a "look-in."

The dealer in question is anxious to see an association formed, and says that after the present rush of trade, and the Christmas business, have slackened he will use his endeavors to have a protective body formed, and the article in The Grocer explaining the Vancouver R. G. A. system will be of decided value in the work.

Railway Demurrage to Be Increased

Application Made by the Companies and Railway Commission Takes View That Congestion Would be Relieved Considerably—Shippers' Claims for Reciprocal Demurrage to be Gone Into in the Future.

Ottawa, Dec. 4.—(Special).—With a view to lessening railway congestion as much as possible, the Dominion Railway Commission on Monday afternoon issued an order granting the application of the C.P.R., G.T.R., C.N.R. and M.C.R. to increase their demurrage charges on freight cars from $1 per day to $2 and $3 The increased rates will be allowed only from December 15 to March 31 of next year. The railways asked for $2, $3 and $4 for the first, second and third day respectively after the free time allowed, but the four dollar charge was not allowed. As the order stands, therefore, $2 will be assessed by the railways for the first 24 hours after free time and $3 for each succeeding day.

Claim Detentions Unnecessary.

The railway companies contended that the unnecessary detention of cars by shippers and consignees not only handicapped the railway companies by depriving them of cars which would otherwise be available for traffic, but also caused congestion by blocking team tracks and private sidings in terminals. It was contended that at least 50 per cent. of what is called railway detentions, that is, the unnecessary holding of cars in terminals by the railway companies, was due to the blocking of these terminals by the unnecessary detention of cars by shippers and consignees.

The judgment was given out by Assistant Commissioner D'Arcy Scott in absence of Chairman H. L. Drayton. In touching railway delays which handicapped merchants and manufacturers, Mr. Scott said:—

"There is almost unanimity of opinion among the shipping public that they would cheerfully consent to the increase in demurrage charges if a measure of reciprocal demurrage was made effective at the same time—that is, if the railway companies would pay a per diem allowance to the shipper or consignee for unreasonable delays in the delivery of cars on the part of the railway companies. That is a matter with which we cannot deal in this application. It was brought to the attention of the Board at a sitting in Winnipeg in July last, and is, I believe, now being considered by the Chief Commissioner and Commissioner McLean on their present western trip, and it cannot be disposed of without a hearing in the east, where a number of shippers desire to be heard on the subject. In disposing of the question of reciprocal demurrage, the Board will, of course, consider what, if any, effect this temporary increase in the demurrage charges may have upon that question, but I see no reason why the present application should be delayed on that account."

THE VALUE OF TAKING REGULAR INVENTORIES.

(Continued from page 34)

with great profit. That would give us $290 for this period, or, rather, we should be justified in appropriating $290 for the next period, using present results as a guide; and $290 properly, judiciously expended with intelligent regard to local conditions, should enable us to do not $29,000 per period, but $35,000, and more continually.

I hope to have more of this man's thoughtful and intelligent letters. And I certainly feel happy to know that anything I have written has been of value to him. I know it has been valuable to me—and I have often said that I get the most out of it. You can see how and why, all right.

Current News of the Week

Quebec and Maritime Provinces.

Thirty egg handlers employed by the produce merchants of Montreal have gone on strike for an increase of wages from $10 to $14.

At a meeting of the Montreal Grocers' Association held recently, it was decided that no objection should be made regarding the proposed increase in railway demurrage providing the principle of reciprocal demurrage is adopted.

Armand Chaput, of L. Chaput Fils et Cie, Ltée, Montreal, has left for an extended trip through Europe and will not be back till March next year. Prior to his departure he was banqueted at the Place Viger Hotel. Lt.Col. Labelle, of St. Lawrence Flour Mills, Montreal, acting as toast-master, complimented Mr. Chaput on the success of his administration of the affairs of the Chambre de Commerce. Amongst others present were Chas. Chaput and Ex-Mayor Laporte.

The capitalization of the Atlantic Sugar Refineries, Limited, to be erected in St. John, N.B., has been announced. It will be $2,500,000, seven per cent. preferred cumulative stock, $3,500,000 common stock, and $1,000,000 bonds. The new refinery will cost in the neighborhood of $2,500,000. It will have a capacity, it is claimed, of over 2,500 barrels of sugar a day. D. Lorne McGibbon is president and F. H. Anson the managing director. The directors include Sir Thos. Tait, S. H. Ewing, W. R. Allan, H. J. Fuller, F. H. Ward, Hon. Wallace Nesbitt K.C. and Hon. Thos. Chase-Casgrain K.C.

Ontario.

G. R. Dane, grocer, Toronto, has sold to E. J. Snider.

W. Robins, grocer, Orangeville, Ont., is succeeded by Jno. May.

J. H. Cameron, grocer, of Peterboro', Ont., has sold to W. J. Kirk.

F. Smith has opened a grocery and butcher store in Tottenham, Ont.

The Peterboro' Co-operative Society, with capital of $10,000, has received an Ontario charter.

Robertson & Son, wholesale grocers, Kingston, Ont., are opening a branch warehouse in Smith's Falls.

Floating Castile Soap, Limited, Toronto, has received an Ontario charter. It is capitalized at $100,000.

David Bell, grocer, Yonge St., Toronto, has cards out announcing his candidature as an alderman for Ward 3 in the January 1 municipal elections.

Cyril Hayes, former secretary of the London, Ont., Retail Grocers' Association, has just returned from a trip to the Canadian West. He met many former London grocers in business in Vancouver and reports they are all doing well.

Business men of Arkona district, near Forest, Ont., recently waited on representatives of the Dominion Canners, requesting a factory in Arkona. On account of lack of railway facilities there will be no factory located there at present, but if railway connection is secured, one is probable.

A unique tribute was paid to Hon. William Patterson, of Wm. Patterson, Son & Co., biscuit manufacturers, Brantford, Ont., on Friday night last, marking his retirement from public life. He was presented with an illuminated address enclosed in a silver mounted casket. Mr. Patterson, who is about to leave for a winter's sojourn in California was much moved by the token of esteem.

Western Canada.

B. Waltman, grocer, Winnipeg, is succeeded by M. Globerman.

Chas. Motheral, grocer, Crystal City, Man., has sold to Theo. Greenway.

The Central Grocery, Brandon, Man., have sold to A. T. Colquhoun & Co.

Prout McColl & Co., grocers, Calgary, Alta., are succeeded by G. W. Piette.

Fowler & Co., general merchants, of Sedgewick, Alta., have sold their business.

Michael Rinzler, general merchant, Jacquet River, N.B., has sold to Morris Kroky.

The Vegreville Farmers Supply Co., general merchants, have opened a store in Vegreville, Alta. It is under the management of Maurice Shaw.

The Women's Missionary Society of the Methodist Church, Winnipeg district, passed a resolution at a recent convention requesting the management of all factories where young women are employed in Winnipeg to provide a private rest room for these young women.

The officers of the Retail Merchants' Association, of Saskatoon, Sask., which was recently organized are as follows: President, J. L. S. Hutchinson; 1st Vice-Pres., W. H. Cope; 2nd Vice-Pres., P. D. Hines; Hon. Sec., W. A. Rathbone; Hon. Treas., A. H. Westhaver.

A. H. Rands, formerly with the Dominion Molasses Co., Halifax, N.S., and Van Camp Packing Co., of Indianapolis as detail salesman for the Western Canadian Provinces with headquarters at Winnipeg, left on December 4, for Europe on S.S. "Celtic" to visit friends.

A movement has been started at Montmartre, Sask., to erect a beet sugar refinery. In this district are many French and Belgian farmers who have had considerable experience in sugar beet culture in Europe and it is felt that if a market were supplied they would readily adopt sugar beet growing as part of their regular crops.

STANDARD WEIGHT WANTED.

The vegetable growers of Ontario and Quebec want a Canadian standard weight for a bag of potatoes. At present Quebec has a legal standard of 80 pounds, but in Ontario there is none. During the last session of parliament a bill passed the senate making a general legal standard of 80 pounds, but it had not passed the Commons when parliament dissolved. It will likely be brought up again next session.

PETITIONS BEING LARGELY SIGNED.

The petitions prepared by the Ontario Retail Grocers' Association to be presented to the Ontario and Federal Governments are being extensively signed. D. A. Hewgill, Milton, Ont. has sent in both petitions to the secretary, W. C. Miller the one re Scale Inspection having 21 names attached, and the other re amendment to Garnishee Law with 35 names, the latter including merchants in all lines of business.

R. S. Godfrey, Meaford, Ont., has also forwarded signed petitions the one referring to Inspection of Scales having 26 signatures and the other 50.

Secretary Miller, whose address is 632 Yonge St., Toronto, has both petitions printed and anyone desiring copies for getting signatures should write him for same.

Personal Chat With You About Ourselves

In future issues of The Canadian Grocer, our readers may look forward to several practical articles which our editorial department have arranged. Henry Johnson, Jr., who has been cleaning up difficulties among readers for a couple of years, has, at the request of the editor, a series of articles in course of preparation on Store Organization. This series, it can be confidently stated, will be a most valuable one for those who are perfecting an organization in the store—building up a more efficient sales force, looking after credits more systematically, cutting out leaks, etc., etc. Henry Johnson, Jr., has been in business for some 30 years. He has made a close study of Business Building from all angles, and it can be relied upon that the series will be most helpful from a practical standpoint.

* * *

Remember the Window.

Several good window displays are ready for coming issues. One of these is a coffee display in which the dealer who trimmed it, had in view an educative lesson on the sources of coffee growth. Another display shows a most attractive arrangement of high class goods, including such lines as olives, fruits in glass, malaga raisins, preserved ginger, etc. Still another shows a new and neat display of fruit. All or any of these can easily be duplicated in the smallest or largest of windows.

* * *

An Exchange for Ideas.

The national character of The Grocer is well exemplified in the attention given to articles from one part of the Dominion, by dealers in other parts. A few weeks ago, for instance, an explanation of how the members of the Vancouver Retail Grocer's Association prevented promiscuous credit extensions was given in this paper. The methods were discussed the following week by members of the Toronto R. G. A., and now some retailers in St. John, N. B., have under contemplation the formation of an association there to carry on similar work. In both cases The Grocer was responsible for the raising of the question on what to do with credit applicants. The paper, therefore, acquaints dealers in the East with what the West is doing, and vice versa, thus emphasizing its truly national scope.

* * *

Lively Race Anticipated.

Last year six cash prizes were given by The Grocer to winners in a Christmas window dressing competition. This offer has again been renewed, and from all appearances even more will enter the contest than was the case a fear ago. This competition was established several years ago with a view to creating a broader interest in window display among dealers and clerks all over Canada. We believe in the power of a good window as a sales producer, and it is with a desire to encourage good displays that the contest was established. That our efforts have been appreciated is demonstrated by the large number of entries received from year to year. More than ever are expected this year.

* * *

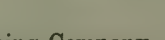
A Worth-While Investment.

That readers of this paper make money out of its contents, is evidenced from letters received every week and statements made to our representatives. Unless a trade newspaper can be made a good investment by the subscribers, it is of little use to them. A short time ago, when a circulation representative was in Calgary, he met with a good example of how valuable The Grocer was to readers. The dealer in question during the past summer had noticed a market report on condensed and evaporated milk which intimated that the strength of the market tended toward an advance. In view of this information, he immediately bought condensed milk and soon after the price advanced. This was but one instance where he had saved money, and he freely stated he would not be without The Grocer. It was a good investment for him.

* * *

An Old Country Admirer.

The Grocer has several admirers across the sea. One of them, John J. Smales, in the retail trade in York, England, in a letter to the editor, has this to say: "I think The Canadian Grocer is one of the best trade newspapers I have ever seen. I look forward to its coming every week, and I am eagerly sought after for the loan of it after I have read its columns through."



The MacLean Publishing Company,
Toronto, Ontario.

Gentlemen:—Enclosed please find postal note for $2.00 to cover our subscription for the Canadian Grocer.

It has been of untold information to us in many ways. Could not possibly do without it.

Langdon, Alta. WILSON M. CONN.

The Markets---Raisins Are Firmer

Valencias in Short Supply at Several Centres—Prices on Primary Market Have Been Advancing—Seeded Raisins Firmer at Coast—Christmas Goods Moving Out Well—Good Season Expected.

QUEBEC MARKETS.

POINTERS—

Molasses—Up 2c.
Sugar—Steady.
White Beans—Down 5c.
Canned Strawberries—Down 25c.

Montreal, Dec. 5.—Business for last month of year is already beginning to show up well. All those lines generally in demand for Christmas are moving out in large volume. Retailers are apparently looking forward to good month's trade.

One price change of week is an advance in molasses, which does not come as a surprise, as market has been firm for some time.

SUGAR.—Sugar market is steady in spite of easiness prevailing last week, and while reports are floating round about an enormous Cuban crop, yet small West Indian returns and European beet situation have offset effect of former, and steadiness will prevail for some time. As far as we can gather, the bankers financing European beet crops on noticing point to which sugar had dropped held back the crops and refused to put them on market until consumption improved demand. Knowing that prices could then be advanced. As a result of this step, refined sugar could not secure an advance although the West Indian crops were short. In respect to latter output it seems that Barbadoes crop for spring will be more than one-third short, while the Demerara harvest will also be well below average with result that considerable of the sugar will be converted into molasses. The market in general should be watched.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 [illegible]
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 [illegible]
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Last week we promised price changes as result of general firmness and the nail was hit on the head, as fancy molasses has advanced two cents per gallon; nor would it be surprising to see further rise take place as supplies have reached a decidedly low mark for this time of year. Prices should be well maintained, no matter what they may be, till well into January, as new crop will not be due till some time after this date. But dealers are inclined to play a waiting game about then, expecting lower prices with new goods. Still, with sugar conditions as they are, namely with new Barbadoes and Demerara crops short, it looks as if molasses interests will be able to keep price up as the new molasses will hardly come along in ordinary way, but sugar will be converted in order to supply demand as it comes along. Bearing these facts in mind it would be well for dealers to be careful in the policy they pursue and not allow stocks to drop to too low a figure.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—General activity was to be expected in this market with approach of holidays, but so far it is not greatly noticeable, though, of course, a satisfactory amount of business is passing. There was a shortage of large size prunes this year and what stocks there are, are held with confidence. On other hand, smaller sizes of second grade are easier as demand is slack, and it is reported that same are being moved out by packers in conjunction with larger fruit.

So far, there is no change in raisin situation, market remaining firm. Stocks locally, are said to be light and an advance may take place as it is uncertain whether new supplies will come forward in time for Christmas trade.

Currants are also short and supplies may be fairly well cleaned up before Christmas. It would seem that dried fruits generally are in small compass, as Persian dates are inclining upwards, jobbers stating that stocks held are getting low.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 12
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 11½
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09
70-80	....	0 08½
80-90	....	0 08
90-100	....	0 07½
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—Market is fairly lively and dealers seem to be getting away from hand-to-mouth policy and buying a little more freely. If we are to believe reports from growing centres, we may look forward to increased prices for some years to come as we are now at stage where the crops turn out short of the consumptive demand.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICES.—Market is active under a good demand, both from local and outside sources and grinders are having difficulty in filling all orders, owing to lack of cartage, and poor service on part of manufacturers of containers. Visible supply of spice is said to have come down to a low figure and we look for increases during the month and January, basing arguments on fact that there are no heavy cargoes en route to this country. Cloves have advanced 3 cents per lb. on London market and have now reached highest figure scored for a number of years.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 07½	0 10

RICE.—Considerable speculation is going on as to size of new Japan crop. Mail news, dated October 24 from seat of production is of pessimistic nature and stocks are not coming into market to same extent as expected at this time As it is, a sharp advance is likely to take place.

Business locally is not encouraging.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Stocks of Tarragona almonds are low and market is firm though immediate advance is not expected as supplies are on the way. Yet it looks as if California's will be used considerably as substitute. Walnuts are not in any too great supply either and market is becoming stronger. Brazils are booked for an advance as far as present indications are concerned.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

WHITE BEANS.—Supplies have been a little more plentiful of late and as demand has not been so heavy prices have declined 5 cents.

White beans, per bushel	....	3 00

ONTARIO MARKETS.

POINTERS—

Valencia Raisins—Higher.

Seeded Raisins—Firmer.

Celery Seed—Down to 35c lb..

Toronto, Dec. 5.—General optimism prevails in regard to this year's Christmas trade. Retailers express great confidence in the prospects. So far there has been every indication of a good year, and with prosperous conditions prevailing, from now until end of month trade is expected to be active. Jobbers have some complaints to make in regard to arrival of certain lines of goods, but otherwise things are bright.

Greater volume of such Christmas goods as baking material has now gone out to the trade. There has been a brisk demand for raisins, currants, peels, molasses and kindred lines. From now on, there will be a certain sorting trade in these lines, and as the festive season approaches, other lines will become the most prominent in demand. Even now nuts and candies are going out well, while trimmings for Christmas cake, table raisins, dates, figs, etc., will now be taking on life.

Shipping by lake and rail routes has been completed. Weather still continues favorable for getting in perishable goods by freight. Many jobbers are urging customers to do this, declaring that when cold weather sets in, perishable goods will only be shipped at customers' risk.

SUGAR.—Sugar situation is much same as week ago. When supplies of raws become sufficiently large, cane refiners across the line are expected to reduce prices, and it is probable that Canadian refiners will follow. Nearby raws have been in small supply, and thus steadiness has been ruling, although there has been easiness ahead.

As to how low prices will go during coming campaign, it is, as yet, pretty much a matter of speculation. Much depends on progress made from now on.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 15
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—Prices corn syrups have declined in West, but there has been no change here. There is record crop of corn in the United States this year, and it is having depressing influence on corn products.

Consumption, so far this season, has been up to a good level, and prospects are bright for coming month.

Molasses is selling freely in view of Christmas baking. There is a steady feeling in the market.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 80
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 00

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—There is general firmer feeling in raisins. Valencias are on upward trend, and are now quoted at 9 to 9½ cents. Prices on primary market advanced considerably after first shipment, and if purchased now, they would probably have to sell even above present quotations. On account of high prices this year, wholesalers bought sparingly of Valencias and quantity in stock locally is small.

Seeded raisins are also firmer, following tendency on coast. One jobber quotes his best fancy seeded at 8½c and choice at 7½ to 8 cents. It is likely that quotations will have to be increased in near future. There appears to be a general steadier feeling in all coast fruits.

There is big movement of different varieties of fruit for Christmas trade. Lateness of shipments has interfered to some extent, but in spite of this fact, jobbers expect year's business to be well up to standard.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10	0 08¾
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

COFFEE.—There has been slightly easier tone to common grades of coffee, such as Rios and Santos, but better quality goods hold a steady position, with nothing apparent for some time ahead to bring any change.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Celery seed is now down to 35c, as was pointed out some time ago would probably be the case. It is still high, as up to year ago, normal price was around 17 cents, but it is now probably as low as it will be for some time. Cloves continue firm. "If we had to purchase to-day," said one grinder this week, "we would certainly have to get a higher price." Peppers are steady, while nutmegs are slightly easier on primary market, but not enough to affect local market.

A good trade is passing in spices, Christmas baking stimulating demand.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—High prices on rice have not been conducive to increased consumption, and probably have had some effect on trade. However, jobbers point out there is growing demand for better grades.

There is nothing special to report in market situation, but news from producing centres of far East gives little hope of easiness.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 04	0 04¼
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06½	0 07
Tapioca—		
Bullet, double goat	....	0 06
Medium, pearl	0 06½	0 07
Flake	....	0 06
Seed	0 06½	0 07

NUTS.—Nuts for Christmas trade are moving out in good volume. There have been some features tending to strength in Brazils, but prices locally are unchanged. New shelled walnuts, which will be in hands of all jobbers around middle of month will be higher than old stock. On primary market, there is general tendency to steadiness.

Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 33	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 34	0 35
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.No particular new features to beans. Quality of Canadian crop is showing up poorly. Large quantities of Austrian are coming to this market.

Prime beans, per bush., new	....	2 90
Hand picked, per bush., new	....	3 00
California Lima, lb.	0 08	0 08½
Austrian, H. P., per bush.	....	2 75

CANNED GOODS.

TORONTO.—Although a report from Montreal says that strawberries are easier in price there, no change has been made in Toronto. "I see no reason for it," said one jobber. "The pack of strawberries was small this year and in face of that you could hardly expect a decline in price."

"Yes, the pack of strawberries was small," commented another dealer, "but prices are so high that consumption will probably be interfered with to some extent. I expect steadiness but no advance."

With Christmas goods now in limelight, canned goods are rather shifted to the background. Reports from retailers throughout the country however, would indicate that demand is satisfactory for season.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 00
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	.... 1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	.... 1 00
2's, Carrots	.... 1 00
3's, Carrots	.... 1 30
2's, Cauliflower	.... 1 67½
3's, Cauliflower	.... 2 10
2's, Parsnips	.... 1 15
3's, Parsnips	.... 1 30
3's, Turnips	.... 1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals. Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	6 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	6 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 62½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.	
Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 60
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—

Corn Syrup—15c down.
Split Peas—25c up.
Japan Rice—½ cent up.

Winnipeg, Dec. 4.—Wholesalers report all staple lines as moving freely and are expecting big rush of Christmas goods immediately. There is already considerable on the move.

Collections have much improved and it is anticipated, there will be little cause of complaint on this score at end of year.

The remarkably fine weather of past month has, on whole, been favorable to retail grocery business as it has kept fuel bills down and given customers wider margin for other household expenses. There are some complaints though of slow trade in some lines preparatory to Christmas. Mild weather though, has kept large numbers of men at work who might otherwise have been discharged and their wages have held up volume of cash trade.

SUGAR.—There is a first rate demand for sugar and prices are steady. No change is anticipated now and wholesale situation seems more settled than for some time.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—As forecast in last report, corn syrups have had a substantial reduction, the cut being 15 cents per case, and $1.13 per barrel. There is a fair demand for this commodity, and also for molasses.

Corn Syrup—	
2 lb. tins, per case	2 23
3 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	.... 6 20
Maple syrup, ½ gals.	.... 5 25

DRIED FRUITS.—New crop Hallowie dates are now on market and quoted at 6 cents per lb. in bulk. Other lines of dried fruits are unchanged and Christ-

mas orders are coming in to be filled in large volume.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06¾
90-100s, 10s, s.p.	....	0 06
80-90s, 25s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 07¾
70-80s, 25s, s.p.	....	0 07¾
70-80s, 10s, s.p.	....	0 08
60-70s, 25s, s.p.	....	0 07¾
50-60s, 25s, s.p.	....	0 08¾
40-50s, 25s, s.p.	....	0 09¾
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 45
Fine, selected, 28s, s.p., per box	....	2 65
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 40
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas	....	0 14½
Currants—		
Dry, clean, per lb.	....	0 07
Washed, per lb.	....	0 07¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—Any hopes of cheaper coffee may be abandoned.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—Bean prices are firm and an advance would not come as a surprise. An advance on both split and whole peas is announced. Pea crop is said to have been much below average.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

NUTS.—Both wholesale and retail merchants are looking for good Christmas trade in nuts. There is nothing new to announce in prices.

Brazil	0 13	0 14
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 17
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 35
Shelled walnuts	....	0 29

NEW BRUNSWICK MARKETS.

St. John, Dec. 4.—Consignments of beans from Australia and France continue to arrive in fairly large quantities. Trade in foreign beans has never amounted to such huge proportions.

Feeds and cornmeal are much easier and market in both shows inclination to lower quotings. Flour remains practically same and present prices are expected to hold for some time.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	3 40
Beans yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	....	6 25
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	....	0 39
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	6 35
Pork, domestic mess	25 75	26 00
Pork, American clear	26 50	28 75
Potatoes, barrel, new	1 40	1 60
Raisins, California, seeded	0 08	0 09
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

Following items are from The Canadian Grocer of December 9, 1892:—

"F. F. Dalley & Co., Hamilton, Ont., have purchased the J. M. Williams foundry and will have it enlarged and improved for their business."

* * *

"Confectionery should be an element in the effect every grocer and country merchant aims at in his Christmas display."

Editorial Note.—This suggestion holds good to-day as well as 20 years ago. Confectionery will sell well when it is brought to the attention of the public around Christmas time.

* * *

"There is no change in honey. Extracted sells at 7 to 8½c and choice comb stock 12 to 13½c, lower grade 8 to 11½c."

Editorial note.—Above note is from Montreal market report in December 9, 1892, issue. These show considerable contrast with to-day's prices on same market. Extracted sells around 12c and honey in combs from 23 to 25c.

* * *

"The point which is now receiving attention in the West is control of the credit system in the retail trade and especially the protection of the merchants from the practices of dishonest customers, especially those who, when their credit is run out at one store, look out for another victim."

Editorial Note.—This is a point that is being studied diligently in the West to-day as well as the East and unless business is run entirely on a cash basis, will continue to receive attention throughout all ages to come.

LONDON HAS CO-OPERATIVE STORE.

After Dividends, Not Price Cutting—Former Farmer as Manager.

London, Ont., Dec. 5.—(Special).—A co-operative store, dealing in groceries and meats opened for business here on Wednesday of last week. The opening took the form of an oyster supper followed by addresses by an Alderman, a Water Commissioner and a Lawyer. A clergyman is also an active worker in the organization. The store, which is located at the east end of Dundas St., is not large so the stock carried will not likely be heavy.

Mr. Morden, the manager, told your correspondent he was a farmer and had had no experience in the grocery or meat business. He was decided upon as manager and would have to learn. He also stated that the society had no intention to cut prices. On the contrary, they were out for profits so they could give their stock subscribers dividends every quarter, "if there were any," he added. A prominent Hamilton road grocer was approached to sell out to the Co-operative Society but his price was too high. He was also offered the management of the store, which he declined.

MANY HAPPY RETURNS.

To E. D. SMITH, Winona, Ont. Mr. Smith was born on December 8, 1853, at Winona. He has been a fruit grower since 1873, a fruit dealer and nurseryman since 1882; a jam manufacturer since 1904 and a canner since 1906. He is to-day the sole proprietor of the business which bears his name.

* * *

MANY HAPPY RETURNS.

To FREDERICK J. WHITE, Toronto, Ont., manager and owner of Minto Bros., Toronto. Mr. White was born on December 5, 1867, at Picton, Prince Edward County, Ont. For 14 years he was manager and owner of White & Co., wholesale fruit merchants, Toronto, and during the last seven years has been in the present business.

BENEFIT IN MANY WAYS.

MacLean Publishing Co.,
Toronto, Ont.

Dear Sirs,—Please find enclosed check for $2 in part prepayment of my subscription to The Canadian Grocer.

I find The Grocer a benefit to me in many ways. It is an excellent trade journal.

Yours respectfully,

Dunnville, Ont. C. A. ROBINS.

Rolled Oats Reduced 40 Cents Per Barrel

In Sympathy With Lower Price of Raw Material—Situation Beginning to Clear—Rolled Wheat Slightly Easier—Decline in Cornmeal Expected—Big Crop of Corn in United States.

Rolled oats have declined 40 cents per barrel or 20c per sack during past week. This was as expected and as predicted in former issues of The Grocer, although probably the reduction came sooner than was generally anticipated. This is indicated by fact that some mills still maintain that drop at this time was not really warranted, on account of big volume of orders which all mills have on file. However, shading on part of some of the smaller mills brought a general reduction. As pointed out in former issues, price of raw material really warranted decline in finished products as soon as situation cleared, so that it was merely a matter of time.

There have also been some concessions in rolled wheat at different centres of Dominion during past month, and next line to bow to the inevitable is cornmeal. There is a big crop of corn in the United States this year, raw material has been on downward path, and concessions on cornmeal can now be expected.

Manitoba flour is unchanged, and opinions as to future vary considerably. Prices are now 20c per barrel below a year ago, and some millers maintain that considering price of mill feed, that this is as low as wheat values warrant. However, a report from Winnipeg this week says that flour is not yet down to a level with wheat.

There is big crop of wheat in United States this year, and flour is being exported at such a low figure, that Canadian exporters are finding difficulty in competing in foreign markets. United States millers are even said to be invading the Canadian market, Minneapolis flour being offered in Maritime provinces in competition with Ontario patents.

MONTREAL.

FLOUR.—Demand both from outside and local sources is good, and general steadiness prevails in the spring wheat flour market. The supplies of winter wheat flour on spot are limited and the demand is brisk, the shortage being due to some extent to unwillingness of Ontario farmers to ship their wheat at present prices. Prices are maintained all around and no immediate change is looked for.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

ROLLED OATS.—In spite of steady feeling prevailing last week rolled oats have declined 40c per barrel. This is another indication of the uncertainty of this market, for in spite of general firmness, due to scarcity of oats, there have been occasions when a decrease has been registered and vice versa. Demand is still good and millers are said to be experiencing some difficulty in filling orders.

Fine oatmeal, single bag lots	....	2 53
Standard oatmeal, single bag lots	....	2 53
Granulated oatmeal, single bag lots	....	2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	....	2 20
Rolled oats, jute bags, 90-lb. single bag lots	....	2 30
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 35
Rolled oats, barrels	....	4 65
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—Manitoba flour has shown no further change, first patents ruling at $5.30 per barrel. There are differences of opinion expressed regarding future. While there are still those who think flour is not yet down to a level with wheat, other millers claim that if lower prices on mill feed are considered, that flour is as low as wheat market warrants. Purchasing has been fairly brisk, as stocks generally are low.

Manitoba Wheat.

1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	31 00	33 00

Flour in cotton sacks, 10c per barrel more.

Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Following predictions in past issues, rolled oats have declined 40c per barrel, or 20c per sack, during past week, bringing local price for single sacks down to $2.30. There are some mills which claim that with large number of orders on file, lower prices just now were not warranted, but that shading by small mills brought the decline. Price of raw material, however, meant reduction as soon as situation cleared, which it is beginning to do now.

In sympathy with lower price of wheat, rolled wheat is quoted lower also. A reduction in cornmeal, as pointed out last week can be expected. It will probably decline about 15 cents per cwt.

Rolled oats, small lots, 90 lb. sacks	....	2 30
Rolled oats, 25 bags to car lots	....	2 20
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 53
Rolled wheat, small lots, 100-lb. bbls.	....	2 90
Rolled wheat, 5 barrel to car lots	....	2 80
Cornmeal, 98 lb. bags, 25 bag lots	2 20	2 25

Rolled oats in cotton sacks, 5 cents more.

MILL FEED.—Tendency in mill feed is still one of easiness, and further concessions are anticipated during month. Coarse feed is plentiful throughout Ontario, and this, with low price of corn, is weakening market.

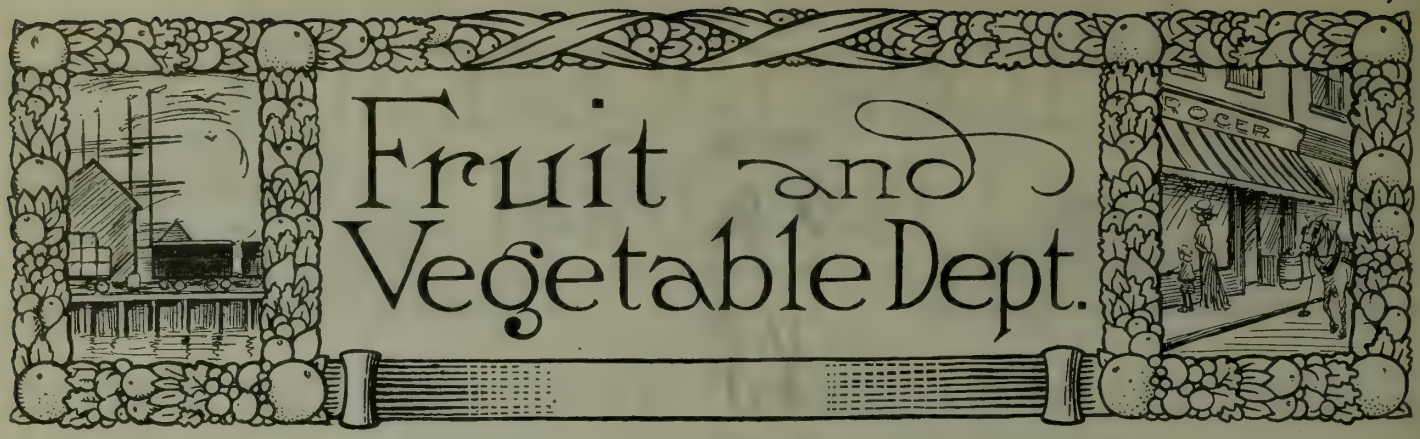
Bran, in car lots, per ton	....	21 00
Shorts, in car lots, per ton	....	26 00

WINNIPEG.

FLOUR AND CEREALS.—Flour prices cannot but be looked on as high considering price of wheat and reduction is in order at no distant date. Domestic trade is fair.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

The plant of the Van Camp Packing Co., at Indianapolis was partially destroyed by fire, the loss being estimated at about $350,000. It will probably be rebuilt.



Should be Good Sale For Lemons Now

Good Season of Demand—Prices Are Reasonable—Color and Quality Excellent—Florida Orange Crop Overestimated but Yield Will Be Fairly Large—Good Crop of Navels in Southern California.

Lemons are now down to a more reasonable basis than they have held for some time. During early fall under short supplies prices mounted upward, but coming of new crop fruit again turned market downward. Increased supplies gradually weakened prices, and during past week there has been a further readjustment.

Now is time for retailers to put some selling effort behind lemons. In addition to low price, fruit is of excellent color and quality. "I have never seen better at this time of year," stated a lemon importer this week. He states that values in Italy are slightly firmer.

New crop navel oranges from Northern California are being sold in nearly all parts of Canada. Opinions seem to vary widely as to quality, although it is perhaps fair for season. The fruit is running to large sizes. It seems certain that yield in Florida was considerably overestimated, the good showing on outside of trees giving false impression until picking commenced. However, crop will be fairly large, and as heavy crop of oranges is expected in Southern California, prices are not likely to advance, although they will probably hold firm until holiday demand is over. Southern California will have some stock for Christmas trade, but it will have to be artificially ripened, as is case with Northern California fruit now.

Grapefruit is coming along from Florida in splendid condition, and demand should be large as prices are reasonable. There is a slightly firmer feeling in Florida.

MONTREAL.

GREEN FRUIT.—Market is dull just now, though an improvement is looked for next week as holiday trade should then liven things up. Lemons following on a poor demand have declined considerably, while fall apples have also been marked down a few points. Limes are no longer quoted. Prices for certain other lines on list have been altered somewhat.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES.—This market has lost some of its former activity and dealers are awaiting the awakening. Green beans are on the shelf for another season while wax beans are coming along pretty freely at a good round figure. Radishes practically amount to nothing now. Tomatoes of the hothouse variety are fetching 25c. a pound and are expected to advance.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—There is considerable variation in prices and quality of oranges now on market. Dealers do not all agree as to quality of some lines of oranges.

Grapefruit locally is 25 cents per case lower, but primary market is firmer. Lemons, as was predicted couple of weeks ago, are still lower again, selling at $3.50 per case. They are about down to rock bottom. There is a slightly steadier feeling in Italy.

Kumquots are being shown by a local firm this week. They are a kind of orange, but small and oval shaped. They are a very delicious and refreshing fruit, with sweet rind and acid juice. They are quoted at 25 cents per quart.

Apples—		
Snows, per barrel	....	3 00
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	....	2 25
Fancy imported, box	....	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	....	9 00
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	5 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 75
Kumquots, per quart	....	0 25
Lemons, Verdelli	....	3 50
Limes, per 100	....	1 25
Oranges, Florida, case	3 00	3 25
Navels, per case	3 50	3 75
Pineapples, per case	....	4 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90

VEGETABLES.—Some firms are inclined to quote potatoes a little firmer. There is not a shortage, but scarcity of cars is interfering with shipments. Onions are reasonable in price this year, and now with advent of cooler weather, there should be better demand.

As intimated last week, hot house tomatoes are quoted at a firmer figure.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Cucumbers, Boston, hot house, doz.	....	1 75
Lettuce, doz. bunches	0 30	0 35
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	....	2 50
Canadian onions, 75 lb. bag	....	1 00
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	....	0 85
Turnips, per bag	....	0 50
Tomatoes, hothouse, per lb.	....	0 28
Sweet potatoes, hamper	....	1 50

WINNIPEG.

FRUITS AND VEGETABLES. — Vegetables, nature grown, have stiffened in price during past week: turnips 5c; carrots 10c per bushel and parsnips ¼c, cabbage ¼c per lb. Fruits are steady there being no changes to report in staple lines.

Fresh Fruit—		
Malaga grapes, kegs	8 00	8 50
Navel oranges, case	....	5 00
Tokay grapes	....	2 75
California grapes, case	....	3 00
Oranges, Valencia	....	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Limes, box	....	2 00
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	13 00
Spanish onions	....	3 75
Florida grape fruit	....	5 50
Pears	....	4 00
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

What System Means to the Country Store

The Business Dissipates Into Thin Air Without It—Non-paying Departments Should be Eliminated or Made to Pay as is Done in Every Large Department House—Size of the Man Limits Size of the Business—The Wise Grocer Selects His Goods With Much Care.

By Elbert Hubbard.

Country stores that are successful always fail. I used to clerk in a grocery where a twelve-year-old boy stole eggs from us at the back door and brought them around in front and sold us our own property. He kept this up for a year, and he might have kept it up indefinitely had he not taken in a partner and tried to do a wholesale business.

Dead stock, bad accounts, pilfering clerks, pinching setters, and lime in the bones of the boss work the certain ruin of every country store.

If the business is so small that the proprietor and his wife can remember everything they have in stock, and then sell for cash, and cannot get or will not accept credit, then the business is safe until their sons grow up and take the management.

Expansion without system spells failure. Organization means that a man shall grow with his business.

A million mice nibble at every business concern.

In order to avoid leaks there must be a system that will locate them.

Pays or is Eliminated.

The department store, where there is a system which tells every day, every week or every month just what each department pays, is the safest business that exists. If any one department does not pay it is reformed and made to pay, or else eliminated.

No big business can possibly succeed unless it is divided up into departments.

A non-paying department is never allowed to continue and drag the whole concern to bankruptcy, as in the good old general store where jumble and guesswork audit the acounts.

The successful country store is an easy mark for every petty thief and little poker player in town. The village Smart Aleck hires out as clerk and supplies his friends the things they need, just as a sneakerino reads the postal cards and hands out the news if he or she clerks in the post office.

No business long remains greater than the man who runs it. And the size of the business is limited only by the size of the man. Our limitations say to our business, "Thus far and no farther." We ourselves fix the limit. Without system the most solid commercial structure will dissipate into thin air.

The Gould System, the Vanderbilt System, the Hill System, the Harriman System, the Pennsylvania System—they are all rightly named. It is a system that makes a great business possible. When Jay Gould gathered up a dozen warring, struggling streaks of rust and rights of way and organized them into a railroad system he revealed the master mind.

Average Life of General Store.

The measure of your success is your ability to organize, and if you cannot bring your system to bear your very success will work your ruin. "The average life of a successful general store is twenty years—then it fails." And it fails through its lack of system—the man does not grow with his business. An army unorganized is a mob.

Napoleon's power lay in his genius for system, and he whipped the Austrians, one against three, not only because he knew the value of time, but because he had the ability to systematize.

"But the finances?" asked his secretary.

"I will arrange them," was the reply.

The character of the man at the head mirrors itself in every department or every enterprise, but perhaps in the hotel business most clearly and quickly of all.

A certain kind of landlord can care for a certain number of "guests"—and the quality of the guest attracted is according to the quality of the landlord.

Increase the number of people to be fed and housed, and usually your hotelkeeper gets into very hot water.

Fifty extra people upset his system, and either his guests leave or also his "help" steal him to a standstill. A new and better management must then come in, or the referee in bankruptcy awaits around the corner with a stuffed club.

Ability to Organize.

The measure of a man's success in business is his ability to organize.

The measure of a man's success in literature is his ability to organize his ideas and reduce the use of the twenty-six letters of the alphabet to a system, so as to express the most in the least space. The writer does not necessarily know more than the reader, but he must organize his facts and march truth in a phalanx.

In painting your success hinges on your ability to organize colors and place them in the right relation to give a picture on the scene that is in your mind.

Oratory demands an orderly procession of words, phrases and sentences to present an argument that can be understood by an average person.

Music is the selection and systematization of the sounds of nature.

Science is the organization of the common knowledge of the common people.

In life, everything lies in the mass—materials are a mob—a man's measure is his ability to select, reject and organize.

The No Profit Articles.

The wise grocer knows what he has in stock, and he is also intent on keeping nothing on his shelves too long.

He is able to say "No," and refuse to handle the things that give no profit to himself or pleasure to his customers.

He selects, rejects, classifies, organizes and seeks always not only to make friends, but to be one.

HELPING EARLY CHRISTMAS SHOPPING.

Chatham, Ont., Dec. 4.—(Special)—"While we are all making every effort to induce the public to do its Christmas buying early, there is one ally whose possible help should not be overlooked," remarked a grocer the other day.

"Newspaper co-operation is a great help. I don't mean Christmas advertising—I take it that every aggressive merchant has his Christmas advertising campaign all mapped out, if not already under way, and that the merchant who wants to bring out the Christmas trade early is prepared to talk through the newspapers a week or two before he wants the season to begin.

"But the newspapers can help in addition by advocating early buying, and in my experience I have found they are glad to do so. Often the newspapers take up the matter on their own initiative and publish editorial comments and general items dealing with the subject. But at the same time, editors are busy men, particularly at this season of the year, and anything that is not part of the current news is apt to be overlooked. So I, would recommend business men to make it a point to interview their local newspapers and get them to take the subject up. Then it merely remains for you to follow up and take advantage of his general campaign by giving through his advertising space specific reasons why the public should shop early at your store."

Advent Fish Trade Off to a Good Start

In Spite of Unfavorable Weather During Opening Days—Orders in Anticipation of Increased Demand Coming in Freely—Now Is Time for Retailer to Feature Fish.

The Advent fish trade is off to good start in spite of somewhat unfavorable weather during the opening days. Towards end of last week, orders began to roll in at most centres in greater volume, and this became more marked at the beginning of this week.

Prospects are extremely bright for a large trade in fish during the month. Advent brings with it two fish days each week and with the cooler weather which should set in now, trade should amount to an appreciable figure.

Now is the time when the retailer should put his strongest efforts behind his fish department. If he succeeds in getting business coming his way now, it will help this department materially during coming months.

QUEBEC.

MONTREAL.—Demand for fish of all kinds is exceptionally heavy and while supplies of certain lines are short yet there are ample substitutes to take care of all orders. Oysters, needless to say, are selling briskly and halibut is a little more plentiful. Haddies are moving out in good shape at reasonable prices.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.	....	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30-lb. box	....	0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50
SMOKED.		
Bloaters, box	....	1 25
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	0 15
Kippers (small), per box of 50 fish	....	1 25
Smoked salmon, per lb.	....	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	....	0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.	....	1 90
Bulk standards, gal., $1.40; selects	....	1 60

ONTARIO.

TORONTO.—The weather man was rather unkind during first few days of Advent season, failing to give the assistance he might have to fish trade. However, volume of orders that came in during week was encouraging, while last week business was quite brisk in anticipation of increased demand.

Frozen fish are moving steadily, while smoked, prepared and pickled lines are also doing well.

FROZEN FISH.		
Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 13
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	6 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 50
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 12
Extra, per lb.	....	0 17

NOVA SCOTIA.

HALIFAX.—Local fish trade continues quite brisk. Past week has been mild and quite favorable for fishermen operating on the inshore grounds. Good haddock are plentiful. Halibut is scarce, and only a few fresh fish are being landed. Smelts are more plentiful.

Demand for pickled herring is excellent. Sales of oysters and clams are about the average for season.

NEW BRUNSWICK.

ST. JOHN.—With Advent beginning this week, local dealers are looking more sharply to their fish departments and are expecting a good season. Advices to St. John report a shortage both along the Nova Scotian ports and in Newfoundland, from the latter alone there being reported difference of more than 100,000 quintals compared with last year. This shortage, coupled with fact that market in general is showing good demand, and that next few months will see a keen activity in consumption, will have material effect upon quotations which are already well advanced.

WINNIPEG.

WINNIPEG.—Fish prices are unchanged and continued mild weather has kept domestic supplies of frozen pike and other coarse fish off market. There is good demand for both fresh and salt fish and oysters move freely.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 08½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50

Over two tons of beef and pork have been seized on the market by the Health Department of Hamilton, Ont., during the past six months, aside from 42 dozen of eggs, 430 baskets of fruit, as well as chickens, fish and vegetables.

Produce & Provisions

Butter Less Firm Under Larger Receipts

Easier Undertone at Several Centres—Make Should Continue Large as Feed is Plentiful—New Zealand Butter a Factor—New Laid Eggs Continue Scarce—Canadian Houses Have Eggs in Storage Across Line.

Butter is easier and again it is not. If quotations are taken as a gauge, there has been no change. However, larger receipts have caused less firm feeling than has been ruling for some time. In several sections of the country, slightly easier figures are being quoted at producing points, thus giving an indication of tendency of market.

There is good quality of feed available this year, and large make of butter, which is especially noticeable in dairy, should continue. Then, again, the West and Coast have slackened in their demands. A Toronto wholesaler who tried to make sales in Vancouver, received a reply that prices in East were too high to induce business as New Zealand stock was being laid down in Vancouver at a lower rate. Thus, the prediction that New Zealand would prove a factor of no little importance in Canadian butter market this year is apparently coming true.

The new laid egg is scarce in all sections of the country and high prices are being demanded for guaranteed stock. Storage stocks are being rapidly cut into, but they are said to be quite large, while many Canadian houses have further stocks in storage across the line. "These dealers" said one man this week, "have been wishing for colder weather, in hopes that it would cut down production of eggs across the line, and give them a chance to sell their stocks there. Some Canadian houses have plenty without their U.S. stocks. I am afraid that if cold weather doesn't soon set in, that market across the line will also have some effect on prices here."

It will probably be after the turn of year before any increase will be seen in supplies of new laid eggs, but weather being anyways favorable, the increase should be noticeable fairly early in the winter.

MONTREAL.

PROVISIONS.—Western market for dressed hogs is reported as firmer and prices are expected to advance here in sympathy. In fact, limited supply on hand at present coupled with former fact has produced pronounced upward tendency. Market for lard is also firm. Smoked meats are in good demand.

Long clear bacon, heavy, lb.		0 13½
Long clear bacon, light, lb.		0 14½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¼
Large sizes, 20 to 28 lbs., per lb.		0 16
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 18½
Breakfast bacon, English, boneless, per lb.		0 19
Windsor bacon, skinned, backs, per lb.		0 22
Spiced roll bacon, boneless, short, per lb.		0 16
Boiled ham, small, skinned, boneless		0 25
Hogs, live, per cwt.		8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 16⅝
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 50 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—Market presents pretty much same features as last week, the possibility of New Zealand stock coming along being freely discussed. Prices for finest creamery and fancy have been well maintained on account of limited supplies. Still, there is an easier feeling for lower grade variety as supplies of this have been heavier with only a moderate demand.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—Market is becoming firmer and it looks as if a further advance in new laids may be registered. Supplies are poor in every respect and a big hole is being made in cold storage stocks. As stated previously, the quality of latter is surprisingly good, but prices are high.

New laid eggs, per doz.	0 45	0 50
Selects	....	0 32
No. 1's	....	0 28

POULTRY.—With holiday season coming along, market is more active and a good business is passing. Geese are scarce, and their absence from the market is somewhat bewildering, as the goose is generally the most plentiful around this time, of all poultry lines. Turkeys, in view of prices reached at Smith's Falls Show, are expected to advance some during the near few weeks. Prices so far are unchanged.

Turkeys, No. 1, per lb.	....	0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.	....	0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 18
Geese, per lb.	....	0 15

HONEY.—Business is quiet, save for a few substantial orders from manufacturing concerns. Prices remain the same.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS. — Good volume of trade is passing in provisions for season. Lumbering camp supplies are being arranged for, and heavy lines are moving out well.

There has been no alteration in prices during the past week. Some firms are getting 17½ cents for light hams. Live hogs are coming forward in larger quantities than was the case some time ago.

Smoked Meats—		
Light hams, per lb.	....	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 10
Live hogs, at country points	....	7 80
Dressed hogs	11 00	11 50

BUTTER.—If quotations are taken as a gauge, there has been no change in butter. There is, however, an easier

feeling as was noted last week. Make continues large and prices are easier in the country. Production is expected to be maintained at good level during whole of this month, and as demand from coast is flat, there should at least, be no strengthening in prices.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Eggs, if you speak of the new laid article, are scarce and as high as 45 cents per dozen is being asked. There are plenty of storage, and more across the line if they are needed. "We are only quoting 25 cents for fresh gathered stock in the country," said one man this week. "I don't consider they are worth any more than storage. In fact, many of them are not worth as much."

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE.—Situation in cheese is practically unchanged. "Other conditions being the same," said one dealer this week, "cheese should be worth more as season advances, as longer it is held, the more it costs the wholesaler."

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 17

POULTRY. — There is not much change in poultry. There is a normal amount coming along, and this line will increase in prominence as Christmas draws near. Shipments in view of approaching season of demand are already being made to the West.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 11—0 12

WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed	....	0 13

WINNIPEG.

PRODUCE AND PROVISIONS. — Lard, hams, bacon and all pork produce have taken drop this week in sympathy with weakness in pork and prices may be considered as steady for the time being. Cheese, both Ontario and Manitoba, is off 1 cent. Butter and eggs unchanged. Demand first class.

Lard, tierces	....	0 14¾
3 lb. tins, cases	....	9 35
5 lb. tins, cases	....	9 30
10 lb. tins, cases	....	9 20
20 lb. pails, cases	....	3 05
50 lb. tubs	....	7 50
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15¼
Short clear	....	0 15
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario large	....	0 15
Ontario twins	....	0 15¼
Manitoba large	....	0 14
Manitoba twins	....	0 14½
Butter—		
Creamery	0 33	0 35
Dairy	0 28	0 29
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage	....	0 26

Has Worked Up Extensive Trade in Cheese

Peterboro, Ont., Grocer Specializes on Canadian Cheese With Excellent Results—Does Not Sell Any Cheese Less Than a Year Old—Good Quality of Article Advertises It.

Good goods advertise themselves. It is wonderful what an effective advertisement the good quality of an article proves for itself and for the dealer who sells it. This has been one of the big factors in assisting W. H. Hamilton, grocer, of Peterboro, Ont., in working up an enormous cheese business. He has established a reputation that brings him a good deal of business.

Advertises Itself.

A woman was in his store a few weeks ago when The Canadian Grocer called. She was paying for some cheese which she had previously purchased. She spoke highly of the excellency of the cheese, remarking, "I had a friend in for supper the other night and she wanted to know where I got the excellent cheese. She wants to get some like it."

This is one example of the advertising for itself that a good article does. This same method of publicity has had much to do with raising the store's cheese sales to their present volume. Of course, underlying this, is the good quality of the article itself, for a grocer does not secure a reputation for cheese that appeals to the palate unless it really does so.

No Cheese Less Than Year Old Sold.

Success in this case lies in the study of the kind of cheese that cheese eaters prefer. Although there are those who like the new product, this store has found that they are greatly in the minority. Most people who eat cheese like it well seasoned, and it is for this reason that none is cut in the Hamilton store until it is at least one year old. Of course, this requires some planning ahead, but the store realizes that this is an essential in many lines, if real success is expected. Cheese of every month of production is purchased and stored. It is seasoned for one year and then cut. Of course, on account of not having a continual producing season, some cheese is over a year old when cut, but the rule is "nothing less than a year."

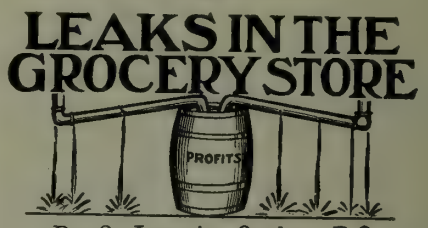
Care in Ripening.

The work does not end with the storing of the cheese. Methods are used so that when it is matured, it will have that mellow flavor that appeals to the cheese eater. Every week, each cheese is turned and occasionally buttered. This is done to prevent any swelling of the interior of the cheese and to have each cheese ripen evenly.

It is aimed to have all cheese as uniform in flavor as possible. The customer gets used to a certain kind and wants it all the time. The methods used by this firm produce a tasty product that brings customers back again. It is a means of bringing a good many people to the store, who probably would not otherwise be attracted.

That the Hamilton store cheese has the taste that appeals, is shown by a recent instance. An American hunting party going north of Peterboro, purchased ten pounds at this store. Before proceeding very far, the cheese was sampled and an order was immediately sent back to the store for 15 pounds more. Another tourist from Buffalo who had a taste of the cheese, liked it so well that he purchased a half cheese to take home with him.

Mr. Hamilton also handles some varieties of fancy cheese.



By O. Lacroix, Quebec, P.Q.

I have read your articles on "Leaks in the Grocery Store" and beg to point out a leak which demonstrates what careful attention we should always give to the purchase of goods. This loss refers to shortages in goods bought. For example: I purchased, some time ago, 56 pound boxes of butter which weighed 54 pounds, thereby being 2 pounds short. Another purchase consisted of "pound" prints of butter which weighed 14 ounces; 20 lb. pails lard containing only 19 lbs.; 21 lb. pails chocolates (no charge for pails) containing 17 lbs.; 100 pound bags of onions which weighed 95 pounds; 80 lb. bags potatoes which tipped the scales at only 76 lbs. Similar cases must occur in molasses, wines, etc., when we sometimes do not take the trouble or precaution to gauge or measure.

All these things represent distinct losses to us retailers, and with many of us would mount up high if we did not take the pains to weigh our goods as they come in. There should, I think, be prosecutions against such firms giving incorrect weights.

Editorial Note.—Actual experience in connection with this or any other leak in the store would be appreciated. Your experiences will help others to stop the leaks that carry away the profits.

ALWAYS IN THE LEAD

EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on
BULK MINCE MEAT?

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

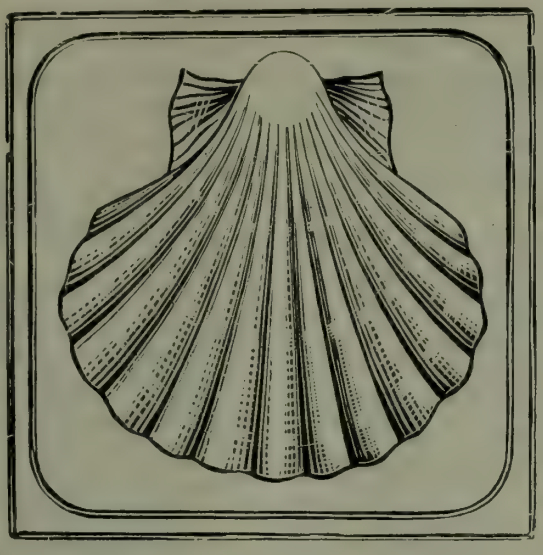
"SHELL" BRAND

CASTILE SOAP ("LaCoquille")

The Standard of Purity

Has the largest sale of any Castile soap in the Dominion.

For sale by all wholesale houses.



A Pure Oil Soap

This soap is especially manufactured by

Messrs Couret, Freres
Marseilles, France
For
Messrs. Estrine & Co.

P. L. MASON & CO., Toronto General Agents

Is it worth my while to have my line represented in Sunny Alberta?

Every day this question is being asked by manufacturers, and the most direct answer is given below. We are located in the heart of a splendid field of trade, and being the oldest commission firm in Alberta, are in thorough touch with the trade. There is rapid and unlimited development in Alberta and it will pay you, Mr. Manufacturer, to let us distribute your lines. We are distributors for many good firms.

WRITE TO-DAY.

McKelvie and Stirrett, Calgary, Alta.

BRANCH OFFICES: LETHBRIDGE and EDMONTON, ALTA.

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap.
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

Western Canada Trade Will Make Money For You

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Don't overlook this market

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.
We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times.
We will be pleased to handle your account.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. .....$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 75

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

	Doz
JAMES DOME BLACK LEAD.	
6a size, gross	$2 40
2a size, gross	2 50
NUGGET POLISHES.	
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

COFFEE

Most people like a cup of Coffee with their morning meal and when it is good they probably take a second cup. Now, then, are you getting your share of this business? If not then get started. Coffee is one of the permanent money-makers of the grocery business.

"Monarch" brand will help you build up a coffee business worth while. The delicious flavor and the persistent uniformity of quality have made it the star boarder wherever it has been distributed.

Packed in 10 and 25 lb. tins, whole or ground, 32c. per. lb.

MOLASSES

Right now there is a lot of Molasses being sold. Supply your customers with an extra fine baker.

Monarch Brand, 2 lb. tin, cases 2 doz. at 95c. doz.
" " 3 lb. tin, cases 2 doz. at $1.30 doz.
Victor Brand, barrels - - - at 24c. gal.
" " half barrels - - at 26c. gal.

MINCE MEAT

The demand for Heinz Mince Meat has been so great that the manufactures have found it difficult to keep up with orders. We have just received another shipment put up in

18 lb. pails at 16c., 37 lb. pails at 15½c., 110 lb. Kegs at 15c.

New Choice Seeded California Raisins 16 oz. pkg. 6¾
Barbadoes Grocery Sugar, 100 lb. lined bags 4¼

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.
The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

HEALTH COCOA

Manufactured from a blend of the finest Cocoa Beans procurable — Pure, soluble cocoa with all the superfluous oil extracted, making it extremely palatable and easy to digest. Thorne's cocoa is stronger than most makes and more economical — ¼-lb. tin will make 32 cups.
The price of Thorne's Health Cocoa is competitive and it allows of a good profit being made by *you*. We also manufacture cheaper qualities, guaranteed pure, to suit your trade.
Send for sample and prices to

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

When writing advertisers kindly mention having seen the advertisement in this paper

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

High Class ORANGES for XMAS

A most complete assortment of California Ripe Navels,

Sweet Floridas,
Mexicans,
Valencias, 420s and 714s
Nuts, Raisins, Figs, Grapes,
Fancy Box Apples.

Everything the best obtainable for the holiday trade. Largest assortment. Best of service.

Xmas Price List out this week.

WHITE & CO., LTD.

TORONTO and HAMILTON

"The Premier Fruit House"

California Navel Oranges

Well Colored Fruit—Good Eating

Fancy Florida Oranges

Fine Flavor, Sweet and Juicy

Sweet Sonora Oranges

For a good cheap orange, this is the one.

Get our price on NUTS before you buy.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Elgin Brand

Lard that Satisfies

must conform to a severe test by the housewife. Every known means of testing quality has been applied to the Elgin Brand, and it has made itself solid with hundreds of users—that you can have as satisfied customers if you stock it.

Put up in prints, tins, pails and tubs.

The St. Thomas Packing Co.,

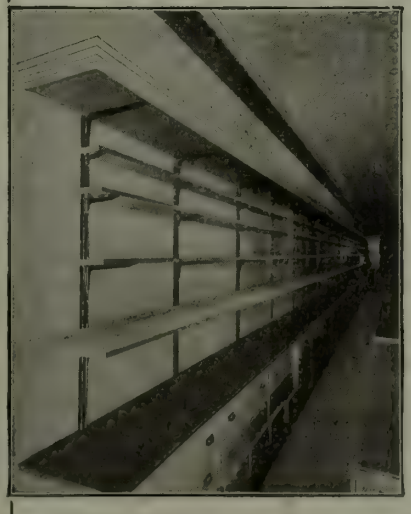
LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

THE BEST SHELVING FOR YOUR BUSINESS



Note the splendid stretch of shelf space—not a stick or prop in the way—all reserved for the best display of merchandise.

This is one of the many good points of our

PATENT ADJUSTABLE
BRACKETS

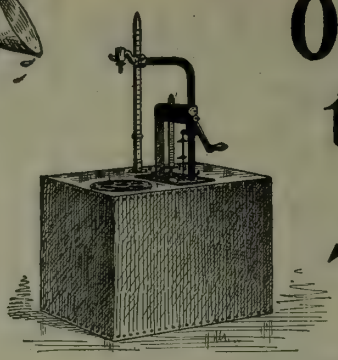
They are strong, durable, beautiful in appearance and leave all the space for display of goods.

Write, stating whether your building is brick or frame; and full information will be gladly sent.

The Piqua Bracket Company

SOLE MANUFACTURERS

PIQUA :: OHIO



Out with the Old OIL TANK!

If you knew how much money the old oil tank has cost you in waste of oil, damage to goods, and loss of customers, you'd kick it out and get a

BOWSER Self-measuring Oil Tank

What's the sense of handling oil in a **profitless** way when you can **make money** on it? There are 750,000 BOWSER TANKS in use to-day. Do you suppose that would be so if they did not do as we say? Would thousands of grocers buy BOWSER OUTFITS if they did **not** pay. Wouldn't it pay **you** to investigate this system? You're **paying** for a BOWSER OUTFIT now without having the benefit of its cleanliness and convenience. The BOWSER absolutely prevents waste, keeps your hands and your store clean, gives you at a glance the amount to charge for filling any measure, tells you how much oil is left in the tank. Send us a postal card for illustrated catalogue No. 222, and full particulars—free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., **Toronto, Ont.**

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

The QUALITY is in them

WONDERFUL SOAP
CRYSTAL SOAP CHIPS

There are no more steady-selling, customer-creating, trade-building lines than our products. In efficiency, strength and purity, their equal has not been discovered.

Wonderful Soap and Soap Chips are thorough, rapid and easy in their operation. The quality is in the Soap. We put the value there, not in premiums.

We pay freight on five-case lots

Let us send you quotations

The Guelph Soap Company

Guelph Ontario

BROOMS
OF
QUALITY

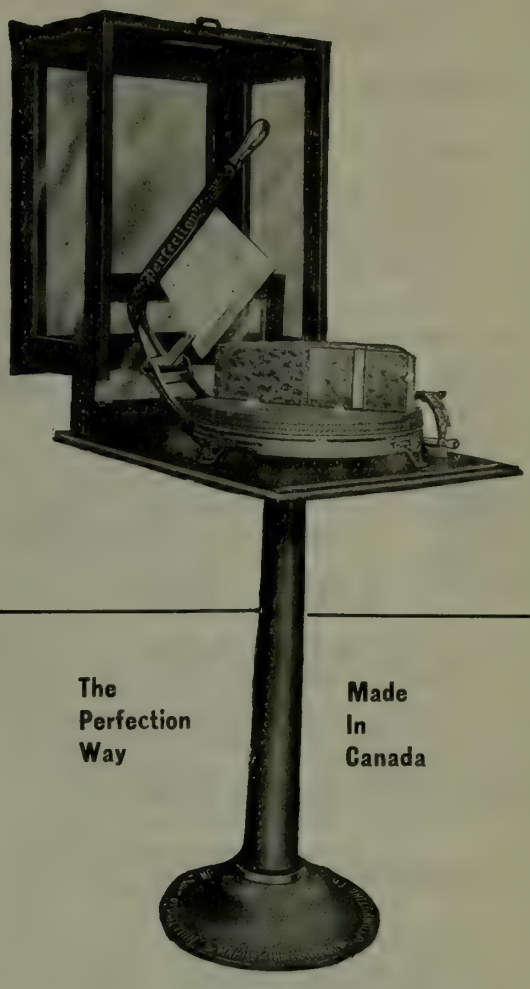
always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.

HAMILTON - WINNIPEG

Bigger Cheese Sales!



The Perfection Way

Made In Canada

Just now your cheese sales should be in excess of any other season. Your trade will buy cheese, and we can help you to make better profits.

Are you observing a good method of sanitation in your cheese department. This is probably the first thought of likely purchasers to your store.

Note the attractive and cleanly method of the Perfection Way. The cheese is always in view and yet guarded from dangerous flies and insects. It demands attention and invites sales.

The cheese board is made of five-ply birch board, all veneer, which absolutely prevents warping.

The handsome cabinet makes perfect sanitation. It has large glass sides and top, displaying the cheese and cutter most attractively.

Well made and handsomely finished in golden oak. This is hot weather manner of selling cheese.

American Computing Co.

OF CANADA

Hamilton - - Ontario

WORLD RENOWNED
BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., NEW YORK

Comfortable Children

You who have observed the use of Jell-O in your customers' families have doubtless discovered that it is generally regarded as being very *comfortable* for the children. They like it and it doesn't give them indigestion and stomachache.

JELL-O

has many delightful qualities besides ease of making into delicious desserts.

We think the housewives in your "territory" are becoming acquainted with all of them, and your fine Jell-O trade will constantly increase.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

THREE DELICIOUS DISHES

FOSTER'S LINCOLN { **HAND BRAND PEAS** **TWIN-VEG** AND **PARSLEY-BEANS**

Agents: MACLURE & LANGLEY, 12 Front Street East, TORONTO

When writing advertisers kindly mention this paper.

Superlative Quality Consistently Maintained

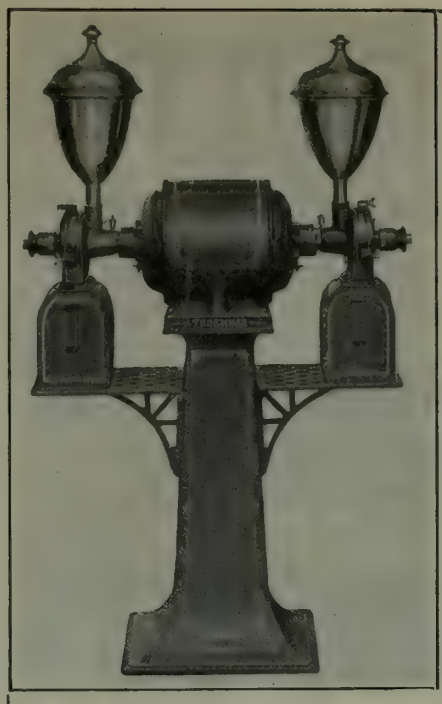
Malcolm's preserved milk products are noted for their high and unvarying quality —only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case. $4.20
Banner Condensed Milk, 4 doz. in case... $5.00

J. Malcolm & Son, St. George, Ont.



Connected Direct

The motor on the Troemner Double Coffee Mill is connected direct with the grinders — no waste power. Fuller particulars and prices sent on request.

We are agents in U.S. and Canada for the incomparable Henry Troemner Agate Bearing Scales, exclusive tea, coffee and spice bins. Attractive and modernly equipped stores draw custom. Lowest possible prices, estimates and information furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

SECOND TO NONE

For sweeping and cleaning purposes in the home you cannot sell your customer anything better or make more satisfactory profit than on

SOCLEAN

(The Dustless Sweeping Compound)

You are absolutely safe in recommending it as the best dust absorber and carpet cleaner on the market. It is also a thorough disinfectant and moth destroyer, and makes the home fresh and fragrant.

Put up in pails to sell at 25c, 40c and 75c—a large pail and a large profit.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

EVERY DAY

and every hour of every day there is call for the use of

SNAP HAND CLEANER

It removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited

MONTREAL, QUE.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers,

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Sardines with the real sea flavor

"KING OSCAR"

By Special royal permission.

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

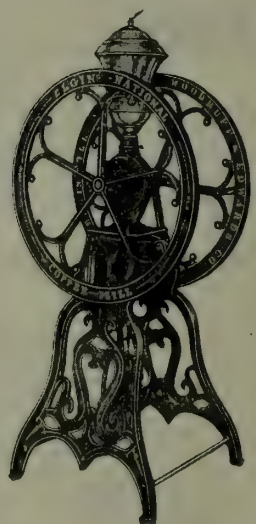
Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Some Things We Do:---

We constantly try to improve our BROOMS.

We use no dye on our Corn.

We bleach and toughen it instead.

We polish and finish our handles.

We grade our corn into three sizes of PARLOR-BROOMS, and three sizes of ORDINARY BROOMS.

Every broom is made up to a standard, and is stapled inside and out to prevent loosening. We guarantee every BROOM we make.

Delivered in lots of six dozen anywhere in Canada.

ASK YOUR WHOLESALER.

The Parker Broom Co.

692 Wellington Street, OTTAWA, CANADA

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

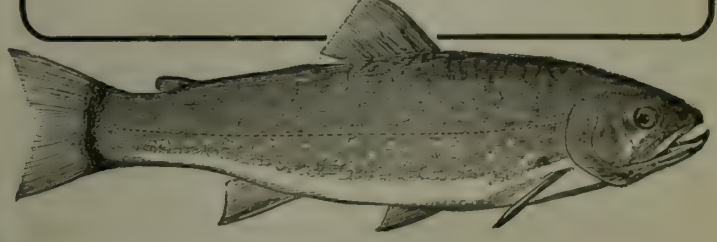
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



Rowat's Superior Pickles

Years of experience have combined in the development of brands which to-day challenge the admiration and quicken the taste of people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Can't Be Equalled

The zest of "Sterling" Brand Relishes is something that cannot be equalled—customers of hundreds of dealers all over Canada are well aware of this fact, and those dealers who handle the "Sterling" lines are getting their patronage. The dealer who is content to sell "just as good" substitutes will be the loser in the business race. Are you a leader with "Sterling" Brand goods?

The T. A. Lytle Co., Limited

STERLING ROAD :-: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.

The most famous chewing tobacco in the world is made right here in Canada.

COPENHAGEN

Chewing Snuff

For almost a hundred years, **COPENHAGEN** has been a joy to lovers of a rich, satisfying chew. It is small grains of pure, old, highly flavored leaf tobacco, that retain the strength and flavor longer than any other tobacco.

Whether your customers want it for chewing or snuffing, **COPENHAGEN** will please them most. Write us if you are unable to get your orders filled promptly in your neighborhood.

NATIONAL SNUFF COMPANY, LIMITED
Montreal, Canada.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Master Mason
King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce *repeats* and profitable enough to make the *dollars* come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please.*

DROP A LINE

The Rock City Tobacco Co.

Quebec - - - Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

GROCERY BUSINESS FOR SALE IN GROWing city in New Ontario. Last year's turnover $35,000. Stock and fixtures about $5,000. Good chance for the right man. Apply to Box No. 457, Canadian Grocer, Toronto.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

SITUATION VACANT

WANTED—WHOLESALE GROCERY TRAvelling salesmen. None but experienced men having good connection need apply. Give particulars, age, single or married, length of experience, territory covered, salary required, etc., to Box 458, Canadian Grocer Toronto.

MISCELLANEOUS

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

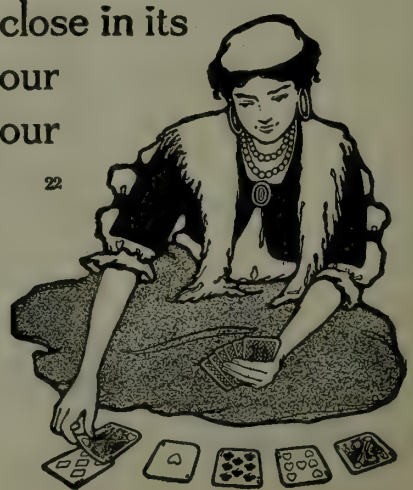
LEITCH ANCHOR BRAND OAK LAKE

your fortune

Your business, for a long time to come, looks good to us.

There'll be a lot of money coming to you if you buy **Anchor Brand Flour.**

Good Luck follows close in its wake. Lighten your cares and make your fortune.



Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Favorite Stove Polish, polishes, **shines**, and leaves a **lasting** polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO., Lanoraie, P.Q.

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD
D. McDougall & Co., Ltd., GLASGOW, SCOTLAND

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the
Irish Grocer, Drug, Provision and General Trades' Journal
10 Garfield Chambers, Belfast, Ireland

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

We are direct importers of Pure Olive Oil, Olives, Figs, Turkish Delight and All Oriental Products.
C. Roumbanis & Son, Limited
Head Office : Toronto

SUCHARD'S COCOA
You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, London Bridge. The Approach London, Eng.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

When writing advertisers kindly mention having seen the advertisement in this paper

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

STILTONS ENGLISH STILTON CHEESE
FINEST QUALITY.
Two first PRIZES and Silver Medal at London Dairy Show, 1912. Write
A. C. CHAPMAN
Purveyor to H.R.H., The Duke of Connaught, K. C.
93 Durocher Street, Montreal.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"
Means no dust, no germs
A strong, pleasant disinfectant sweeping compound, in bulk only,
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
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Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

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Fort Garry Court, Main Street.
Winnipeg - Canada

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WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

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IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots

1912 Crop	White Beans
	Split Peas
	Evaporated Apples
	Split Lentils

"When in the market for **EVAPORATED APPLES,** or **GREEN APPLES,** by the carload wire us."

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1866.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

YOU CAN SELL IT
If you have it in stock,
MAPLEINE
The Flavor de Luxe.
Order of your jobber, or
Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE, - WASH.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles---
Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

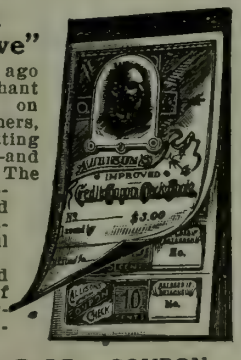
knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

"The World Do Move"

A generation ago many a merchant "went broke" on credit customers, merely by letting things run on—and on — and on. The merchant of today can hold his credit customers and still "play safe." Thousands and thousands of progressive merchants are doing it with



ALLISON COUPON BOOKS

They reduce expenses, eliminate losses, prevent misunderstandings, paying for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00 — no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Have you got your hand

tight on all your money? If you are owed here and there, well, you are simply losing some of your profit.

LET US COLLECT YOUR BILLS

We have the organization. We can reduce your "Bad Business" account to an insignificant figure. Just send us particulars, we'll soon send you the money.

No Collection No Charge
The NAGLE MERCANTILE AGENCY, Westmount, Q.

A want ad. in this paper will bring replies from all parts of Canada.

L. & B. BANNER BRAND JAMS AND JELLIES

will build up your jam sales in a very short time. They are high quality, but sell at a very moderate price. You will realize with pleasure the business they will make for you when once you stock, display and make prominent this quality jam.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985

REPRESENTATIVES;
Laing Brothers, Wholesale Grocers, Winnipeg, Manitoba; The Amos B. Gordon Co., Toronto, Ont.; Escott & Harmer, Alta.

Laurentia Milk is Economical

Dealers should tell their customers the economical qualities of this household necessity.

It has the flavor of thin cream.

It is free from waste of souring, etc.

It does away with the necessity and risk of using frozen milk.

But most important of all, because of the greater assimilation it has a much higher percentage of food value.

Laurentia Milk is preferred by particular people, those who believe in having the best, especially in so important a thing as milk. Its purity and wholesomeness can always be relied on.

Are you, as a wideawake merchant, going to let the trade of this "boon to mankind" slip past your door?

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

Christmas Drawing Near Now Time To Order

There is no use in your letting your orders hang over to the last moment. We are rushed as it is, and in order to insure prompt delivery we must hear from you before long.

IMPORTED VEGETABLES.
"Le Soleil" Brand.

PETIT POIS, Tres Fins, Fins, Mi-Fins, Moyen No. 1, Moyen No. 2,

Asparagus, Haricots, Spinach, Macedoines, Flageolets, Artichokes, Brussels Sprouts

SOUPS.

Julienne, Nouvelle au Printaniere, Cerfeuil.

IMPORTED MUSHROOMS.

F. LECOURT, Paris.
Extra Choice, First Choice, Choice.

JUST RECEIVED

20,000 packages of Dried Fruits. Quality exceptionally fine, as follows:—

CLEANED CURRANTS.

RAISINS — Valencia, Sultana, Malaga, California.

CALIFORNIA PRUNES—Golden, "Hallowie," Dates, Peels, Figs.

EVAPORATED FRUITS—Apples, Apricots, Pears, Peaches, etc., etc.

SHELLED ALMONDS,
SHELLED WALNUTS

NUTS—GRENOBLE FILBERTS,
BRAZIL NUTS, TORRAGONA
and LARGE PECANS.

PEANUTS—Bon Ton, G, and Coon.

JAPAN TEAS.

Victoria and Princess Louise, in 5, 30, 80 and 90 lb. boxes.

Laporte, Martin & Cie.
Limitee
568 St. Paul Street Montreal
Tel. Main 3766

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The advertising campaign for Canuck Rolled Oats has started. Montreal and Toronto papers received their first instructions for the issues of November 30th. The dailies and weeklies throughout Ontario will print the initial advertisement during the first week of December. Your customers will appreciate an immediate filling of orders. The "have it next week" excuse is not good business.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality

will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st - - -	$5.00	1st - - -	$5.00
2nd - - -	3.00	2nd - - -	3.00
3rd - - -	2.00	3rd - - -	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

COWAN'S CAKE ICING

Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

THE COWAN CO., Limited - Toronto, Ont.

You always lose when you "Money-back" a customer

FIRST—you lose your profit; second—you lose your time; third, you may lose your customer.

Further, your recommendation is weakened in effect, and then there is the annoyance of claiming on the miller.

And when finally you get your money back—why, you are *still* out of pocket.

Anybody with a new product can "guarantee" to money-back.

But guaranteed flour is *not* enough, Brother Grocer.

Isn't it enough to *sell* flour without having to *buy it back?*

Don't sell on suspicion when you can sell on certainty.

It is immaterial what brand you are selling now, FIVE ROSES flour will bring you easier, larger sales.

It will bring you a greater volume of *net* profit.

Because it is more than merely "guaranteed"—it has established a *belief*.

A guarantee is based on promise, but a belief is based on *performance*. Since 1888, housewives have tried FIVE ROSES, tested it every way. And now they KNOW.

Sell a flour that needs no "guarantee," Brother Grocer. Packed in sizes to suit YOUR trade, ask your jobber for FIVE ROSES or write our nearest office.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Capacity—10500 bbls. daily.

MONTREAL

Toronto
Ottawa
London
Sudbury

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached Not Blended

THIS IS THE 1,305th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, DECEMBER 13, 1912 No. 50

T. C. Harkness (D. H.)
34 Royal Bank Bldg.

GIVE YOUR CLERKS THIS PRACTICAL CHRISTMAS GIFT

¶ Every grocer realizes that the success of his business depends largely upon the ability and enthusiasm of his store salesmen.

¶ Every step he takes in the direction of increasing the efficiency and loyalty of his staff, is a step towards larger sales and increased profits.

¶ The habit of remembering the sales staff at Christmas time, is a good one, and tends to develop a feeling of loyalty to the store. If the remembrance comes in the shape of a year's subscription to the Canadian Grocer, the dealer stands to benefit in cold cash, from the increased efficiency which will result from its weekly visits.

¶ Give each of your chief salesmen a year's subscription to Canada's Only Weekly Grocery Paper. They will be reminded of your thoughtfulness 52 times during the year—and they will give you better service because of what they learn from its pages.

¶ Write us now, giving the names of clerks whom you wish to remember in this way. We will advise them that the Canadian Grocer is being sent them, on your instructions, as a Christmas gift from you.

Address: Subscription Department

CANADIAN GROCER

Montreal Toronto Winnipeg

TWENTY-SEVEN
GOLD MEDALS

BY APPOINTMENT

AND FIRST CLASS
DIPLOMAS

CHIVERS & SONS, LTD.

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
—International Exhibitions—

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

IT PAYS

Griffin & Skelley's Dried Fruits

Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears, in all their original goodness. A revelation to the grocer who has been buying other brands.

Taylor's Peels *Candied or Drained*

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

TO SELL

Coco Fruitine *Nourishing, Palatable Vegetable Butter*

Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

CODOU'S *Macaroni Vermicelli, Etc.*

Finest Taganrog Russian Wheat is used in the manufacture of the Codou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.

Agents

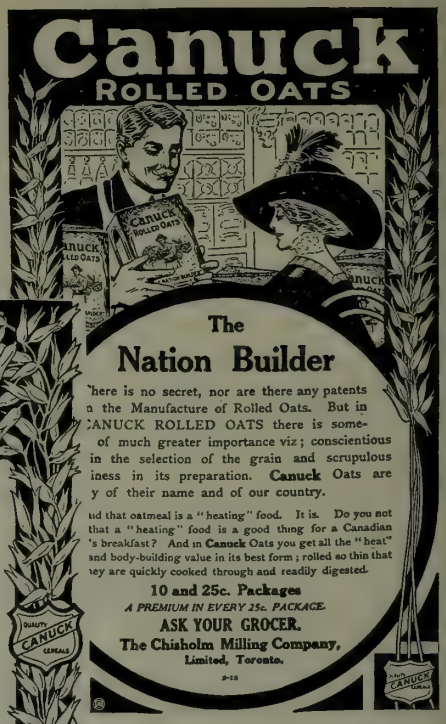
Montreal *Toronto*

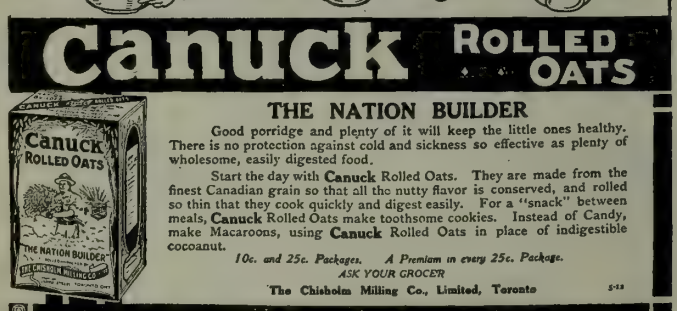
PURE FOODS

Canuck
ROLLED OATS
THE NATION BUILDER
THE NATION BUILDER
NATURE KNOWS, AND SHOWS THE WAY
Every climate produces the food best suite to its conditions and Canada grows the be oats in the world.
Canuck Rolled Oats are made from th choicest Canadian grain in the cleanest mi that modern science can suggest and by skille and experienced millers that only the highe wages can procure.
Canuck Rolled Oats make a perfect breakfa food that will conserve human energy and fortify th system. A well nourished body enhances the powe of resistance to cold and sickness. There is no food good with which to start a winter day, as wholeson porridge made with Canuck Rolled Oats.
10c. and 25c. Packages.
A Premium in every 25c. Package.
ASK YOUR GROCER
THE CHISHOLM MILLING CO., LTD.
TORONTO

Canuck
ROLLED OATS
THE NATION BUILDER
Manufactured in Canada from the finest Canadian Oats by well paid Canadian Millers, under scrupulously clean conditions.
Canuck Rolled Oats make a food worthy of the citizens and the future citizens of

Canuck
ROLLED OATS
The Nation Builder
A Premium in every 25c. Package
All Porridge Is Good But Some Is Better
Oatmeal Porridge needs no defence. It is an established institution in all countries that produce red blooded men and women and fit them to fight life's battles. For a Canadian winter's breakfast there is no cereal that can compare with oats.
Canuck Rolled Oats Make Peerless Porridge
They are made from Canadian Western Oats, the best in the world. Only the choicest of these fine oats are purchased and only TEN PER CENT. of this select grain is used to make Canuck Rolled Oats.
Do you realize why Canuck Rolled Oats are worthy of their name? The best Oats from the best Oat fields and only one-tenth of these good enough to be branded with the word "Canuck."
10c. and 25c. Packages
Ask your Grocer
The Chisholm Milling Co., Limited, Toronto.


Canuck
ROLLED OATS
The Nation Builder
here is no secret, nor are there any patents n the Manufacture of Rolled Oats. But in ANUCK ROLLED OATS there is some- of much greater importance viz; conscientious in the selection of the grain and scrupulous iness in its preparation. Canuck Oats are y of their name and of our country.
ud that oatmeal is a "heating" food. It is. Do you not that a "heating" food is a good thing for a Canadian 's breakfast? And in Canuck Oats you get all the "heat" and body-building value in its best form; rolled so thin that ey are quickly cooked through and readily digested.
10 and 25c. Packages
A PREMIUM IN EVERY 25c. PACKAGE.
ASK YOUR GROCER.
The Chisholm Milling Company, Limited, Toronto.


Canuck
ROLLED OATS
THE NATION BUILDER
Good porridge and plenty of it will keep the little ones healthy. There is no protection against cold and sickness so effective as plenty of wholesome, easily digested food.
Start the day with Canuck Rolled Oats. They are made from the finest Canadian grain so that all the nutty flavor is conserved, and rolled so thin that they cook quickly and digest easily. For a "snack" between meals, Canuck Rolled Oats make toothsome cookies. Instead of Candy, make Macaroons, using Canuck Rolled Oats in place of indigestible cocoanut.
10c. and 25c. Packages. A Premium in every 25c. Package.
ASK YOUR GROCER
The Chisholm Milling Co., Limited, Toronto

Canuck
ROLLED OATS
The Nation Builder
The best preparation for a day of work or play is a body well nourished by good, wholesome porridge, well cooked and steaming hot.
Canuck Rolled Oats make incomparable porridge. The oats are rolled so thin that they cook quickly and digest easily. The oats used are the finest grown anywhere. Canuck Rolled Oats are made under the most perfect conditions by well paid Canadian citizens. The strictest vigilance is exercised to mantain absolute cleanliness in every process.
There is no mystery about the goodness of Canuck Rolled Oats. It is simply the result of the best modern methods, honestly applied.
10c. and 25c. Packages. A Premium in Every 25c. Package.
ASK YOUR GROCER.
The Chisholm Milling Company, Limited. Toronto

A Profitable Line

This series of advertisements is now running in the daily papers of Toronto, Montreal, Northern and Western Ontario. The field will be extended as distribution warrants.

We will stand back of your unqualified recommendation of "Canuck" Rolled Oats. Write us regarding your local conditions.

THE CHISHOLM MILLING CO. LIMITED, TORONTO

Montreal Office, 109 Youville, Square

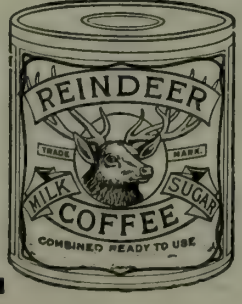
WE ARE CONSTANTLY EMPHASIZING

the importance of the retail merchant to sell only goods of the highest quality. Goods that are never "found wanting." In edibles especially **quality** is essential. When the patrons can rely on "Brands backed with quality" that brand becomes a staple in the household, just as the article itself is a staple. The customers will always come back for future supplies, and inferior brands will have no call, they will be dead stock on the dealer's hands.

BORDEN'S
Milk Products

have held their pinnacle position for **quality** for over 54 years. The most perfectly sterilized, richest, full cream milk only is used—prepared and packed by the most improved process. The most rigid sanitary regulations are observed from the moment the milk leaves the cow until it is sealed in air-tight tins. The result being the purest and highest quality in milk products which have received the highest awards wherever exhibited.

You are the loser if satisfied with a substitute.



Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton - - - - Ontario

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

KIT

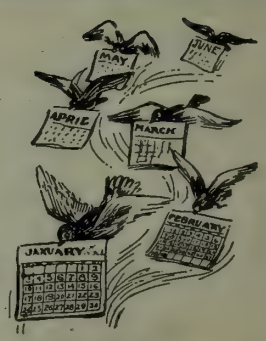
COFFEE

"Perfectly simple to make
Simply perfect when made"

EVERY MONTH
EVERY WEEK
EVERY DAY

KIT COFFEE

IS USED



There is never a day in the year that this delightful, refreshing beverage is not in common use. It is good every day. Easy prepared, never overdone, never underdone, just right.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

(SAMPLES FREE)

UNITED STATES GOVERNMENT CHIEF CHEMIST —SAYS—

IF MEAT IS TOO EXPENSIVE

EAT BEANS

BEANS are the BEST SUBSTITUTE FOR BEEF

One should not eat meat anyway more than once daily, depending, of course, upon the physical condition and employment of the Person.

ASK FOR

SIMCOE BAKED BEANS

THE FAMILY SIZE TIN

PINK'S JAMS

OUR SOLE AIM IN MANUFACTURING JAM IS QUALITY. THIS IS THE MAIN REASON OF ITS IMMENSE POPULARITY IN ENGLAND

"TWO OF THE BEST"

PINK'S MARMALADE IS UNIVERSALLY KNOWN AS "THE MARMALADE WITH THE ORANGE FLAVOUR." NO OTHER MARMALADE HAS SUCH A DELIGHTFUL FLAVOUR

Both these lines are saleable and profitable and should be stocked by grocers throughout the Dominion.

PINK'S MARMALADE

Apply for full particulars to our special representatives

Mr. BERNARD PINK, c/o "Canadian Grocer," E. T. Bank Building, MONTREAL

Messrs. EMERSON, BAMFORD CO., VANCOUVER, B.C.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.	
1st	$5.00
2nd	3.00
3rd	2.00
Centres under 10,000 Population.	
1st	$5.00
2nd	3.00
3rd	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

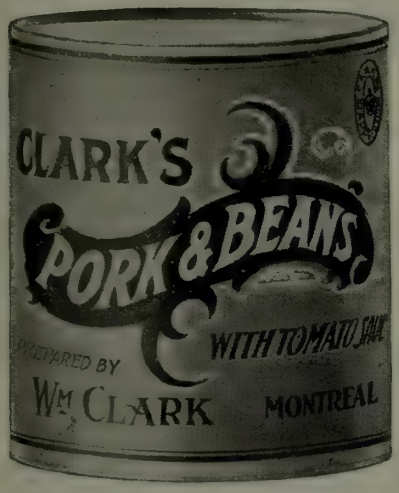
The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

Ask Your Wholesaler for this package

Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE

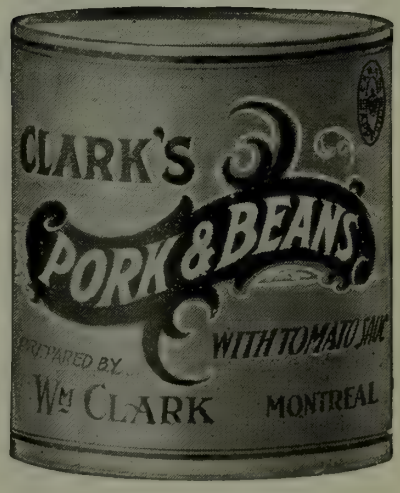


The two most important attributes of CLARK'S PORK and BEANS are REPUTATION and QUALITY and we unhesitatingly venture the opinion that no more powerful selling factors can be discovered.

Clark's Pork and Beans

are prepared from the very finest grade beans, the purest of sauce ingredients and the QUALITY is UNSURPASSED.

They are WORLD KNOWN and the name is UNRIVALLED wherever the goods are sold.



Clark's Reputation Will Make Your Sales
Clark's Quality Will Increase Them

W. CLARK, - MONTREAL

Think What This Means !

There is no flavor equal to that of nature, and nature's flavor is the only flavor in every jar of

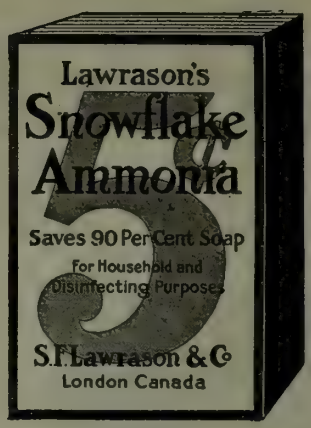
E.D.S. Jams and Jellies

Pure fruit and finest sugar scientifically blended and packed without any addition of preservatives or adulterations whatsoever. Quality goods get and hold the most profitable trade. You can't afford to be without E.D.S. goods on your shelves.

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.



Lawrason's Snowflake Ammonia

saves 90 per cent. Soap. The Encyclopædia Americana says that for every 1,000 gals. of Hard Water used there is 70c worth of soap wasted.

Lawrason's Snowflake Ammonia is backed by a guarantee of $500 that it equals in cleansing power any similar powder on the market. It softens hard water, and is the ideal powder for all household cleansing and disinfecting purposes.

All progressive grocers handle. It sells on merit. No danger of dissatisfaction.

Write at once

S. F. Lawrason & Co.

LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

Manufacturers, Agents and Warehousemen

For twenty-seven years we have been represented in Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

are stocked at all times with our wares:

Matches, Woodenware, Fibreware, Washboards, Wrapping Paper, Paper Bags, Printing Paper, Paper Cutters, etc.

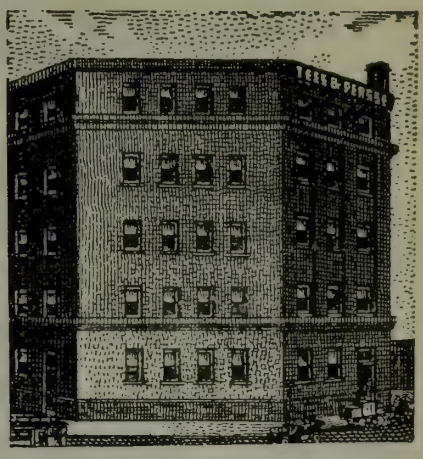
Their operations extend

"From the Great Lakes to the Rockies,"

The E. B. Eddy Co., Limited
Hull, Canada

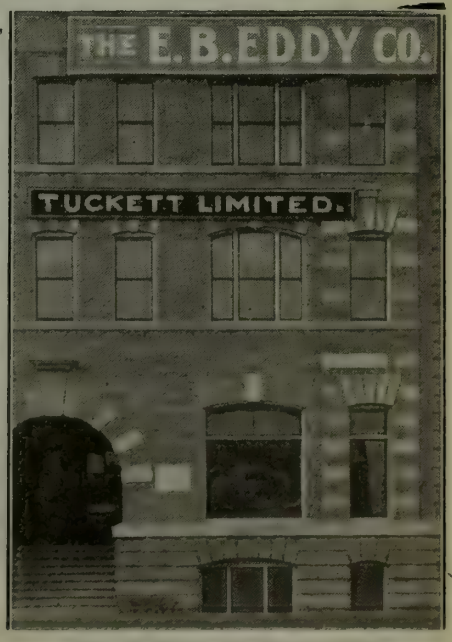
TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber

CHURCH and DWIGHT

Limited

Manufacturers

MONTREAL

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

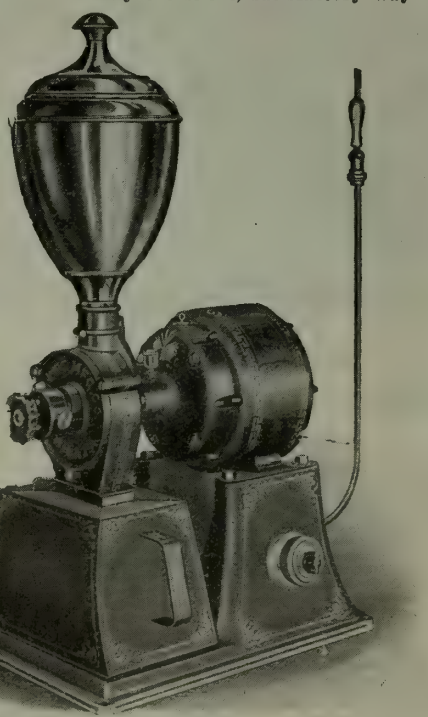
Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN

RIDEAU HALL COFFEE

COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

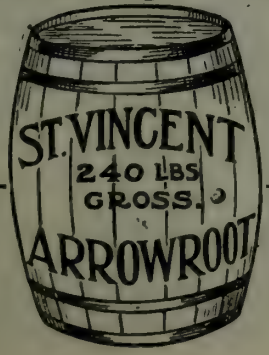
The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN ST. VINCENT, B.W.I



Every Extra Sale Means An Extra Profit

Give Shirriff's Jelly Powders the benefit of some of your energy, enthusiasm and selling ability. The extra profits on the extra sales you will make will amply repay you.

Shirriff's

JELLY POWDERS

There's a flavor to suit almost every taste and occasion. High-quality flavors, full and rich. And the attractive appearance of the jellies, with their beautiful sparkling and glowing colors, makes one eager to taste them. They are the kind of jellies that housewives take pride in seeing on their tables.

Shirriff's Jelly Powders are easy to sell, and there is a good margin of profit in each sale, which is a good reason why it is good business for you to instruct your salesmen to keep their eyes open for chances to increase their sales of this profit-earning line.

Imperial Extract Company, Toronto

10 7

OUR MOTTO

"No Cut prices, but reasonable, and orders shipped same day as received."

Being a new firm we must refrain from talking overmuch, but we ask a trial order and will then abide by your talk, which we anticipate will be the best boost we can have.

Raisins—	
Select Valencias	9¼c
Seedless Muscatelles, 50 lb.	7½c
Seedless, in 1 lb. packages	8½c
Seeded, in 1 lb. packages, choice	6⅞c
Seeded, in 1 lb. packages, fancy	7½c
Sultanas, good	8c
Sultanas, choice	9c
Sultanas, fancy bleached	10c
Currants	6¾c to 8c
Prunes—In 25 lb. boxes, 90-100	6½c
In 25 lb. boxes, 80-90	7c
In 25 lb. boxes, 70-80	7½c
In 25 lb. boxes, 60-70	8c
Dates—Hallowi	5½c
Hallowi, half boxes	6¼c
Rice—Java, 100 lb. bags	5¾c
Japan, 100 lb. bags	4½c

WATCH FOR OUR NEXT.

We wish you the compliments of the season.

W. T. HARRIS, Limited

Wholesale Grocers - OWEN SOUND, ONT.

Sherlock Holmes

may have brought to light many crimes and criminals in his day, but to-day the best "Bringer to light" is the DOMINION SILENT MATCH.

It lights silently without sputtering or sparking. The heads do not fly off and the stems do not break.

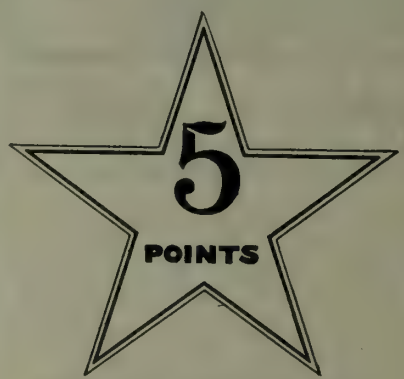
Every dealer should sell. Customers will appreciate the Dominion Match.

DOMINION MATCH CO.

LIMITED

Deseronto, :-: Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.



WHY YOU SHOULD SELL CHINESE STARCH

The profits derived thereof are good.

It gives satisfaction to the buyer.

It has stood the severest tests in hundreds of households.

The quality is unsurpassable. Customers are satisfied with no other after they once use Chinese Starch.

Each package contains full 16 oz.

O. Lefebvre, Prop.

OCEAN MILLS

Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

It sells like Lightning

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

'CAMP' COFFEE

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W.G.PATRICK&Co.

St.Paul St., Montreal.
York St., Toronto.

TRADE MARK
KEYSTONE BRAND
REGISTERED

JUBILEE and KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited

PORT ELGIN, ONTARIO
CANADA

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597, 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers, **HAMILTON**

GOOD RAISINS 6½c. lb.

We have to offer some 100 cases Fine Valencia Raisins, 1911 crop, at 6½c per pound, F.O.B. Niagara Falls. Sample on application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers

Niagara Falls Centre, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN - - N. B.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

50% PROFIT GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative

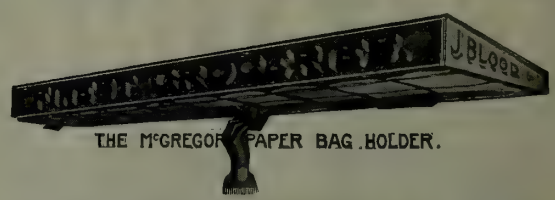
Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

St. Lawrence Granulated

The Canadian Standard of Quality

Packed in barrels, half barrels, 100 lb. bags, 25 lb. bags, 20 lb. bags. 5 lb. cartons, 2 lb. cartons.

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

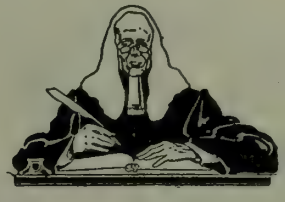
COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal



A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread," "Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO., LIMITED

WINDSOR :-: ONTARIO

"GLOBE" MACARONI

The Scientifically Manufactured Food

makes good by its purity and high quality.

The macaroni habit is on the increase and housewives are looking for the best grade for dainty dishes.

"GLOBE" Macaroni is easily cooked, of just the right consistency and moderate in price.

A SPLENDID STAPLE LINE

D. SPINELLI & COMPANY

MONTREAL REGISTERED **QUEBEC**

MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea pedlar out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea gardens of Ceylon.

"SALADA"
41 Eastcheap,
LONDON, E.C.

"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

They Simply Can't Resist

trying a jar of the delicious Jams, Jellies and Marmalades when Cairns' Scotch they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.

APPRECIATED BY ROYALTY

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal

A FREE

PACKAGE OF CUSTARD POWDER IN EVERY PACKAGE OF OUR JELLY POWDER

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

S. H. EWING & SONS

MONTREAL and TORONTO

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can reply upon it that it is neither

COLMAN'S or KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

no other Corn Syrup will do. Your customers want it simply because it is **Crown Brand**—the purest and finest Corn Syrup obtainable.

Clear as strained honey—delicious in flavor—Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it — because housewives know that Crown Brand is the ideal Table Syrup — unequalled for culinary purposes, and a wholesome and nourishing food for children—profitable for you to handle.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Educative coffee window which connects up different varieties of coffee with country of growth on the map of The World. Same idea could be used on other classes of goods.

Geography Lesson in a Coffee Window

Countries of Growth Indicated on Map by Ribbon Attached to Various Kinds of Coffee—Educative Display That Brought Direct Results Besides Advertising the Store—Same Idea Can be Carried Out With Many Other Lines.

The contention that more goods can be sold, the more the customer knows about them, has once again been proven by the results secured from an educative coffee window display shown recently by Frederick L. Giles, grocer, at 382 College street, Toronto.

A glance at the display as reproduced above, immediately suggests its character and demonstrates why it was a window that attracted a good deal of attention.

Effects of Display Lasting.

"The window sold about 30 extra pounds of coffee, while it was in," states Mr. Giles; "but I do not at all consider that, the extent of its worth. Not only were 30 pounds of coffee sold that would not have been disposed of without the window, but some of the purchasers are now buying other goods from me. It has got more people buying so has been a sort of permanent investment."

This evidence presents to retailers that good window displays not only produce temporary but permanent results. If by one extra good window one new customer spending twenty or twenty-five dollars a month is secured, that display was well worth any overtime spent on it.

How Window Was Arranged.

In the dressing of this coffee window, Mr. Giles used six bags of coffee filled with the various beans. These were placed in the background in such a way that their openings faced the spectator, and their overflowing contents extended to the front of the window, forming a level flooring in sections of different colors, according to the shade of the beans, one section being a rich dark brown, another, a greenish gray, another a yellow, and so on.

Upon this level flooring of coffee beans, stood about nine woven straw receptacles, in the shape of deep bowls, placed in two rows at even distances from each other. These were also filled with the different colored beans, and labeled with the name, Santos, Java, Mocha, etc., and price of the coffee. Hung at the back of the window facing the spectator, was a large map of the World. Fastened to each of the straw baskets or bowls was a red silk ribbon, the other end of which was attached to the map at the portion of the world whence was procured the particular sample of coffee contained in the bowl to which the ribbon was attached. The places indicated on the map by the ribbons, were: The islands of Ceylon and Java in the East Indies; Mocha in Arabia; Maracaibo in South America; Brazil, whence comes a large percentage of the world's supply of coffee, and Mexico.

Education to Dealer and Customer.

The idea of such a display was to educate the customer and passerby on the sources of coffee. It, however, had the result of making the dealer himself more familiar with appearances of different coffees and the varieties that come from the different sources of supply. The same idea can well be emulated with many other lines. It could be carried out effectively with olives and olive oil; dried fruits; nuts, spices; rices, tapioca and sago; oranges, lemons, grape fruit, cranberries, etc.

Any window of this character will be a splendid drawing card because of its unique character and the knowledge it imparts to others.

Parcel Post and the Country as a Whole

Would It Lighten the Cost of Living Without Undermining the Stability of the Retail Trade?—What Happens a Town or Village When the Retailer is Driven Out?—Would It Help the Poor Man Who Must Have Credit?—These are Questions That Advocates of the Proposed System Should Consider.

"Resolved that the Conference Committee of One Hundred of the Board of Trade of the City of Toronto request that the Council of the Board urge that the Dominion Government consider establishing a good Parcel Post, limited no doubt at first to the more populous localities but extended as experience may warrant."

* * *

Above is a resolution which is before the Toronto Board of Trade and which will be considered at next meeting. This board is a strong body and whatever it backs up, gives it a strong impetus. There are many other agitations going on with the ultimate object of getting the Postmaster General to take up this parcel post question. The Postmaster-General, too, has signified his intention to consider it as soon as the United States system has got underway with the first of the New Year.

Mail Order House Would Benefit.

The Toronto Board of Trade and those who favor parcel post are evidently inclined to look at the problem on the surface. They decline to hold the opinion that the greatest benefit from it would fall to the large mail order houses at the expense of the town and country merchant. That it will mean cheaper food and cheaper living to the consumer is their only argument, forgetting altogether that what injures the standing of the town and country merchant is undermining the general stability of the country.

If the city mail order houses become richer, naturally they are drawing money from outside districts which tends to impoverish them. One question arises, "Will parcel post help the mail order houses get more money from country districts or not?" Few debaters would care to stand for the negative. Suppose it be granted that the express companies make excessive charges. Is parcel post the best remedy? Would it help the country as a whole, or would it tend to draw money from the towns, villages and country districts to enrich mail order houses in the big cities?

What Decline in Trade Does.

The town or village, as The Grocer has often claimed before, where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes: keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick, helps the needy, or looks after the poor Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade by a parcel post or any other such suggestion and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

Home Buying Best for Community.

The principle of the mail order house destroys the meaning of the very term "community." If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it? If parcel post increases the tendency to send away for goods, as it certainly will, will it be a good thing for the country?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

Retail Store a Necessity.

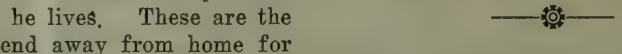
There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or hoe, what a panic there would be if there were no retail stores to go to! Parcel post unquestionably tends to eliminate them. The retail merchant is, undeniably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

Could Poor Man Get Credit?

There is still another point that advocates of parcel post should look into. The measure is designed to help the poor man—which is the man who has not always the money at his command to pay cash for what he buys. Would parcel post help him? Could he get credit from someone who doesn't know him or who has never seen him? He could not, and would have to fall back on the retail merchant around the corner for his wants. The retail merchant would still be a necessity with probably half his trade gone.

If boards of trade or the post office department take up this question, it must be looked at from all sides. It must not be supposed that the express companies only are objecting to it, for the retail trade of the country is, with few exceptions, against it. If the express companies are charging excessive rates why can they not be got at through the Railway Commission?

Parcel post would no doubt reduce their business considerably; but if it undermined the retail trade of Canada, reduction in express charges would have been dearly bought.



When you make a mis-statement about goods that the character of the goods will not bear out, you put yourself in a position where you are sure to be found out.

View of W. E. Baker's store, Lindsay, Ont., showing prominence given to chinaware and crockery. Mr. Baker also features provisions and brooms and brushes.

Features Chinaware Prior to Christmas

December Sales of Lindsay, Ont., Dealer Equal Any Other Three Months of Year—Finds that Chinaware is Acceptable for Christmas Gifts—W. E. Baker Also Makes Specialty of Provisions—How He Increased His Syrup Sales.

One of the seasons of greatest activity in chinaware is that previous to Christmas. There are many varieties of chinaware that make a very acceptable Christmas gift and thus the retailer who handles this line finds a good demand at this time.

A good many grocers handle chinaware. One such is W. E. Baker of Lindsay, Ont. He gives particular attention to it prior to Christmas and with good results. He states that he sells more during December than any three months of the rest of the year. This is because he puts the necessary efforts behind this department to induce business. As the season of purchasing approaches, this line is pushed into the limelight. Special advertising space is always devoted to it during the Christmas campaign.

To Be Sold Must Be Seen.

It is recognized that one of the essential things to sell chinaware, crockery, etc., is to let the people know you have them, and if possible display them so that they will have a chance to admire them. One window is given over to this purpose, as well as a large section of the interior. Down the centre of the store, tables and silent salesmen, which at most times of the year are used, at least partly, for display of groceries, are given over to fancy lines of chinaware.

One of the important factors in selling chinaware is to show it up to advantage. This is aimed at by Mr. Baker. The neat and effective arrangement of the stock can be seen by the accompanying photograph. At the rear is a long table subdivided into sections, with each section containing lines of a certain price, while a showcard above heralds forth the price to prospective customers. This method is found to be a good one.

How Provision Sales Are Increased.

Another feature of Mr. Baker's business is the provision department, which is specialized on to good advantage. The counter is situated at the front, and reminds customers of this line when they are entering and leaving the store. The counter has a marble top and a cheese case is situated at one end. A particularly heavy business is done in cooked and smoked meats during the summer, but trade is also maintained at an appreciable level during the winter months.

Mr. Baker has a particular reason for displaying meats near the front and also for showing them in pieces. In this regard he says: "By showing in a piece, you sell more. A customer will in most cases say, 'I will take that piece,' while otherwise they would ask for one or two pounds as the case might be. This also tends to prevent the leaving of ends—another very important thing. People take the whole piece in most cases and in this way no ends are left."

Selling More Corn Syrup.

Quite a unique method has recently been used to promote the sale of a certain kind of corn syrup, which is particularly clear in color. A high glass jar was filled with this syrup and placed on the counter. It can be seen in the photograph alongside the wrapping paper. It's clear color caused many customers to speak of it, and thus an opportunity was presented to the clerks to talk about it. This method sold a good deal of syrup and the original shipment had to be duplicated in a short time. This fact shows that proper display begets purchasers.

Brooms and Brushes Given Attention.

Such lines as brooms, brushes, whisks and clothes lines are given attention in this store. A display of them will be seen at the rear, the brooms being arranged on the wall in fan design. These are lines which are not given much attention in some stores, but in this way Mr. Baker keeps them prominently before customers.

UP TO HIGH-WATER MARK

The MacLean Pub. Co.

Gentlemen:—Please excuse delay in remitting enclosed $2.00 for subscription for Grocer. It is always up to the high-water mark.

D. McKILLOP.

103 King St. E.,
Hamilton, Oct. 24th, 1912.

Working With the Tools We Have at Hand

First of Series of Articles on "Store Organization"—The Workman Who Seeks to do the Work with Tools at Hand Contrasted with Him Who Fusses About the Tools—Look for the Material on Which to Work—If Proper Qualities Are Not Found, Discard.

* By Henry Johnson, Jr.

Years ago I watched a pair of carpenters at work. Need arose for a strip narrower than was at hand. One worried longer over the absence of a rip-saw than it finally took him to rip the board with the saw he had. Let this carpenter represent the grocer who "cannot get intelligent help."

Latterly one has said that "The Smart Men of the World are Those Who Get Other Men to do Their Work." That last is so pregnant with wisdom that I long ago adopted it as my favorite axiom. I have tried for many years to become one of those Smart Men. Sometimes I think I do it; again I feel that I am falling wofully short. There is no doubt about the fact that only through getting others to do our work can we be even fairly successful.

Since, then, the Tool is essential and the Man is the Tool, we must work on and through the Man, or we fall.

The Work Must Be Watched.

The carpenter failed to make the most of his time because he allowed the work to become secondary to the Tool. We must copy nature in her disregard of the individual and keep our eye steadfastly on the central fact, the work to be done. So we must disregard and hold secondary any one individual man, while we must try hard to select and keep good cross-cut saws and also rip saws, and use each for its proper purpose.

Concrete examples are most instructive, so I shall tell of a few experiences that come to mind at random:

Charlie was a negro of prepossessing appearance and manner. I thought I had a gem of a stock and general utility man. On that basis I hired him for certain hours daily at $30 per month. We had a lot of stock arranging to do; it was work which required some experience in groceries; I stayed right with him for two days. I was pleased with his way of working under my direction, and he seemed to be bright about understanding the whats and the whys of things. Immediately he was left to himself, however, I found his work terribly slow. He was always getting somebody to "help" him; and then, as is usually the case, the two men did less than one good man, or even one poor man, working alone. I made a protest once or twice and finally got quite hot when I found two men working so slowly on some baking powder that, high-grade stock though it was, I told them it would cost more than I could get for it at that rate—and I "let Charlie go." This was not Working with any Tools at all; but, you see, here was neither a rip nor a cross-cut saw.

Had to be Discharged.

Dan was old—an old grocer—one of those men who are so deceiving because they ought to know certain things about groceries, and we are apt to think they do know these things; but we find they don't. Then we realize why they are still working, though old. He tried, tried hard, and worked hard; also he was honest, absolutely honest. That last is the reason why I kept him at all. I tried hard to find not only whether he was a cross-cut or a rip, but whether he had any cutting edge whatever. There was nothing doing, so I had to let him out, too.

Bringing Out the Usefulness.

Herbert is a young man of really fine character; young, thoughtless, often "slap-dash"; but true, transparent and of fine disposition. Much trouble and anxiety has he given me by reason of making mistakes, failing to deliver properly, leaving goods exposed to the weather, etc. Many a serious lecture have I given him and many a time I have all but given up. But whenever I have felt like firing him and getting another in his place, I have reflected that such act would show that I did not know a cross-cut from a rip saw and could not use either to advantage.

In other words, I have realized that it is up to me to Work with the Tools at hand, and that when a tool has some positive usefulness in it, I must find that usefulness and get it out. So we have "got along" and are still working together—he growing older and more staid and developing finely. This is an example of successful Working with Tools at Hand, which is mostly up to ourselves; but more of that lower down.

Work Done but Once.

John is one of those rough diamonds which we find occasionally. He was a surprise in more ways than one. He came up one night last summer looking for a job and he was so quiet about it that I hardly took him seriously; but something attracted me to him and he was hired. In the beginning we thought he was not going to make good, he seemed so slow in his motions; but we discovered that he made no mistakes, was so methodical in his deliveries that customers were pleased with his accuracy and the staid methodical ways resulted in the work being actually done more speedily because it did not need to be done more than once.

Developing Latent Salesmanship.

Lynn was a very pleasant man to meet and a nice salesman. In that particular he filled the bill. But there was no use trying to get any work out of him. By that I mean the work, actual, steady, grinding work without which no grocery store can be run, so far as he was concerned, was N.G. He could go about and touch up here and there with a duster, giving very ladylike, but not womanlike, touches to the dust and carefully avoiding the work of moving anything to dust under it; but he had no faculty of putting things through. Man as he was, of years of business experience, he did not hesitate to stand in deep reflection and wait to be told what to do—like the greenest boy about the place.

After a while, therefore, I gave him notice. In the meantime, however, I got thinking whether I was not losing an opportunity to get out of that man what he really had in him—salesmanship. So I proposed a commission deal with him. Never having done that, I hit on 5 per cent. as about the right commission to try out. We talked it over and he accepted the proposal, going to work immediately. Almost immediately, however, he showed that such a deal was impossible, because he began to get to the store at eight or later, whereas the rest of us got there at seven and actually had to simply wait on him. Here I may have fallen short, but I was so disgusted that I did not say a word, but gave him notice that in another week we should not need him. The funny thing was that, though he was making $2 to $6 per week more money, he did not ask my reason for tiring of the arrangement.

All these things are familiar to all of you or I might go on indefinitely; but

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

the point I want to make is this: Out of five men whom I have sketched, two have made good. That is 40 per cent. The next man whom I should have told about has also made good, so here would be 50 per cent. good material, taken as it has run in my store. This may have happened to me because I have been fortunate in selecting my help, but it has always run that way, or about that way, with me. Hence I cannot but conclude that there is plenty of good help to be had.

Management of Help Lacking.

I further believe that this condition obtains everywhere and that it is not help that is lacking but management of help. On the one hand we expect too much and on the other hand we do not supervise enough. Much is said about how little "interest" men take in their work; but is that to be wondered at? What interest have they? How can they possibly feel the intensely concentrated interest in the outcome of a business venture that the owner of that business will always feel? Is it not that we expect too much and hope for things to move along automatically when we should be ahead, leading, or behind, pushing, all the time? What is to become of that "eternal vigilance" which is "the price of THIS THING" if men are to fall into the way of working with their might where their ultimate interest may only chance to lie?

Details Must Be Looked After.

It is up to us to know cross-cut from rip saws. Further, it is up to us to use cross-cut in the place of rip when the rip saw is not at hand. We must get the work done; we must put the daily task over no matter what tools may be at hand; that is our appointed task. Then, as we go onward with cool judgment, we shall be given rip saws and cross-cut saws, each for its proper use and purpose.

What we must learn is to look within for faults and keep steadily on the job of seeing that we get value out of the Tools we Have at Hand by means of intelligent leadership. Then we shall find that our force is so well trained and so perfectly organized that we shall soon be relieved of a lot of detail work. But this comes about through first putting through the details by our own personal supervision.

* * * * * * * *

Two weeks from now I shall talk on Store Equipment. Meantime, I hope for comments on this talk.

Ingersoll, Ont., council intends enforcing the by-law to keep merchants off the city market until ten o'clock in the morning.

Upon What Do Business Profits Depend?

The Size of the Turnover Does Not Determine the Profits of a Business—Success Comes With Rapid Turnover of Stock—Two Concrete Examples to Illustrate the Case—Clean Out Unsold Goods Before the Season is Over.

By Howard R. Wellington.

BEFORE taking up the essentials to a successful business, we would like to call the attention of the merchant to some of the causes of failure in business. These are many and varied—lack of capital, extravagance, speculation, incompetence, inexperience. There are a few causes entirely beyond the control of the merchant who is unsuccessful in a business, such as the failure of others, specific local conditions in a community from which he derives his entire trade. Still at least seventy-five per cent. of the merchants who fail in business are to blame themselves through incompetency or some of the above mentioned causes.

It is not the large turnover nor the large stock carried that makes the profit for the merchant but the number of times the stock is turned over in a period, providing expenses are kept down to a reasonable percentage.

For a number of practical illustrations we will endeavor to show how a merchant doing a very small business can make more net profit than a large concern turning over goods away up in the thousands each year.

The merchant must look after his business. He should know how much gross and net profit each line of goods or each department is making for him each year; how the expenses of each department compare with the net profit, or what percentage of his gross profit is eaten up by expenses or salaries. Then when taking stock great care should be given to the pricing of lines which are not everyday sellers. If goods are carried from one season to another, each year depreciating considerably in value, there will come a time when the merchant will wonder where all his profits (?) which he has been making for several years back have gone and he will be forced to face a situation which will surprise him more than anything that could happen. His so-called profits are taken on what he has sold, but his stock has accumulated to such an extent that he cannot get forty cents on the dollar for it; and, when the truth is known, instead of a profit for several years back, there has actually been a loss creeping in on him from carrying dead stock.

The only remedy for this situation is careful buying by studying the needs and demands of the community in which you are located and then clearing out before the season is over, all goods which may depreciate, even if a loss is made. Far better take a small loss and know the true situation, than make a dismal failure by clinging to an old system of selling everything at a profit.

TURNING THE STOCK.

The accompanying article raises a point of practical interest. How often should a retail merchant turn his stock in the course of a year in order to insure the largest possible profit on the amount invested? Opinions on this subject are solicited. How often do you turn your stock?

A good profit on a small turnover:—

Stock	$ 4,000	
Purchases	12,000	
Sales		$17,000
Expenses	3,200	
Stock		4,500
Net Profit	2,300	
	$21,500	$21,500

Here is a small merchant worth a $4,000—$5,000 stock turning it over four times a year, with a small investment making a big margin. The key to the situation is stock turned over often at a fair profit and very light expense.

A loss or a large turnover.

Stock	$ 60,000	
Purchases	160,000	
Sales		$195,000
Expenses	50,000	
Stock		70,000
Net Loss		5,000
	$270,000	$270,000

Here is a large business, a heavy stock, no management, and profits absorbed, yes—more than absorbed by expenses.

Think of doing such a turnover and actually losing money. These instances, however, are not rare.

Key.

The sale of goods at a profit sufficient to cover running expenses and leave a good net margin.

(To be continued.)

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John Bayne MacLean - - President.

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SERIES ON STORE ORGANIZATION.

In Henry Johnson, Jr.'s, article in this week's issue is a thought which can be applied to every business. That every dealer should get the most out of the tools at hand is emphasized. Mr. Johnson illustrates by a simple occurrence in the life of a carpenter, how we are oftentimes disposed to fuss and lose time over the accomplishment of some work that could be completed rapidly if "the tools at hand" were only used.

To apply the point to the grocery business, he gives concrete examples that have arisen in his own store. Like every other large dealer, many employes have passed under his observation. It has been his endeavor to make the most out of them by a close study of their character, their aptitude for selling and their accuracy. He tells of how certain of them recently in his employ, were given every opportunity to make good, but eventually had to be discarded; of others who at times appeared to be in the wrong field of work, but who, because the best was secured from them, have made good.

This article is the first of a series by Henry Johnson on "Store Organization." The next of the series will appear in two weeks, and will be devoted to "Store Equipment." These articles should be carefully followed; they will mean dollars and cents to those who study them diligently.

WHAT THE SALESMAN CAN DO.

Supposing you were to have a few hundred dollars in your pocket and you go to a housefurnishing store to purchase a rug; there is a salesman there who shows you a handsome Persian rug. He tells you a story about it—possibly a little history explaining the district from which it came, the character of the Persian folk who wove it, that an exactly similar one is reposing in the palace of the Persian king or that of some other Eastern notable. Wouldn't you have a longing to possess it? Whether you had the price or not the longing would be there.

This is human nature—with few exceptions—and that same "desire of possession" rises in the mind of a customer before the grocery counter when she is told a little history of the olive, olive oil, grapefruit, cocoanut, coffee, etc. The story may be told through a newspaper advertisement or in the window, if the dealer hasn't time himself, and if properly told it is going to bring results.

The article in this week's issue showing a coffee display, different kinds and sources of supply, bears evidence of this. The window brought results, and at same time was a splendid advertisement for the store. It illustrates what can be done by the salesman behind the counter selling specialties and semi-luxuries. But first, of course, the salesman must know his goods. If he does, he can talk intelligently about them, and is then in a position to interest one or more customers to the point of buying. This is what all are aiming for—not simply filling demand, but increasing sales about the ordinary demand.

THE BOY AND THE MUSHROOMS.

A boy, not long ago, was picking mushrooms on the outskirts of a town. A gentleman who came along while he was at the work, thought that he was none too careful in his selection of the fungi.

"Are you sure those are all mushrooms—that there are not toadstools among them?" he asked.

"Oh! It doesn't make any difference to me," answered the boy. "I don't eat them. I sell them."

This unconscientious youth might be likened to many of the so-called business men of to-day who do not appear to be particular about the quality of the goods they offer to customers. As long as the appearance of the goods offered is such as to make them salable, they, like the boy selling the mushrooms, are apparently ever willing to make a sale.

Such a policy may be all right for the fly-by-night man, whose aim is to reap immediate profits only and not to establish the confidence of his customers, but the man who expects to continue in business and build up a sound trade is certainly unwise to operate along these lines.

In the grocery business to-day, as in many others, it is possible for the dealer to pawn off upon his customers many lines of inferior quality. If it is done, however, there is bound to be reaction, for the customer is bound sooner or later, to discover the fact. Truly, the dealer has probably gained a few cents more on the transaction than he otherwise would, but what benefits him, if he gains a few cents and loses the trade of the customer, as well as weakening his reputation. He who follows the policy of the mushroom seller is penny wise and pound foolish.

FEWER FAILURES IN CANADA.

The prosperity of Canada is demonstrated in no way more conclusively than by the decrease in the number of failures. The records show that during the month of October there were 106 failures in Canada, the total liabilities running up to $1,480,949. During October, 1911, there were 119 failures with a liability record of $1,762,457. During October, 1910, there were 130 failures and in the corresponding month of 1909 the number was 150.

The same ratio is borne out in regard to retail failures. In October of the present year, there were 79 failures with a liability total of $759,354. October last year saw 90 failures with a liability record of $845,644. In 1910 the number of failures was 90 and in 1909, 117.

It will thus be seen that the number of failures has been shrinking very appreciably each year. That this is

due to the good times prevailing cannot for a moment be doubted. One cannot help feeling, however, that some share of the credit is due to the gradual improvement being brought about in methods of business management. Credits are being more closely supervised and a more general knowledge of the fundamental principles of sound financing is being spread. So long as it is possible for rash and inexperienced men to venture into the realms of business, failures will occur with more or less regularity but, with the increase of efficiency, the number of failures, due to other causes than inexperience or hard times, will continue to dwindle.

ANOTHER DROP IN CEREALS.

Again this week is a decline in rolled oats announced. This time it is 20 cents per barrel, bringing prices down 60 cents in two weeks, or 40 cents per sack below prices existing at corresponding period one year ago.

It is a fact that millers are now well supplied with oats, but the demand both domestic and export is large, leading one to conclude that competition had something to do with the decline. Wholesalers and retailers are replenishing stocks in anticipation of a good winter's trade and naturally there would be strong endeavors on part of millers to secure as much of the business as possible.

From all appearances there will soon be some concessions made in corn meal, as crop of corn on North American continent this year was particularly large.

Readers who followed our market advices during the past month or more, will not be surprised at cereal declines. Although for a long time mills could not obtain raw material—and even some were securing United States oats and milling in bond—our reports indicated that as soon as oat movement became general lower prices could be expected.

CHIEF CAUSE OF SHIPPING DELAYS.

The cartage and freight conditions in Canada have certainly not reached the Utopian stage. There are few wholesalers and manufacturers who have not heard complaints from their retail customers, and in justice to the former it must be said it is not always their fault.

No doubt there are many times when wholesalers and manufacturers fall short of the mark in shipping goods. But just now cartage and freight conditions are not at all adequate. Delays are occurring, very annoying to the retailer, and yet the shipper has no control over them.

It is quite evident that the railways are not keeping pace with the growth of the country, as they do not seem to be able to handle the freight offering properly, with the result that considerable delay in shipments from wholesalers is absolutely unavoidable. Again, many wholesalers are sometimes in a worse position because they cannot get the goods shipped to them in proper time, and consequently cannot fill retail orders as promptly as promised, in all good faith, by travelers.

Wholesalers and manufacturers anxious to give good service, and who have done so under more favorable conditions with the railways, should not be censured before it has been proven they are the cause of delays.

ATTEND TO COLLECTIONS.

Money is becoming scarce and builders are offering the loan companies as high as 7 per cent. in Ontario and Quebec centres. This is the highest rate for mortgages that has been reached in Eastern Canada for many years. In the West, 8 per cent., and in some cases, as high as 10 per cent., is paid for real estate loans.

This condition is due to the rapid growth of this country, necessitating more building of stores, warehouses, factories and offices, the erection of dwelling houses to take care of the increased population and for people who, having made money, are housing themselves more luxuriously.

Scarcity of money is due, at the moment, to the troubles in Europe. The moment these are over money should become plentiful again, but as we have said, it is very hard to-day to get it at 7 per cent., on the best loans. It may reach a more acute position. This, however, should not affect wholesale and retail merchants. Business is excellent, money is plentiful among the consumers, therefore the wise merchant should devote much attention to the collection of all moneys due him; all overdue debts anywhere in Canada should be pressed hard for collection. Our readers who act on this advice will find themselves in a much better position than those who do not.

EDITORIAL NOTES.

Put fruit to the front. Oranges, grapefruit and lemons are all excellent in color and quality.

* * *

Hetty Green advises girls to eat onions if they wish to become rich. Now, watch the run on onions.

* * *

Car shortage is by no means a solved problem. Dealers in all lines are making strenuous complaints.

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"A selling scheme with strings attached to it," is well illustrated by the coffee window display in this issue.

* * *

Christmas trade can be greatly increased with chinaware and crockery. Fairly expensive lines sell well at this season.

* * *

Now that the question of the Canadian navy has been settled, the retailers will have a chance to talk Scale Inspection with the Borden Government.

* * *

Will parcels post help the struggling laborer who has to get credit so often from the corner grocery? Advocates of the system have overlooked this point.

* * *

A bird in the hand is worth two in the bush. An order in hand now for the Christmas bird, is worth two probables for Christmas eve. Now is the time to get customers' orders.

* * *

In working with the tools we have at hand, we should not overlook the fact that as soon as able, we should secure those tools that will facilitate the work and discard those that have not come up to expectations.

* * *

Canada used to send butter home to the Motherland. Now, she has to send to her sister, New Zealand, to get enough to butter her own bread. Apparently more dairy farming is needed in the Dominion.

* * *

The crop of co-operative societies promises to be a heavy one this season. Without the special class legislation they have been after at Ottawa, no doubt a great number of them will cease to exist a year or two hence.

A Page of Value to the Grocery Clerk

The Clerk of To-day is the Merchant of To-morrow

Rural telephone systems are helping many a general merchant in country districts to increase business. Are all getting the benefit of their installation? If not there is room for the aggressive salesman to use his selling power to further the business of the store. There are times when the customer in the country will appreciate a call from the retailer or his clerk announcing the anticipated arrival of fresh fruit, meat, sausage, etc. She may have made some remark on her last visit that would lead the salesman to believe that she would be open for such goods; or knowledge of her husband's and family's likes may also be a sufficient justification to ring her up on the phone.

Where the Phone Assists.

Sales are largely extended by this method in the store of A. F. Choate, for many years a general merchant in Warsaw, Ont. His son, Harold Choate, endeavors at every opportunity to sell customers, outside the village, goods he thinks they will appreciate knowing about. In the summer, for instance, when new fruits are in, general merchants in villages and towns off the railway lines do not get fruit every day. Shipments may come twice a week, say on Tuesdays and Fridays. When one is anticipated Mr. Choate, Jr., makes good use of the rural phone lines.

"We are getting in some nice berries or cherries this evening and thought possibly you would want us to save you some," is one line of argument frequently used. Country customers appreciate this. They know that if all the fruit were exposed for sale it would probably have disappeared long before they had a chance to get into the village. The salesman in the store who knows his customers—as every country merchant usually does—by the exercise of a little judgment is in a position to tell when to approach a customer in a case of this kind.

Enlists the Neighbors' Help.

No one could be offended at a statement like this over the phone: "We have just got in several fine baskets of peaches; I see Bill Jones in the store and if you happen to want any I think I could send them up with him." People in the country are, as a rule, a friendly lot and do one another favors at the request of which many city folks would rebel.

During the winter the Choate store finds many a way to increase business by the use of the phone. Considerable new dried fruits coming in prior to Christmas, breakfast bacon, and sausage which arrive on Saturdays, are sometimes sold ahead of time. Salesmen in other country stores can easily do the same.

Ill Wind Blows Someone Good.

Mr. Choate also seizes every opportunity to turn a rainy day into increased business. In the fall of the year during plowing season rainy weather always drives the farmers into the village. They come to the mill or the blacksmith shop and call for their mail at the store. This affords a chance to sell them goods. The salesmen have plenty of time during week days to talk to farmers and by showing a personal interest in their work or their home life or by doing them a courtesy, can frequently interest them in goods which will likely be required.

The methods of the country merchant and his salesmen in knowing the characters, likes and dislikes of his customers might well be emulated by the salesmen in towns and cities. To this end every salesman should work to develop his memory. Know customers by their names and not simply faces. Know the street addresses of as many of them as possible. Show them that a personal interest is taken in their welfare. If all clerks followed this policy customers would appreciate the service and the fact that an interest was taken in them besides that of getting their money.

Know the Goods Wanted.

The practice of remembering names and addresses could be carried further to remembering varieties of articles customers always wanted. For instance, the clerk should not have to ask what kind of tea, coffee, etc., a permanent customer desires. To make sure he is correct, or that the customer hasn't changed her mind since last visit, he might say, "You always like Jones' tea or Brown's coffee, don't you?" Think of the effect a similar statement would make on yourself if a wholesale traveler were selling you goods. You would appreciate the fact that he had a knowledge of your business and would be inclined to accept suggestions from him. Same applies to selling behind the counter. Service begets confidence, so every clerk has here a means of selling more goods by gaining the confidence of store patrons through giving them a service equal to or better than they could secure elsewhere.

The thoughts to be emphasized in the above are, first, take advantage of the telephone and of the "rainy day," and second, build up confidence in the store by adequate service.

Following items are from The Grocer of December 16, 1892:

"Twenty tons of turkeys and geese were shipped from Kemptville, Ont., for European markets last week."

Editorial note.—This section of Eastern Ontario has always been noted for its large production of poultry. Farmers still raise splendid flocks.

* * *

"At St. Hyacinthe, Montreal, the other day, before Judge Sicotte, R. Lafortune, of Acton, Que., was charged by J. J. Costigan, inspector of food for the province, with having sold him a pound of coffee, which, on analysis, proved to be adulterated by the admixture of roasted peas and chicory. The defendant was found guilty and was fined $5 and costs of analysis, which amounted to over $30 in all."

Editorial note.—When all the new food standards come into effect, the retailer can protect himself against such fines by demanding a warranty as to the purity of the goods he buys.

* * *

"The retail grocers of Hamilton have nominated the following officers, who will be elected at the next meeting: B. Winnifrith, president; A. Ballentine, first vice-president; G. Elder and J. Main, second vice-presidents; W. R. Harvey, secretary; C. Bramner, treasurer; executive committee, J. Ronan, J. O. Carpenter, C. H. Peebles, J. F. Kavanagh, T. Hazell, G. Smith, G. Hunt, J. Main, G. Elder, J. C. Boligan, J. Hayes; G. Powell and C. Holt, auditors."

Editorial note.—Many of the above-named men are still, after the lapse of twenty years, engaged in the retail grocery business of Hamilton and are members of the R. G. A. there.

Results From Attempting Extra Sales

Actual Instances Demonstrating How Easy it Frequently is to Sell Goods Which Customers Had Not Thought of Buying—Dealer Tells of Case Where Clerk Suddenly Made Himself More Valuable—Latent Salesmanship Ability Awakened.

There is no denying that the sale of goods can be materially increased in the grocery store by the use of proper methods. The fact is frequently demonstrated in every progressive store. The writer recently spent an afternoon in a country store and several examples which came to his notice brought home forcibly the truth of the contention that it is possible to create sales for goods over and above actual demand.

Early in the afternoon a man came in for 50 cents worth of wheat for hen feed. The clerk evidently knew something about the feeding of hens and as he weighed up the wheat, he pointed out that the store also kept corn and gave an instance of a man who had mixed wheat and corn with good results. The customer considered the idea as a good one, and before he left he also purchased 50 cents worth of the corn.

An Extra Sale of 25 Cents.

The same clerk waited on a customer who came in to purchase some "pickled back." She purchased half a one and was about to leave when the clerk mentioned to her that they had some excellent head cheese.

"Just wait till I show it to you," he remarked, and in a moment was back with a piece daintly placed on a piece of butter paper.

"Doesn't that look nice," he commented. "There is just two pounds in the piece. That will be 25c." The customer bought the piece.

The Other Half Sold.

"I will not put that half a back in the refrigerator just now," remarked the clerk when the customer had gone. "I'll leave it out on the counter and perhaps some other customer will buy it."

About the third customer after that incident was at the provision counter buying some cheese.

"How would you like some nice pickled back?" asked the clerk, holding it up so she could see it. "We are selling a lot of it. It is worth 20 cents a pound."

"How much is in that piece?" enquired the customer, and being weighed it was found satisfactory and purchased.

Not Turkey Without Cranberry Sauce.

The day in question was just previous to Thanksgiving. "Have you got your Thanksgiving turkey yet?" one customer was asked. She had.

"And I suppose the cranberry sauce is ready too?" he continued.

"Well, no it isn't. I really hadn't thought of it."

"That is one of the essentials you know," tactfully remarked the clerk. "Here are some excellent cranberries which we got in yesterday."

Further conversation developed into a sale of two pounds of the cranberries.

* * *

Appreciates Extra Sales Articles.

"Those articles which the Canadian Grocer has been running giving actual examples of how grocers have succeeded in increasing the demand for goods by using real salesmanship are certainly good," remarked a country merchant to the writer the other day.

"Not only do they encourage the merchant himself into putting forth greater efforts in this direction," he continued, "but if the clerks can be got to read them, they are so much more valuable. There is no denying that more goods can be sold if the attempt is only made but the problem is to get the clerks thinking so and attempting to demonstrate the fact. Actual examples of how salesmanship has been put into practice acts as an incentive to other clerks to try the same thing.

Values the Trade Paper.

"Unless there are other clerks in the store to set the example, or a chance is afforded to visit other stores, the only way in which the clerk can learn of the methods which are being used by others to increase sales is by reading the trade paper.

"I realized a short time ago that one of my clerks was giving little or no attention to increasing sales. He merely supplied customers with those goods for which they asked, which were for the most part staples and gave the smallest percentage of profit. I decided to try to work up his interest in salesmanship.

"I gave him a little talk on the subject as well as some actual demonstrations of how it could be done. I then gave him an article to read which outlined some methods that other clerks had used to increase sales. Apparently all that was needed was the match to start the flame. He became quite enthusiastic over the idea, began to make frequent attempts to sell extra goods, and has indeed been a much more valuable clerk since then."

This case demonstrates that there is often real salesmanship lying dormant in many a clerk which merely requires coaching to give it life. There are probably scores of clerks in grocery stores to-day who do not know what salesmanship means. They have never really attempted to sell more goods than customers ask for, have never been taught nor encouraged to do so. In many cases if there could only be something done to acquaint them with the possibilities in this direction, they would be much more valuable clerks.

It is without doubt much to the advantage of the merchant to kindle within the clerk the ambition to sell extra goods, to teach him by setting a good example, and to encourage him in every possible way to increase his salesmanship ability.

B.C. WINDOW DRESSING CONTEST.

Prizes Awarded to Winners—Harold M. Wood Winner of the Grand Prize.

Vancouver, B.C., Dec. 12 (Special).—In connection with the "Made in British Columbia" window dressing contest, conducted under the auspices of the Retail Grocers' Association of Vancouver, prizes have been awarded for the best dressed windows. This exhibition was in the nature of a competition for retail grocers' clerks who were called upon to produce their best in window display. Harold M. Wood, 299 Hastings Street East, won the grand prize of $100.

The city was divided into three districts, four prizes being awarded in each. Besides winning the $100 grand prize, Mr. Wood also, of course, captured first prize in the district his employer's store is situated in. Following are the awards:

District No. 1—First prize, $50, Harold M. Wood, 299 Hastings Street East; second prize, $25, T. F. McDowell, 936 Granville Street; third prize, $15, F. Wright, 645 Seymour Street; fourth prize, $10, London Grocery, 1048 Granville Street.

District No. 2—First prize, $50, F. J. Rolston, 45th and Fraser Street; second, $25, B. C. Market Co., 1136 Commercial Drive; third, $15, A. G. Page, Fifteenth Avenue and Westminster Road; fourth, $10, F. J. Rolston, 45th and Fraser Street.

District No. 3—First prize, $50, Kitsilano Grocery, 1500 Yew Street; second, $25, London Grocery, Broadway and Vine Street; third, $15, London Grocery, Granville Street and Sixth Avenue; fourth, $10, London Grocery, Granville Street and Sixth Avenue.

Current News of the Week

Quebec and Maritime Provinces.

The Montreal Show Case Co., Ltd., has been incorporated at $50,000.

The Commercial Travellers' Banquet will be held on December 23 this year.

The Fyfe Scale Co., of Montreal, has been reorganized with capital stock of $10,000.

Wm. H. Dunn, Wm. H. Dunn & Co., Montreal, spent a few days out of town this week on business.

The Oceanic Oyster Co. of Canada, Ltd., has been incorporated with capital stock of $10,000. The head office is to be in Montreal.

J. C. Wilson, Ltd., paper manufacturers, Montreal, have received Dominion incorporation. The capital stock of the company is $1,000,000.

A driver for Murphy Bros., grocers on St. James Street, Montreal, was sentenced to fifteen months' imprisonment for disappearing with parcel of $365 which he had been entrusted to take to another branch of the store.

F. H. Anson, general manager of the Atlantic Sugar Refineries, was in St. John, N.B., last week with the $100,000 deposit necessary under the contract with the city, as a guarantee that a $300,000 sugar refinery would be built on the Ballast Wharf, which some years ago was given to the Durant interests for this purpose. Mr. Anson while in the city said there would be nine buildings erected and it would require an outlay of nearly $500,000 to equip and build them. The proposed refinery is to employ seven hundred men. The raw sugar will be imported from the West Indies.

Plans for what is claimed by its owners will be the largest store in Canada have been given out by Scroggie's Ltd., of Montreal. Their new establishment will cover eight acres of floor space, the site, which cost $1,500,000, being located on the corner of Bleury and St. Catherine Streets. There will be five miles of aisles in the building, which will be six storeys in height. Work on the building will be begun at once and will not stop night or day until the building is completed on September 1, 1913. Cafes, a theatre and a roof garden will be located in the new building which will cover an entire block.

Ontario.

H. Miles, grocer, Toronto, has sold to W. H. Wilson.

E. McEown, grocer, Waterford, Ont., has sold his business.

George Vallay, of Port Arthur, Ont., has opened a general store in Quibell, Ont.

Peter Sherry, a grocer in Ingersoll, Ont., for fifteen years, died suddenly last week.

Daniel Coyle, apple evaporator, Frankford, Ont., sustained loss by fire recently.

Ravary & Lalonde, general merchants, St. Amour, Ont., have dissolved, Lalonde continuing.

Joseph J. Sky, Cobalt, Ont., has purchased the grocery business of W. S. Jackson there.

Bertrand & Sequin, general merchants, L'Orignal, Ont., have been succeeded by L. Bertrand & Son.

There is a movement on foot backed by railway employees to establish a co-operative store in Port Arthur, Ont.

The capital stock of the Collingwood Packing Co., Collingwood, Ont., has been increased from $15,000 to $30,000.

Wm. Simpson, an old-time grocer of Port Hope, Ont., died recently at the age of eighty years. He was connected with firm of Simpson & Read.

Damage to extent of $25,000 was done by fire to stock and building of F. E. Argue's general store at Carp, Ont. Loss was partially covered by insurance.

Webster Bros., grocers, London, Ont., have sold to Tavistock & Pierce. Mr. Pierce formerly clerked for Wm. Hayes. Mr. Tavistock comes from Delaware, Ont.

Lumsden Bros., wholesale grocers, Hamilton, Ont., intend moving their business to Toronto as soon as their warehouses in the former city have been sold.

The Board of Directors of the London, Ont., Travellers' Club, entertained the members and visitors last Friday evening at a smoking concert. About one hundred were present.

The Laurentia Milk Co., Toronto, have or are opening branches in Canada under the following styles: Canadian Farm Produce Co., Ltd., Montreal and Lacolle, Que.; Laurentia Milk Co. of Manitoba, Nepewa, Man.; Laurentia Milk Co. of Saskatchewan, Battleford, Sask., and Laurentia Milk Co. of Alberta. Red Deer, Alta. This company intends to manufacture milk powder as well. This is simply the solids after the liquid water has been removed.

The merchants of Huntsville, Ont., have signed the petitions re Scale Inspection and Garnishee Law amendments to W. C. Miller, secretary of the Ontario R. G. A. Eight have signed the former and nine the latter. L. H. Ware forwarded the petitions.

Milton Oppenheimer, of Oppenheimer Bros., manufacturers and commission brokers, Vancouver, B.C., is in Eastern Canada on a business trip both in connection with the interests of his firm and that of sport with which he has an extensive connection in the West. He was in Toronto and Montreal during the week and before returning home will go to Boston, New York and California.

Western Canada.

Lynn & Hunt have opened a grocery store in Calgary, Alta.

H. H. Owens, grocer, of Vancouver, B.C., died last week.

D. Wasil, grocer, Winnipeg, has been succeeded by J. Polsky.

A. Campbell, grocer, Winnipeg, has been succeeded by D. Campbell.

Gillis & Horne, grocers, High River, Alta., have sold to Kelly & Young.

H. A. Fisher, general merchant, Halbrite, Sask., has sold to B. W. Gerow.

McGee & McLeod, general merchants, Lockwood, Sask., have sold to Sweeny & McRitchie.

Tensley & Sowden have purchased the grocery business of Mary Bullock, Victoria, B.C.

Scarse & Wark, general merchants, Swan River, Man., have been succeeded by Jamieson & Wark.

J. G. Hindson, general merchant in Rapid City, Man., for thirty-two years, has sold to Ray S. Rudd.

J. H. Tabor, of Calgary, Alta., and associates will erect a biscuit and confectionery factory at Medicine Hat.

David & Sky, general merchants, Edmonton, Alta., have changed their style to the International General Store Co.

W. P. Riley has been made manager in Winnipeg of the A. Macdonald Co., wholesale grocers, on behalf of the purchasers, the Dominion Bond Co. Mr. Riley went to Winnipeg from the Riley-Ramsay Co., wholesale grocers at Port Arthur. The business interests of this company have also been taken over by the Dominion Bond Co.

General Review of the Grocery Markets

Splendid Business Passing at All Centres in View of Christmas Season—Sugar Market Remains Steady—Few Changes of Importance—Dried Fruit Situation Firming—Primary Coffee a Little Easier.

QUEBEC MARKETS.

SUGAR.—The market rules a trifle steadier and little change is expected in price immediately. Some are inclined to think that a small decline might be possible if there were any imported sugars coming to hand, namely, English and Scotch refined, but as market is entirely bare of such stock, the refiners are in a position to maintain present quotations.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Following on recent advance market is still firm and must remain so till the middle of January at any rate. Demand then for new crop will set in and a lower range of prices should go into effect. Some are inclined to believe that in spite of the low price of sugar now ruling, prices of new molasses will be well maintained, but this view can hardly be endorsed for this reason. Sugar is low now and there is a tremendous new crop, so that a low range should exist for some time. Then molasses, being made from sugar, should be cheap, and taking the consensus of opinion on the matter it will, though a lower price than we expect might possibly be registered, should there be a very heavy demand and the molasses people be carried away with it and turn too much sugar into molasses and overflow the market. And they are likely to do so were they able to get a shade better price for molasses than for their sugar.

At any rate, fancy molasses must rule high, as above stated, and it is believed there is very little in local hands, what there is being held for fancy prices. The Maritime and Quebec Provinces are short, so it is easy to grasp the entire situation.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Demand locally might be heavier but still there are some substantial orders being placed. Should the coast packers be more inclined to offer, there would be more activity.

Raisins of all kinds are firm, but demand is somewhat limited in spite of strength. Currants in bulk are moving but the demand for the cartons is heavier no doubt due to holiday call. Stocks are reported small for this time of the year.

The supplies of Persian dates are being reduced, there being a good demand owing to high quality of the goods which have come to hand. But it is likely that a lower market will set in shortly as new shipments en route will not arrive in time for Christmas trade, and some concessions will be made.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	....	0 11½
40-50	....	0 11
50-60	....	0 10
60-70	....	0 09
70-80	....	0 08½
80-90	....	0 08
90-100	....	0 07½
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08¼
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12¼
Malaga table raisins, clusters, per box	0 75	1 00
Malaga table raisins, clusters, per ¼ box	0 75	1 00
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—There was more pressure on the coffee market during last week than heretofore noticed. Reports as to new crop are still conflicting, the latest putting estimate over a million dollars ahead of Government estimate. The growing use of substitutes has naturally something to do with keeping down the consumption of coffee, but roasters state that the amount of substitutes consumed is not very large as yet.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICE.—There is nothing of very great importance to announce except that high level is still maintained.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 07½	0 10

RICE.—Market is firmer following on disappointing reports from Japan and other producing countries. Trade locally is good, but country orders are becoming short, and it would seem that a slight reduction would bring about a strong replenishing movement. However, we do not look for this to come about yet.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Market for Tarragona almonds is easier this week in spite of the fact that supplies on spot are just about enough to meet the demand during holidays. Slightly higher market was expected, but shipments have just turned up which will fill up the hole in stocks.

Walnuts are considered somewhat high by buyers just now and it is likely that some concessions may be made later. Bullish advices have been received with regard to Sicily filberts and market here in sympathy is a shade firmer than last week, and a small advance may take place any time as holidays are on the small side.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 70
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

BEANS.—More plentiful supplies of Canadian beans coming along have eased the situation somewhat and prices are not so stiff.

Some local firms are importing Austrian hand picked beans and there will be an even better sale for this grade if the Canadian market advances again, as the quality of the imported is good and the beans are splendid boilers.

There has been some prejudice against the Rangoon Indian bean, ever since it was imported about five years ago, when the Canadian market started soaring. They did not prove good boilers, at least the public said so, although it is believed that if they had been soaked properly before use there would have been little cause for complaint. The new importation is, however, selling well and as price to retail trade is from $2.00—$2.25 per bushel, there will be a nice business done in this particular line.

White beans, per bushel	2 75	3 00
Indian Rangoon	....	2 00

ONTARIO MARKETS.

POINTERS—

California Fruits—Firmer.

Coffee—Weaker.

Nuts—Higher.

Toronto, Dec. 12.—The general feeling amongst brokers and jobbers alike seems to be one of strong optimism. "Best season we've had for some time," said one man, "and prospects for the whole year's business are just as good."

Up to the present time everything has pointed towards a big year and if the Christmas rush continues as briskly as it has for the past couple of weeks the climax should be well reached. Those firms which have practically completed their business for the year feel well satisfied with the progress made and feel inclined to rest until the beginning of the New Year.

Some lines such as fruits and nuts have not been delivered as soon as expected and coming late have caused considerable rush in jobbing houses. Several complaints have been made about this, but conditions are now being bettered.

Goods specially adapted to Christmas baking have been in great demand and profits on such lines have been large for all concerned. Retail merchants are featuring these lines strongly and stocks are being rapidly depleted. In many cases sorting orders are being sent in and brisk business is being done.

SUGAR. — The sugar situation is without any special feature this week. Locally the market is steady and there is exceedingly good demand and consumption for this season of the year. The estimate of the Cuban crop has been very greatly increased and now it is reported as 400,000 tons heavier than last year. Latest reports regarding the European beet crop give no change. The Russian crop estimate has been greatly decreased on account of frost. This is not likely to affect the world's prices, however, as they still have more than they can export. Latest estimates on the crop in Louisiana are still smaller; 150,000 tons or about 40 per cent. is said to be the decrease from last year's crop. Prices here are likely to run along at about the same basis. No advance is looked for.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES. — No change in price of corn syrups has as yet taken place here although a decline is expected. The very large crop of corn in the States has brought down the prices very greatly, and in sympathy with that decline a drop in price of corn products is looked forward to.

The Barbados sugar crop is much smaller than last season and this is having its effect on higher grade syrups and molasses. In these the movement is brisk and large shipments are being made. Fancy grades are scarce and stocks have been much depleted. It is not expected that any change will be made in price quotations till the New Year.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—Dried fruits of all kinds are being cleaned up. Demand owing greatly to the Christmas trade has been exceedingly heavy and an enormous amount of business has been done.

Prices on Californias are ruling higher. Whether this will affect situation here or not is rather doubtful as the rush of business is over for the year. Prunes, seeded raisins, apricots and peaches are firm and with more seasonable weather it is expected that demand will be much greater. On the coast apricots are closely cleaned up and the same may be said of peaches. A general feeling of firmness is felt in all coast fruits and in some lines an advance would not come unexpectedly.

The situation in Valencias continues unchanged. Stocks in Spain have been exhausted. In the future buyers will have to look to London for all Valencia raisins.

The evaporated apple market is slightly firmer this week. Really fine quality are scarce and prices are being maintained. Damp and dark quality are weak and hard to sell.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10	0 08¾
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

COFFEE.—General weakness is reported in the coffee market this week. In New York the market dropped fifty-five points in the last ten days which shows a general sagging. Better quality goods are holding up well, however, with nothing to intimate a decline for some time.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 [illegible]
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Peppers have been keeping high lately and ought to recede soon. No immediate drop is expected, nor is any great decline anticipated. A gradual recession will likely commence before long. Nothing new is reported in celery seed. Prices remain as quoted last week and probability is that the present price will be maintained for some little time. Lower prices will probably be struck early in the New Year.

Christmas has stimulated trade to a great extent and a good volume of business is being done. Wholesale houses comment favorably on the amount of business passing.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Double goat is this week quoted at 9½. Supplies are so scarce that it is practically off the market altogether. There seems to be tendency towards a decline in sago and rangoon, both of which are quoted at slightly lower figures. Higher prices on rice are still ruling and demand for better grades is growing fairly rapidly, A good amount of business is being done for season.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—There is an excellent movement in nuts at present. Primary markets have strengthened somewhat of late and locally prices in some lines have been advanced. Formigetta almonds are now going as high as 16c., while shelled have been raised to 35 and 36 cents. Slight advance has been made in shelled walnuts. Filberts have been advanced to 12 and 12½ and Brazils to 14 and 15. The general tendency of the market seems upward, and owing to Christmas demand nuts have been moving out in good volume. Many supplies were late in arriving and there has been a great rush to get them out.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Canadian beans have been offering a little more freely this week. Good quality are not at all plentiful. For this reason the majority of the wholesale houses are still using Austrians as they are all hand-picked. Very little change is reported in the market situation.

Prime beans, per bush., new	....	2 80

CANNED GOODS.

TORONTO.—Many complaints have been made by jobbing houses with regard to lateness of deliveries. All lines of canned goods have been much delayed and coming along late has caused great rush in getting them distributed.

Christmas goods have to great extent taken place of canned goods for a time. The bulk of business has been along Christmas lines with the result that canned goods have been pushed to the background. Latest reports, however, report a good amount of business. A firm tone is noted in market prices.

MANITOBA MARKETS.

Winnipeg, Dec. 11.—Since Dec. 1 the weather has been decidedly more wintry and though by no means severe is still more like what is usually looked for at this time of year.

This seasonable change has greatly benefited many lines of business and has probably had less effect on grocery trade than on any others. Christmas and holiday trade has been satisfactory to wholesalers and retailers now expect their turn. Business of 1912 has been gratifying to all interested and prospects generally for 1913 are excellent. An ease up and clean up for balance of year may now be expected. In groceries proper there are no changes of account this week, but in supplementary lines such as flour, fruits and provisions there are advances and reduction of some importance as will be found in consulting price lists.

SUGAR.—There is no new feature of importance in sugar, but from eastern conditions a decline is expected. Western stocks are fairly heavy and demand first class.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUP.—This is syrup season and consumption is generally heavier at this time of year than at any other. Good retail trade is reported.

Corn Syrup—		
2 lb. tins, per case		2 23
3 lb. tins, per case		2 63
10 lb. tins, per case		2 51
20 lb. tins, per case		2 52
Barrels, per 100 lbs.		3 [illegible]
Molasses, New Orleans, gal.	0 33	0 [illegible]
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUIT.—There is nothing of importance to note in situation as regards dried fruits. Holiday trade has much improved during past week.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 06¾
90-100s, 10s, s.p.	0 36
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅜
70-80s, 25s, s.p.	0 07¾
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07¾
50-60s, 25s, s.p.	0 08¾
40-50s, 25s, s.p.	0 09¾
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas	0 14½
Currants—	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07¼
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEE.—Prices steady retail demand for coffee improving with colder weather.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—Situation very firm in both peas and beans with further advances looked for. No changes this week.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

NUTS.—Holiday trade is quite up to average. Prices are unchanged since last review.

Brazil	0 13	0 14
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 17
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 35
Shelled walnuts	....	0 29

WINNIPEG.

PRODUCE AND PROBISIONS.—Prices on cured meats and lard are steady except on bacon on which some lines have had ¼ cent advance. Dairy butter is up 1 cent per lb. with offerings light. Cheese and eggs are unchanged.

Lard, tierces	....	0 14¾
3 lb. tins, cases	....	9 35
5 lb. tins, cases	....	9 30
10 lb. tins, cases	....	9 20
20 lb. pails, cases	....	3 05
50 lb. tubs	....	7 [illegible]
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15½
Short clear	....	0 15¼
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario large	....	0 15
Ontario twins	....	0 15¼
Manitoba large	....	0 14
Manitoba twins	....	0 14½
Butter—		
Creamery	0 33	0 35
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage	....	0 2[illegible]

MANITOBA.

WINNIPEG.—There is good seasonable demand for fish at steady values. Holland Herrings are easier a reduction of from 4 to 6 cents a keg having gone into effect at end of last week.

Fish—		
Oysters, per gallon		2 75
Frozen salmon		0 11
Frozen halibut		0 09
Fresh whitefish		0 08½
Fresh pickerel		0 08
Block cod		0 10
Haddock		0 06
Finnan haddies		0 08
Holland herring, keg	0 66	0 72

Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50

NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 11.—Local grocers are now dresing stores and windows for Christmas trade. Business is fully up to average for season, and collections are fairly good.

Wholesale dealers are complaining of small receipts of beans and rolled oats, and the delay in delivery of shipments. There is a heavy demand for sugars, lard, and dried fruits.

There has been considerable increase in receipts of dairy butter this week, but the price remains unchanged. Eggs are still holding firm, and are not likely to go any lower. Demand for potatoes is unusually light for season.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 11.—Principal change in wholesale prices is shown in the bacon department where there has been decided advance. Continuance of favorable weather conditions in producing districts keeps the egg market steady. Wholesale prices for eggs have not advanced. Potatoes are plentiful and same remark applies to other staples.

Local wholesale prices are appended:

EGGS.—Fresh, Eastern, dozen, .38; selected eggs, .34. Local new laid are practically absent and few obtainable are going at 65 to 75 cents a dozen.

BUTTER.—Local creamery, .35; Eastern townships,. prints, .32½; Eastern townships, solids, .32; New Zealand, prints, .33; New Zealand, solids, 32½.

NEW BRUNSWICK MARKETS.

St. John, N.B., Dec. 11. — Business during past week with local dealers picked up in most encouraging manner and indications are that next fortnight will see good volume transacted. Orders are large and numerous but collections only fair, and will be until after the new year.

Ontario flour showed slight weakening this week, declining ten cents a barrel, and this seemed somewhat surprising in view of fact that there is such a limited supply of flour on hand either in this city or in other centres through the province. It it generally expected here, however, that with the Balkan situation relieved, flour in both Manitoba and Ontario patents will go still lower, as reports from the West indicate a great abundance.

General rulings on hennery eggs are from 40 to 50 cents but there have been sales at 60. Case supplies are fairly plentiful and much lower, than the "strictly fresh.' ' There does not seem to be much butter on hand throughout the country districts, or at least, if there is it is not being brought to market.

Bacon	$	$0 15
Beans, Austrian, bushel	2 75	2 85
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Clams	4 00	4 25
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Finnan Haddies	4 40	4 50
Fish, cod, dry	....	5 00
Flour, Manitoba	....	6 25
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 50
Oatmeal, std.	....	6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	26 50	28 75
Potatoes, barrel, new	1 40	1 60
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

"That is a splendid column you have on 'Leaks in the Grocery Store,' " remarked a retail grocer the other day. "Let me tell you of a leak which I discovered some time ago and which must have lost me a lot of money before the discovery.

"We bought and sold considerable quantities of butter. The butter was bought usually twice a week from provision houses and placed in the refrigerator by the driver. When he came I always asked him how much he had for me, and of course it was always the correct amount. I took it for granted he left it all in the refrigerator, never suspecting any dishonesty until one week I ran short earlier than usual. Putting two and two together I calculated I was three of four pounds short.

"This set me thinking as to what was wrong. Next week when I phoned for butter I asked the clerk to count the rolls in the refrigerator anl let me know how many he sold before the driver arrived with the new shipment.

"After it came I figured how much we should have on hand and discovered on counting it that there were three pounds short. In the pile the driver left there was the correct amount so that evidently he had taken three pounds from what I had before and placed it with what he brought. This made the new lot correct but the former short."

Here was a leak say of five pounds of butter, or about $1.40 a week which in a year would make $72.80—a substantial Christmas present for one's self.

To H. C. BECKETT, Hamilton, Ont. Mr. Beckett was born in Hamilton on December 12, 1860. He began his business career as entry clerk with W. H. Gillard & Co., wholesale grocers, at the age of eighteen and has been continuously with the firm ever since. When twenty-one years of age he went on the road as traveler, covering the Northwest, for ten years. In 1897 he was admitted as partner and since that time has had charge of the selling staff and buying department.

MONTHLY LETTER INCREASES BUSINESS.

Stevens & Allan, Kamloops, B.C., as part of their advertising campaign, use a typewritten letter once a month to increase sales. This they send to every house in the city and mail it to people out of town in the surrounding district. The letter that was sent out in November dealt particularly with Christmas goods, introduction reading as follows:

"Dear Madam,—The Christmas season will soon be here. Let our store supply your Christmas needs. You will find us all ready to serve you with new fresh goods at remarkably low prices. Here is a generous supply of all the good things needed to prepare for the Christmas feast."

This is followed up by a list of prices on new dried fruits, figs, dates, nuts, almond paste, extracts and spices. Store news is also introduced. The November letter asks customers and probables to "please note that now we have two delivery wagons in use all the time and your orders will receive special prompt attention."

"We have got good results from it," said Mr. Stevens," and it always keeps us right before the people all the time. It lets them know we are always after their business."

Another Decline of 20 Cents in Rolled Oats

Scarcity of Raw Material No Longer Visible, Mills Being Well Supplied—Competition is Keen but There is Good Export Demand—Cornmeal Expected to Follow Rolled Oats—Drop in Flour in Winnipeg May Affect Eastern Prices.

Rolled oats have again declined 20 cents per barrel or 10 cents per sack during the past week. For some time the market was pretty bare of stock but now all the mills are filled up and competition is bringing down the prices. Business still keeps brisk. There has been good demand for export and this coupled with local demand has kept mills very busy. Many claim that for this reason the further drop in the prices of rolled oats was not warranted.

Great shortage is felt in package goods, and demand coupled with a further difficulty in obtaining premium crockery and boxes has done much to keep down stocks.

A decline of 15 or 20 cents per sack is expected in cornmeal before the end of the week. The corn crop in the United States has been very large this year and large shipments from the South expected any time now are likely to reduce prices here. Owing to declines in raw material and abundant supplies lower prices are likely to prevail throughout the season.

Great difference of opinion is expressed with regard to the future of flour. A reduction of 20 cents has recently been made in Winnipeg. While some claim that this will directly affect Eastern prices, others state that this reduction is simply in sympathy with recent reductions in the Eastern markets, also that decline is not general in the West but only confined to certain mills. At present business is brisk, and for immediate requirements slightly brisker than mills can handle easily. "The way the wheat market looks," said one man this week, "flour here is liable to decline 20 cents a barrel." At any rate the market is easier and a drop may be expected. Prices as quoted to-day are said by some mills to be merely nominal. What flour is actually selling at is pretty hard to state but with the large crop of wheat in the United States added to the Canadian crop the tendency at present at least is towards decline. Lower prices are likely to rule throughout the season.

MONTREAL.

FLOUR.—The market for spring wheat grades is still steady, the amount of business passing locally being fairly satisfactory. Country trade is not so good though, millers putting down the falling in demand to bad condition of roads. Now, however, that frost has set in there should be an improvement as stocks must now be fairly low. Winter wheat remains firm as Ontario millers are still holding back shipments.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

ROLLED OATS.—Rolled oats declined again 20 cents per barrel and a good amount of business is doing. We would not be surprised to see a drop in the price of cornmeal next week when big shipments come along. Dealers should not overlook this market as a decline must come.

Fine oatmeal, single bag lots	....	2 53
Standard oatmeal, single bag lots	....	2 53
Granulated oatmeal, single bag lots	....	2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	....	2 10
Rolled oats, jute bags, 90-lb. single bag lots	....	2 15
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 20
Rolled oats, barrels	....	4 45
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—Wheat market here is weak and matters look as if wheat might still go down. "It's certainly low enough now for all the farmers are getting out of it," said one man this week. More Ontario flour has been offering of late and prices have been reduced about 10 cents by some houses.

Prices on flour are at present to a great extent only nominal. "Thirty cents off prices quoted would give what flour is actually selling at," was the remark made by one man in discussing the situation. Bakers are, of course, getting concessions in view of quantity purchases.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	31 00	33 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Another week brings rolled oats down 20 cents a barrel or 10 cents per sack. Some mills claim that there was really no reason for this decline. There has been such good demand for export that it has kept all mills busy. Competition is given as the cause. For some time the market was bare of stock. Now all mills are filled up and chances are that lower prices may rule.

Prices on cornmeal are likely to be easier by 15 or 20 cents per sack towards the end of the week. New corn goods should arrive by that time and cause prices to fall. Lower prices are likely to prevail throughout season.

Rolled oats, small lots, 90 lb. sacks	....	2 20
Rolled oats, 25 bags to car lots	....	2 10
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 43
Rolled wheat, small lots, 100-lb. bbls.	....	2 90
Rolled wheat, 5 barrel to car lots	....	2 80
Cornmeal, 98 lb. bags, 25 bag lots	....	2 00
Rolled oats in cotton sacks, 5 cents more.		

MILL FEED.—The mill feed market seems slightly easier this week. Trade has been fairly dull and with Christmas coming tendency is towards the market becoming even more quiet. Some mills are well sold up in bran but demand is not brisk. Prices remain unchanged.

Bran, in car lots, per ton	....	21 00
Shorts, in car lots, per ton	....	26 00

WINNIPEG.

FLOUR AND CEREALS.—Most mills have reduced flour prices 20 cents per bbl. and there is also decline in rolled oats, oatmeal and cornmeal. These reductions are due to low prices of milling raw material of all kinds.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	2 25
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

Lemons are Firmer; Grapefruit Cheaper

Former Firms up on Primary Market But Retailer Will Not be Affected—Grape Fruit of Fine Quality — Navel Oranges Down on Toronto Market—Potatoes a Shade Firmer—Good Crop of Canadian Onions.

The market in lemons holds firm. Across the line it is reported as slightly firmer than last week. "This is the first time I have ever seen prices raised on the primary market in December," said one man this week. But although prices have been advanced on the primary market it is not expected that the change will affect the retailer greatly if at all.

Shipments from the south have been delayed on account of bad weather. Supplies coming forward are of excellent color and quality and every opportunity is given the retail merchant to put some effort behind lemons and push sales.

Navel oranges are moving fairly freely in all parts of the country now. The crops in the south seem to have been considerably overestimated. Reports with regard to Southern California crops are now being confirmed. The crop there is large and many shipments are being made. But in Northern and Western California crop is light and much below early estimates. Quality seems to be not all that is desired. Desirable sizes are different to obtain although probably quality is average for season. But the whole crop seems to have run to large sizes and as result the quality is said to have suffered. Prospects look bright for the Christmas trade. In Florida oranges the market is a shade easier. The quality is good and former quotations are likely to be maintained on the better grades.

Quotations on the primary cranberry market have been advanced one dollar per barrel. This is likely to create a better demand for evaporated cranberries. The growing season is now over but supplies are in such quantities that dealers will get what they are asking without any difficulty.

Excellent quality in grape fruit is coming in from Florida. "Don't think I ever saw such fine quality," said one man this week. No change however is expected in the near future—perhaps not for two or three weeks anyway.

MONTREAL.

FRUIT.— As anticipated trade has brightened up some and wholesalers are finding the movement of stocks, more satisfactory. There is not much of importance to announce, no change having taken place. The general call for holiday trade has set in.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES. — Around this time we expect a lively vegetable market and wholesalers report that things are in an entirely satisfactory way. Potatoes are selling freely though supplies from Maritimes are not as plentiful as expected. Cranberries are becoming firmer, owing to a rather heavy demand both locally and from country points.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS. — Almeria grapes have advanced locally and are now quoted at from $6.50 to $7.50. All cheaper grades are now out of the market only the better qualities remaining; prices have somewhat stiffened.

Navel oranges have also dropped 25c. this week, and are now quoted at from $2.75 to $3.50. Larger supplies from the South, also slightly poorer quality have both had their effect on local prices.

It is not expected that these will decline much further however, and prospects for big holiday trade are said to be bright.

Cranberries have advanced considerably during past week. Quotations on the primary market have advanced $1, and here have been raised to $11 and $11.50

As predicted a few weeks ago grapefruit is again lower, having dropped still another 25c this week.

Apples—		
Snows, per barrel	....	3 50
Spies, per barrel	3 00	3 50
Russets, per barrel	....	2 75
Greenings, fancy, per box	....	1 25
Greenings, No. 2, per bbl.	2 25	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	11 00	11 50
Cranberries, crate	....	3 25
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 50
Kumquots, per quart	....	0 25
Lemons, Verdelli	3 00	3 50
Limes, per 100	....	1 25
Oranges, Florida, case	3 00	3 25
Navels, per case	2 75	3 50
Mexican oranges, per box	....	2 25
Pineapples, per case	....	4 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Tangerines, per box	....	4 50

VEGETABLES. — Potatoes by some firms are quoted slightly higher this week, while others leave prices as given last week.

The Canadian onion crop has been fairly heavy this year. If cool weather keeps up demand for Canadian onions should increase as quality is such as to hold it up.

There has also been a large crop of valencias and in them the quality has been good. Higher prices are not looked forward to at present.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Cucumbers, Boston, hot house, doz.	....	2 00
Lettuce, doz. bunches	0 25	0 30
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 50	2 75
Canadian onions, 75 lb. bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 15
Potatoes, New Brunswick	1 15	1 20
Parsnips, per bag	....	0 75
Turnips, per bag	....	0 60
Tomatoes, hothouse, per lb.	....	0 28
Sweet potatoes, hamper	....	1 50

Advent Fish Trade on the Increase

Wholesale Dealers Finding Business Better Than in Former Years — More Retailers Going in for Fish—Storms on Eastern Coast Delay Fishing Operations—Cooler Weather Helping Business.

With the cooler weather setting in and with the help of the Advent trade, the fish trade has this week been increased considerably. Orders have been coming in briskly and for large quantities. Prospects for a busy month are looking better than ever.

Catches of some fish have been none too good. Bad weather on the eastern coast has interfered with fishermen and caused catches to be much smaller than was expected at this time of the year.

Quality in oysters seems rather harder to get than usual. There are always a great number of small growers who wish to get their stocks off their hands as early in the season as possible and pay little attention to the chances open to them if they would only hold on a little longer. Thus the better qualities tend to become scarcer as the season advances, and business goes more into the hands of the larger dealers.

QUEBEC.

MONTREAL.—The fish market is becoming more lively every day and a good volume of business is passing. In addition to the holiday rush, the general high cost of living is increasing consumption of fish. There is not much fresh halibut on the market but the frozen is in good condition and makes a ready substitute. Haddies and fillets are in strong demand.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	...	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.	7, 8, 10,	11, 12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30-lb. box		0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.		0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50
SMOKED.		
Bloaters, box		1 25
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.		0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 15
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

ONTARIO.

TORONTO. — Colder weather during the past few days has stiffened trade in fish greatly. Advent trade has increased considerably and now orders are coming in at rapid rate. Conditions here are very good and prospects are bright for holiday business—brighter perhaps than for several years.

Local houses claim that this year the trade are ordering more intelligently and are booking orders further in advance, thus making it possible to fill orders much more intelligently and to greater satisfaction.

FROZEN FISH.		
Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 12
Extra, per lb.	....	0 17

NEW BRUNSWICK.

ST. JOHN.— First week of Advent saw increased sales in fish. But supply for the most part was none too encouraging. Bad weather had interfered with work of fishermen, and the catches naturally had been lower than expected. Smelt are being received in good quantity and fine quality. There are no halibut in local market but it is expected that western stock will soon be arriving. Lobsters are not coming in the desired quantities and prices are ruling high. The same may be said of oysters which are well below the average in comparison with other years.

NOVA SCOTIA.

HALIFAX.—Last week was banner week for fresh fish trade of Halifax. Two hundred thousand pounds of fresh cod and haddock were landed here, the receipts being largest of year. These fish came at a most opportune time, just at the opening of the Advent season. Speaking on the situation of dry fish exports from Halifax, a local shipper says that the bad weather and unusually heavy shipments from Lunenburg and other outports has caused a decline of four or five dollars per cask for dry cod in Porto Rico and Cuba during the past fortnight and import quotations in the other West India Islands are falling off in sympathy.

Produce & Provisions

World's Butter Situation Generally Weak

Pastures Good in Old Country and New Zealand is Sending Out Stocks—Eggs Remain Firm With Cold Storage Stock Moving Rapidly — Situation in Provisions—Poultry Trade Not Over Brisk—Good Cheese Firm.

Butter markets are reported as slightly easier this week. Receipts have been heavy on all sides. Late mail advices from England speak of very favorable weather there and good pastures. The liberal supply of home butter resulting has caused a decline of several shillings per cwt. Large supplies are still coming in from New Zealand and are materially affecting the western Canadian market.

Several complaints have been made recently of receipts of creamery butter especially from the Eastern townships possessing a stably flavor. In some shipments this was so pronounced as to seriously affect prices reducing them to 28½

Strictly new laid eggs are scarce throughout all parts of the country and thus high prices are being demanded. Storage eggs bulk largest on the market. Many Canadian houses are said to have large stocks in storage in Chicago and other American points. "Unless cold weather sets in hard pretty soon," said one man this week, "our season is going to be very seriously affected." With colder weather cominug, receipts coming from the country would be very greatly affected and accumulations much reduced, thus adding greater strength to prices.

In Montreal and eastern provinces supplies are said to be none too plentiful. Even storage eggs are getting low. Thus unless colder weather sets in soon there is every chance that the large stocks in storage across the line will have some effect on Canadian prices.

Greater amount of business has been done in cheese during past week. The demand has run chiefly in low priced goods, that is November cheese. Octobers and Septembers are bringing in much better prices. Some holders of these refuse to offer them at all as they believe in higher prices later on after the lower priced goods have been worked off the market. That that time is not very far off seems to be uppermost in minds of many cheese dealers.

MONTREAL.

PROVISIONS.— A stronger feeling has developed in market for hams and bacon and prices have advanced ½ cent per lb. for general list. The increase can easily be accounted for—increased demand during season and limited supplies—just the old, old story. The market is still strong.

Dressed hogs are also in good demand and things are so far steady.

Long clear bacon, heavy, lb.		0 14
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¾
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 17
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 19
Breakfast bacon, English, boneless, per lb.		0 19½
Windsor bacon, skinned, backs, per lb.		0 22½
Spiced roll bacon, boneless, short, per lb.		0 16½
Boiled ham, small, skinned, boneless		0 25½
Hogs, live, per cwt.		8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 16⅜
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 50 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—Local butter situation has not changed much during past week, the tone being still firm especially for choice September makes, while October creamery is also in good demand. Receipts of butter for the week just past show an increase over corresponding period of last year.

Creamery blocks		0 32½
Dairy tubs, lb.	0 26	0 28

Eggs.—Supplies have been somewhat better during past few days and an active business is passing. The market as might be expected is firm, and it is likely this feeling will help to develop an upward move as cold storage stocks are said to be getting low.

New laid eggs, per doz.	0 45	0 50
Selects		0 32
No. 1's		0 28

POULTRY.—No general easiness may be expected in this market for some time now as supplies of poultry coming forward are weak, with result that there is an exceptionally firm undertone. Geese, generally plentiful about this time of year are scarce to a degree and prices may advance Turkeys are in better demand than ever and are fetching good round prices.

Turkeys, No. 1, per lb.		0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.		0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.		0 18
Geese, per lb.		0 15

HONEY.—There is not a very large volume of business passing but market remains firm.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.		0 12
Clover honey, 10-lb. pails, per lb.		0 12½
Clover honey, 5-lb. pails, per lb.		0 12¾
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS.—The local provision market has been fairly active for the beginning of week. Good volume of business is being done, especially for this season.

No change in price of smoked hams is noted this week. A considerable range of prices is given but the tendency seems to be in a downward direction.

Live hogs are coming in in larger quantities now and prices have dropped slightly. Latest quotations give $8 and $7.65 at local and country points respectively.

Smoked Meats—		
Light hams, per lb.		0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.		0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26

Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 00
Live hogs, at country points	....	7 65
Dressed hogs	11 00	11 50

BUTTER.—The butter market is reported this week as a shade easier. Make and deliveries both continue heavy, almost too heavy for this time of the year. Locally milk supply has been short and some of the creameries have been selling their fresh cream. With this spell of colder weather conditions are likely to be changed materially, the make being greatly decreased. Prices have been maintained, however, and in many cases dealers have been quoting slightly higher since the beginning of the week. Dairy solids are scarce locally.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—The egg market this week has been very dull. There are very few new laids on the market and these are bringing in as much as 45c per doz. Few of the wholesalers have pickled eggs at all. Those who have them are asking as much as for storage. But the whole market is full of storage eggs, and there are plenty more in Chicago and other American cities when the supply here runs out.

Eggs—		
Strictly new laid, per doz.	0 40	0 45
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 28	0 30
Pickled, per doz.	0 28	0 30

CHEESE.—No change is reported in the cheese situation this week. Some dealers are asking as high as 18 for Stilton, but otherwise last week's prices remain unchanged.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
⅓ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.— The poultry trade this week has been rather dull. Fair supplies are coming in, but demand is not very great as yet. In another week the Christmas trade will be on and there will be a rush on all sides for supplies and shipments alike.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 11—0 12

WHOLESALE PRICES (to city dealers).

Spring chickens, dressed, lb.	0 12	0 15
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

Value of an Exclusive Provision Window

A Port Arthur Display Containing Provisions and Associated Lines Which Proved Good Seller—Trim of This Character Should be Frequently Used—Appetising Display Easily Made.

The dealer who trims an occasional attractive, selling provision window these days, is getting good results. Few windows attract the housewife's eye more readily because of close alliance such a display has with the every-day dinner table.

An example of a good provision window—although the photograph does not do justice to the trim—is shown herewith. It was made by John S. Gibson, a salesman with the Mark Clavet, Dobie Co., Port Arthur, Ont. The window is in the shape of the letter "L" and faces on two streets.

The Lines Shown.

In the trimming of this window white cheese cloth was used on the floor to impress upon prospective purchasers that cleanliness was a feature there. Among the goods on display may be seen eggs; creamery and dairy butter; smoked and cooked hams; lard in 1 pound blocks, 3's, 5's, and 20-lb. pails; cream and Canadian cheese. Several pieces of breakfast bacon were hung up at the back of the window and tins of preserved table and peanut butter, and Camembert cheese, etc., were shown on the shelf at the top. The whole display was decorated with fresh green parsley and a price ticket attached to the various lines. A few show cards were placed here and there, such as "M. C. D. Co. for high-class Provisions;" "If it's Here, it's Good;" "If it's Good it's Here;" and "M. C. D. Co. for Pick of the Market."

An Appealing Trim.

Provisions, as intimated above, should be more frequently shown in the window. The appetising character of these goods, if the display is neat and clean, appeals to the housewife. They are all associated lines and often when a sale is made of one, the clerk can usually introduce and sell another without being offensive. A sale of bacon suggests eggs, and vice versa. If lard is sold for pie making, it is not too presumptuous to suggest cheese. Cheese with pie is a dessert meeting with more and more favor. There are a great many such combinations which the resourceful salesman will bring to mind at the proper moment.

Display of meats, butter, eggs, cheese, etc., shown recently by the Mark, Clavets, Dobie Co., Port Arthur, Ont. It was trimmed by J. S. Gibson.

BANK OF MONTREAL

The 95th Annual General Meeting of the Shareholders of the Bank of Montreal was held at noon yesterday in the board room at the Bank's headquarters.

Among those present were:—Messrs. R. B. Angus, Sir Thos. Shaughnessy, Sir W. Macdonald, Senator R. Mackay, Major G. Hooper, D. Morrice, Alfred Piddington, W. A. Murray, C. J. Fleet, D. F. Angus, W. F. Angus, Edward Fiske, A. Baumgarten, G. F. C. Smith, W. B. Blackader, W. Stanway, Wm. H. Evans, H. V. Meredith, J. J. Reid, W. R. Miller, C. R. Hosmer, Bartlett McLennan, E. B. Greenshields, Dr. W. B. Yates, Henry Joseph, J. B. Learmont, Henry Mudge.

On motion of Mr. W. R. Miller, the President, Mr. R. B. Angus was requested to take the chair.

It was also moved by Mr. C. J. Fleet, K.C., seconded by Mr. A. Piddington, that Messrs. G. F. C. Smith and Bartlett McLennan be appointed to act as scrutineers, and that Mr. James Aird be the secretary of the meeting. This was carried unanimously.

The President then called upon Mr. H. V. Meredith, General Manager, to present the Annual Report of the Directors to the Shareholders at their 95th Annual General Meeting, held Monday, 2nd December, 1912.

THE ANNUAL REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1912:—

Balance of Profit and Loss Account, 31st October, 1911		$1,855,185.36
Profits for the year ended 31st October, 1912, after deducting charges of management, and making full provision for all bad and doubtful debts		2,518,408.76
Premiums on New Stock		834,322.50
		$5,207,916.62
Dividend 2½ per cent. paid 1st March, 1912	$ 385,798.70	
Dividend 2½ per cent., paid 1st June, 1912	400,000.00	
Bonus 1 per cent. paid 1st June, 1912	160,000.00	
Dividend 2½ per cent. paid 1st Sept., 1912	388,302.98	
Dividend 2½ per cent., payable 1st Dec., 1912	400,000.00	
Bonus 1 per cent., payable Dec., 1912	160,000.00	
	$1,894,101.68	
Amount credited to Rest Account	$1,000,000.00	
Amount credited to Contingent Account	1,000,000.00	
Amount expended on Bank Premises during year	511,000.00	
		$4,405,101.68
Balance of Profit and Loss carried forward		$ 802,814.94

Since the last Annual Meeting, Branches have been opened at points in the following Provinces, viz.:—

In Ontario—Windsor.

Quebec—Thetford Mines, Granby, Lachine, Magog, St. Lawrence (Montreal), Maisonneuve (Montreal).

North-West—Plum Coulee, Man.; Swift Current, Sask.; Red Deer, Alta.; Ogden Shops (Calgary, Alta.); East End (Calgary, Alta.)

British Columbia—Port Alberni, Princeton, North Vancouver, Sapperton, Invermere.

The Branches at Marysville, N.B.; Rosenfeld, Man., and Oakville, Man., have been closed.

At a Special Meeting of the Shareholders, held on 18th June, 1912, an increase of $9,000,000 to the Capital Stock of the Bank was authorized, making the total Authorized Capital $25,000,000.

With deep regret the Directors have to record the death of their esteemed Vice-President, Sir Edward S. Clouston, Bart., who had been a member of the Board, and Vice-President for seven years, and who had held the position of General Manager for upwards of twenty-one years.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

Bank of Montreal, (Signed) R. B. ANGUS,
2nd December, 1912. President.

PRESIDENT'S ADDRESS.

The President, Mr. R. B. Angus, then addressed the meeting as follows:—

At the shareholders' meeting in June last, you sanctioned a by-law permitting the extension of the Bank's capital in case it should appear to be required; this has since been approved by the Treasury Board. The recent issue of stock was also readily taken up, and your capital now stands at $25,000,000, authorized and $16,000,000 fully paid, with a Rest of like amount. This increase of capital did not come before it was wanted, as at certain seasons the circulation has exceeded the legal limit and we are liable to the Government for interest on the excess.

The well established business and good earning power of the Bank, together with comparative immunity from bad debts, enable the management to present a statement of results for the year's aperations which I presume will be considered satisfactory. The Directors were gratified to be able to add a Bonus of one per cent. on each half year, in addition to the usual dividend. The Directors have audited the books of Head Office, the cash and securities have been verified, ample provision has been made for bad and doubtful debts, and the amount expended on Bank premises has been transferred to Profit and Loss account.

We have again to report a year of universal and almost unbroken prosperity throughout the length and breadth of the land. The unfavorable conditions which retarded the harvesting operations and which it was feared would prove calamitous, passed without much injury in the western prairies, where the yield of wheat and other grains has proved satisfactory both as to quality and quantity. In the East, where the damage was perhaps greater, some compensation has been derived from good results in other directions. While the prices of wheat are much lower this year, the proportion of the higher, or contract, grades in the prairie provinces is very much larger. The better condition of the grain renders it easier to handle and to market, and the returns to the producer are quicker and safer. The estimated yield in the North-west may be set down as:

Wheat, 188,000,000 bushels, against 177,-000,-000last year.

Oats, 220,000,000 bushels, against 190,000,000 last year.

Barley, 31,000,000 million bushels, against 33,000,000 last year.

Flax, 130,000,000 bushels, against 8,000,000 last year. A conservative estimate of the value of the crop of the three provinces is given at $207,000,000 for the grain alone.

Partly owing to the good condition of the grain, already mentioned, but chiefly because of the excellent arrangements of the railways, the crop has been moved with unparalleled celerity; there has been no car famine and little talk of congestion, although there has been more grain handled. At the close of this season's navigation, there appears to have been a serious blockade of grain on its way to market, caused by insufficient facilities for taking delivery from the railway cars, and it may be that a greater number of vessels for grain carrying across the lakes and larger elevator capacity for temporary storage must be provided for future wants. Storage for grain has been much neglected in the prairie provinces; it would be advisable that granaries of moderate capacity to store at least a portion of the crop should be a feature on every well equipped farming establishment, so that there would be no occasion to rush produce to a market at inconvenient seasons.

Irrigation by which vast areas of arid land are being converted into most productive farms, is being prosecuted with vigor, and the model farms established by the Government and the Canadian Pacific Railway are more and more resorted to and much valued by the settlers.

The raising of live stock, which had been allowed to decline, will receive a great impetus from the high prices obtainable for cattle, and by the greater safety with which the business is conducted.

Immigration for the twelve months ended September 30th, has reached the total of 385,955 souls, or 37,322 over the previous year. Many are farmers possessing both experience and capital. These form a welcome addition to the population, where labor is so scarce and land so productive.

Loans to farmers, if sometimes slow, are well paid. Wages are high, as is the cost of living, but that condition may be greatly mitigated by the farmer, if only he will give his attention in some measure to mixed farming instead of relying upon importations of vegetables, meat and butter, and such like from the East or from the other settlements in the United States. In the most important province of Ontario, the harvest of wheat and corn has not been bountiful but rather under the average, in consequence of the wet and cold season, and yet we are assured that the farmers have done well, as few depend solely on the raising of grain for a livelihood, their resource being scientific and mixed farming, while dairying, produce and fruit have been more remunerative. As an indication of the diversity of farming in this progressive province, Ontario is said to own 6,000,000 head of live stock, horses, cattle, sheep, and pigs.

The mining industry of Ontario is important; the province ranks high with other countries in the production of silver and nickel, and her total output for last year, on the Bureau of Mines estimate, was $41,000,000.

The same general remarks as regards agriculture and the season's results will apply to Quebec.

Lumber and pulpwood have had a good year, last winter's cut being large and prices high. The increase in British prices, however, has been fully set off by material advance in ocean freights, with the result that the United States has been our best market.

The Maritime Provinces have had a fair year. Hay, which is an important crop, has been at least up to the average, and in many cases considerably above. Potato and other root crops, with a few exceptions, are reported good. The apple crop, although not equal to the abnormal yield of last year is a good average; the fruit is much appreciated and brings good prices in England and many young orchards are being planted.

British Columbia has in recent times been a highly favored province. General trade has been large and profitable; its lumbering operations, after languishing for some years have suddenly revived owing to the improved demand from the prairies, and to the better condition of commercial affairs among our neighbors, who, instead of being keen competitors, have become good customers for our products. There is a shipbuilding industry, although still in its infancy. The great fleet of vessels employed in the coastwise traffic and the larger steamships trading to the Orient give great importance to the port of Vancouver. Speculation is rife as to the advantages likely to accrue to that port and the western country generally on the opening of the Panama Canal.

Commercial activity has doubtless been stimulated by the impulse of active railway construction, which cannot be expected to continue on the same gigantic scale for many more years, but there will remain a more solid and enduring source of wealth in the vast forests of virgin timber which now cover the hillsides of mainland and islands.

Speaking of the Dominion as a whole, the trade and commerce of the country have been and promise to continue both sound and good.

The lumber business, on the Atlantic as on the Pacific side, shows much improvement, apart from the pulp and paper industry, which is specially adapted to this country, and has been very prosperous for some time past, but owing to the number of new concerns in operation, there is a tendency to overproduction with slackening demand and lower prices.

The coal and iron production has been on a scale never before equalled in Canada, although the latter, owing to delays in installing or completing the necessary plants, has fallen far short of supplying demands, especially in the matter of steel rails. The car builders have also been notably behind in their orders.

Agricultural machinery of the best and most modern type has been in great request, and the factories which supply every kind of electrical equipment have been unusually busy.

The revival of trade in the United States has had a marked effect on several of our manufacturing industries, relieving them from the competing shipments of surplus goods from that market.

The woollen mills are doing better, while an unusually good year has been experienced in cottons.

Old establishments have been fully occupied and a great variety of manufacturers are finding a home in Canada even in the middle and far West.

The wholesale distributing trades have everywhere enjoyed a good year. Groceries, Dry Goods, Clothing, Boots, and Shoes had an unusually large turn over, with good results. Accounts have been fairly well paid and bad debts have been comparatively small.

Transportation by sea and land, with its accompanying mechanical works, is instrumental in making large accessions of population to the cities.

Railway earnings have been phenomenal, but are far surpassed by the extraordinary outlays in building of new lines, in improv-

ing the old, in double tracking, terminals and equipment to provide for the ever increasing traffic.

By the judicious expenditure of the Dominion Government, the facilities for shipping are being much improved by dredging, and the supply of elevators and docks at the several important harbors on the Pacific and Atlantic coasts as well as on the Great Lakes.

The principal cities of the North-west and British Columbia exhibit a marvellous increase in size, in population and business activities. A phenomenal advance in these respects has also been made by some of the eastern cities, notably Montreal and Toronto. Some of the smaller towns in the West have perhaps bee ntoo ambitious in providing public utilities, and in rushing work that might better have extended over a greater length of time, but, after all, they are only anticipating future necessities. The municipal expenditures have consequently been large and hence the unusual amount of borrowing both at home and abroad. The comparative cheapness of money and the ease with which municipal securities could be placed in England, has misled some borrowers, who refused to accept the prices offered earlier in the season, but it is feared they may have to submit to higher rates of interest on future transactions.

Industrial loans and investment are quite out of our sphere, but I take this opportunity of saying that it is much to be regretted that some of these offered on the London market were of a distinctly questionable character, unsound or highly speculative, and calculated to reflect injuriously on Canadian credit, while others, and doubtless the great bulk of them, are both safe and promising, and offer to the investor an opportunity of participating in the prosperity of the country. I fear it is useless to ask certain promoters to be more careful as to the class of security they offer, but intending investors may be more discriminating.

With the rapidly developing country and the Government pledged by guarantees or otherwise to liberal expenditures, the building of railways, the improvement of harbors, and other works of a national character, Canada must necessarily be a large borrower for some time. But with nearly 8,000.000 of people, vigorous, intelligent and resourceful, with immense treasures in virgin forests, mines, fisheries, and above all, with a large area of unoccupied fertile land, Canada can better afford than most countries to mortgage her future to a moderate extent, and her credit in the money markets of the world must always stand high.

Canada is well prepared to absorb and utilize the immigrants that every season seek her shores or cross her boundaries. The laborer and the artisan are most welcome, and the farmer, with or without capital, will find opportunities at his hand. We have excellent and prosperous Banks, well adapted to the requirements of the country, which offer facilities to farmer and tradesman in every town and village, and I may remark, in passing, as convincing proof of the country's progress, that their deposits in ten years have mounted up from 350 millions to over 1,000 million dollars.

We possess a system of transportation that is almost complete, although being daily added to—a large mercantile fleet of steamers on river, lake and sea, and railways that not only link the various provinces together, but also give a service to the newly opened country better than is to be found in any other country similarly circumstanced.

In New York and other points in the United States, where the Bank is represented, business may be described as in a normal and sound condition.

The ample revenues of both Provincial and Dominion Government indicate a season of great prosperity for the country at large.

The exports for the twelve months ended 30th September, 1912, amount to $351,952,292, an increase of $49,601,798 over the corresponding period of last year.

Imports for the same period amounted to $616,842,090, an increase of $120,004,619, giving a revenue from custom duties of $102,695,974, or an increase of $23,903,849.

I have in a cursory manner touched on these various topics, reviewing the condition of the country and indicating the great range of interests the Bank has to consider in the course of its business, and on whose fortunes the prosperity or otherwise of the Institution in a great measure depends.

THE GENERAL MANAGER.

The General Manager, Mr. H. V. Meredith, spoke as follows:—

The President has covered the ground so fully in the address he has presented to you to-day that little is left for me but to explain the changes which have taken place in the balance sheet during the year, and to add a few remarks in connection with financial matters affecting the Bank which have not been touched upon.

Since our last Annual Meeting, the Treasury Board of the Dominion Government has sanctioned an increase in the authorized capital of the Bank from $16,000,000 to $25,000,000 thus permitting of a further issue of stock from time to time as circumstances may, in the opinion of your Directors, render desirable.

Turning to the general statement of which you have a copy, you will notice the Paid-up Capital has increased during the year from $14,887,570 to $16,000,000, and the Rest from $15,000,000 to $16,000,000. From the net earnings, transfers have been made of $1,000,000 to Rest Account and Contingent Account respectively, and a balance of $802,000 is carried forward at credit of Profit and Loss Account as compared with $1,855,000 a year ago. A bonus of 1 per cent. was paid shareholders on June 1st and December 1st over and above the quarterly dividends of 2½ per cent.

Deposits not bearing interest show a small decrease, occasioned by the withdrawal of a large deposit of a temporary nature which appeared in the statement of a year ago. Were it not for this fact, we would show a gain in these deposits of $2,000,000. Interest-bearing deposits show an increase of $6,400,000. Part of this increase is of a temporary character, but it is gratifying to find that the ordinary savings deposits have grown in a highly satisfactory manner, notwithstanding the withdrawals that have taken place for investment and otherwise.

Turning to our assets, you will notice that "Current Loans and Discounts in Canada and alsewhere and Other Assets" are $2,200,000 less. This decrease does not represent a curtailment of our current loans in Canada, which are in reality $1,600.000 larger than a year ago, but a reduction in our current loans elsewhere. Investments in railway and other bonds are $1,600,000 less, affected by realizations, and balances due by agencies of this Bank and other Banks show a net reduction of $3,800,000. The increase in our call loans in Great Britain and the United States is accounted for by the various changes mentioned above.

I think you will agree with me that the statement is a strong one, but it is well that the Bank of Montreal should always be able not only to meet all the legitimate demands of its clients, but at the same time to provide for any exceptional calls that may be made upon it to promote the general welfare of the country.

Business generally has been exceedingly active in Canada during the past year. Good crops, notwithstanding a wet season, have been reaped, and all manufacturing industries have been kept fully employed. Wage earners are in receipt of good wages, and labor, in many sections, is difficult, if not impossible to obtain. With an increasing immigration, a soil producing a large surplus of food products without serious failure over a comparatively long term of years, the assurance of a vastly increased production as the area of unoccupied arable land is brought under cultivation, and other great natural resources awaiting development, one cannot but be an optimist in regard to the future of our country.

Owing to this ever increasing and rapid development, we must for many years be borrowers from the British Islands as well as foreign countries. Just now, there is undoubtedly a feeling in some quarters abroad that Canadians are spending too lavishly and over-borrowing to an extent which may later on prove burdensome to us. In this connection, our adverse balance of trade, our socalled real estate boom, etc., are cited. While I do not share these pessimistic views, there can be no doubt that if we are to maintain the preference which Canadian securities have so long enjoyed, a caution at the present time is more essential than it has been for a long time past, and it is clear any ill-advised move on our part, any undue speculation, or the flotation of doubtful schemes which may have the effect of causing distrust abroad and so prevent the free flow of capital into Canada, cannot but have a serious effect on business generally, and bring about a check to our prosperity. It must not be forgotten that there are countries other than our own seeking capital, and offering possibly quite as attractive terms, and that once a stream is turned in another direction, a long time may elapse before it returns to its former channels.

Money has been in strong demand in Canada during the year, while in London and New York, in which outside markets we are chiefly interested, the rates continued low until September, since when more stringent condition and higher rates have prevailed. With buoyant trade practically the world over, and with, as far as we can judge, a probable continuance for some time of such conditions, money is not so readily obtained. Those seeking capital should have regard to existing conditions and also to the fact that borrowers cannot hope to name their own terms.

The increased cost of living, and the reasons therefor, form a subject much discussed the world over, and commissions of enquiry are now engaged in seeking the cause. I mention the subject because of its effect on the Bank's net earnings, owing to the necessity of our having to increase our fixed charges from time to time as a result of bringing up the salaries of the staff to a point which may be considered a fair and reasonable one for the services rendered. The cause for the enhanced value of all commodities is difficult to determine. There are no doubt a number of reasons for it; among them, the largely increased output of gold, resulting, to a great extent, from the more scientific treatment of ore bodies. The higher standard of living by all classes is also a factor; but I am of the opinion that the root of the matter may be found in the fact that the percentage of population engaged in production of foodstuffs is not increasing in the same ratio as is that of our manufacturing wage earners and salaried officials. This view is supported by figures showing conditions in the United States, where the number of farm families indicates an increase of only 11 per cent. between 1900 and 1910, while the artisan and clerical classes have increased practically 30 per cent. in the same period. A similar condition of affairs obtains in Canada as regards the five eastern provinces, and while, in our North-west, the rural population is relatively large and grows apace, mixed farming has not yet been generally resorted to. In this connection, it may be interesting to note that the exports of dairy products from older Canada to the newer Western Canada were this year not less than $3,000,000, while New Zealand and the United States supplied these commodities to the extent of an additional $1,000,000.

I have noticed at different times, in certain newspapers, paragraphs calculated to give the impression that the Banks in this country are not affording the farmers the financial assistance to which they are entitled. Such statements are erroneous. There are in Canada some 2,500 bank branches, the great majority of which are located in towns and villages supported by the surrounding agricultural population, and no unimportant part of the business of the Banks is derived from this class. As for this Bank, I may say that our loans to farmers and small traders amount to many millions.

I have alluded to the adverse balance of trade. In the fiscal year ending March 31st, 1912, the imports for consumption in Canada were of the value of $521,000,000, and the exports of domestic products were $290,000,000, showing a balance against the country of $231,000,000, undoubtedly a very large sum. In the five months ending August 31st last the excess of imports over domestic exports was $130,700,000, showing an even greater ratio than in the preceding year. The gap between imports and exports is not likely to be soon closed; not, indeed, until our manufacturing industries have expanded to a point when the home market can be supplied fairly well within the country, nor until the large demand for foreign goods, arising out of the construction of permanent works, railways, etc., is satisfied from domestic mills. Meanwhile the gap is bridged by foreign loans, by investments of capital in Canada from Great Britain and by money brought in by immigrants. It is, therefore, all the more important to guard against unpropitious circumstances tending to lessen the confidence of British and foreign lenders in Canadian securities.

The delayed revision of the Banking Act will shortly be submitted to Parliament. The present Act has been developed with the growth of the country. It has served its purpose well, and I feel confident that under the direction of the able and experienced financier who now occupies the position of Finance Minister no radical changes will be entered upon lightly.

ELECTION OF DIRECTORS.

The result of the ballot for the election of Directors was declared by the President as follows:—Messrs. R. B. Angus, A. B. Greenshields, C. R. Hosmer, Sir William Macdonald, Hon. Robert Mackay, H. V. Meredith, D. Morrice, James Ross, Sir Thomas Shaughnessy, Rt. Hon. Lord Strathcona and Mount Royal, D. Forbes Angus, Huntly R. Drummond, C. B. Gorden.

The meeting then terminated.

OFFICERS ELECTED.

At a subsequent meeting of the Directors, the following officers were elected:—Hon. President, Right Hon. Lord Strathcona and Mount Royal: President, Mr. R. B. Angus; Vice-President, Mr. H. V. Meredith.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-4b. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry		0 13
Black currant		0 13
Raspberry		0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box.	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss.	0 26
½-lb. pkgs. White Moss	0 27
¼-lb. pkgs. White Moss	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

ALWAYS IN THE LEAD

EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Headquarters For All Sea Foods.

Supplies Always Plentiful.
No Disappointments.

Canada Pure Boneless Cod Fish

(By Far the Best Produced)

is being shipped regularly to all chief centres, and your wholesaler will be able to supply any of following kinds:

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

Friday Special { Boutilier's Fillets (The fleshy kind)

All the Time { Ocean Brand: Haddies, Kippers, Bloaters

North Atlantic Fisheries, Limited,

Selling Branch: 47 William St., MONTREAL

"Johnny on the Spot"

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 75

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.38
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Encourage Trade

by handling goods that have established their popularity, and so insure sales and pleased customers.

Heinz 57 Varieties — **Ludella Tea**

Diamond Crystal Salt — **Shaker Salt**

Monarch Brand Salmon — **Victor Brand Salmon**

Monarch Brand Currants - -	8¼c
Victor " " - -	7½c
Monogram " " - -	7¼c
Pantry " " - -	7 c
Griffin Seeded Raisins, 16 oz. Pkg.,	7¾c
#55 Choice " " 16 oz. "	6¾c
Griffin Seedless " 16 oz. "	8¾c
Choice Sultanas, Cleaned - -	9⅞c
Good " " - -	8⅞c
Bevan's Connoisseur Clusters -	$2.55
" Extra Dessert " -	3.50

Send along your sorting orders for Xmas Goods. Orders will be shipped same day as received.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

ROBERTSON'S

SCOTCH

Jams and Marmalades

Season's Supply
Just to Hand
In Time For
Christmas Trade

None Finer.

Get in Your Order now

Mathewson's Sons, Montreal

Agents

The Greatest Favorite Of All

"King" Brand Jam is the big favorite of the housewife, because she can buy it packed to suit the particular needs of her household—either in pails, cartons or glass. She realizes that each spoonful is a mouthful of deliciousness and is now satisfied that a high price need not always be paid to get *quality*.

"KING" BRAND JAM

is quality at reasonable cost. That is what we strive to give our customers. We could possibly get a higher price, but our sales are large enough to encourage us to keep at present figure.

Get our Price List. It is worth while.

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces - -	J. Hunter White
Western Provinces - -	J. J. Gilmor & Co., Winnipeg

Xmas Fruits In Abundance

Place your order now to ensure good delivery for Xmas. High class Navel, Florida and Valencia Oranges. Holly Wreaths, Holly and Wreathing. Grapes, Pineapples, Celery, Lemons, Nuts, Dates, Figs, Haddie and Oysters.

Largest and Best assorted stocks to choose from.

WHITE & CO., LTD.

Toronto

The Holiday Trade

demands something

EXTRA FANCY in the Fruit Trade

and most especially in

California Navel Oranges

If you want oranges that are really Extra Fancy —oranges that will give satisfaction to your cusers, let us supply you.

GRAPE FRUIT — BANANAS — PINEAPPLES

Apples, Nuts, Figs, Dates,

Hot House Tomatoes, Hot House Cucumbers
Celery Lettuce Radish

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

We keep in constant touch with your customers through the magazines, street cars and billboards, etc., all over the country. This tells the nation's housewives all about the quality of *HEINZ PRODUCTS* and sends new customers to *YOU.*

Get your share of this increased demand by carrying a good supply of *HEINZ PRODUCTS*—keep them displayed where they'll be seen.

Let our advertising add to your profits.

H. J. HEINZ COMPANY

PITTSBURGH, PA.

It is one thing to make Paper Bags that are *occasionally good.* It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

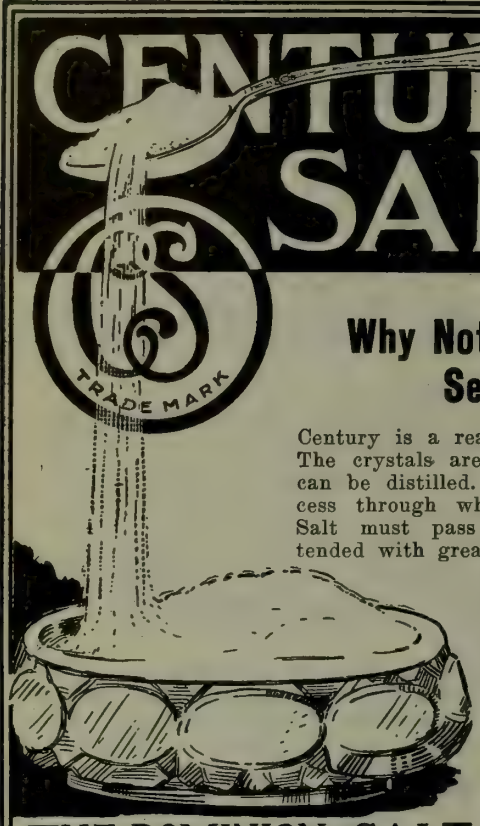
Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

CENTURY SALT



Why Not Sell It?

Century is a real good Salt. The crystals are as pure as can be distilled. Every process through which Century Salt must pass is superintended with greatest care.

Why not sell GOOD salt? It costs no more than other kinds.

We ship promptly.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

"Babbitt's" is The Original Soap Powder

Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While **any** soap powder is **expected** to have cleansing power, BABBITT'S **has** more because of its **concentrated form**, so it gives more satisfaction and **sells** best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

BROOMS
OF
QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

No Dirt Can Lodge in the "All-Metal"

In the Meakins' Sanitary Washboards there is no wood to warp or any joints to come apart—being made entirely of metal (unrustable) they are very sanitary and durable.

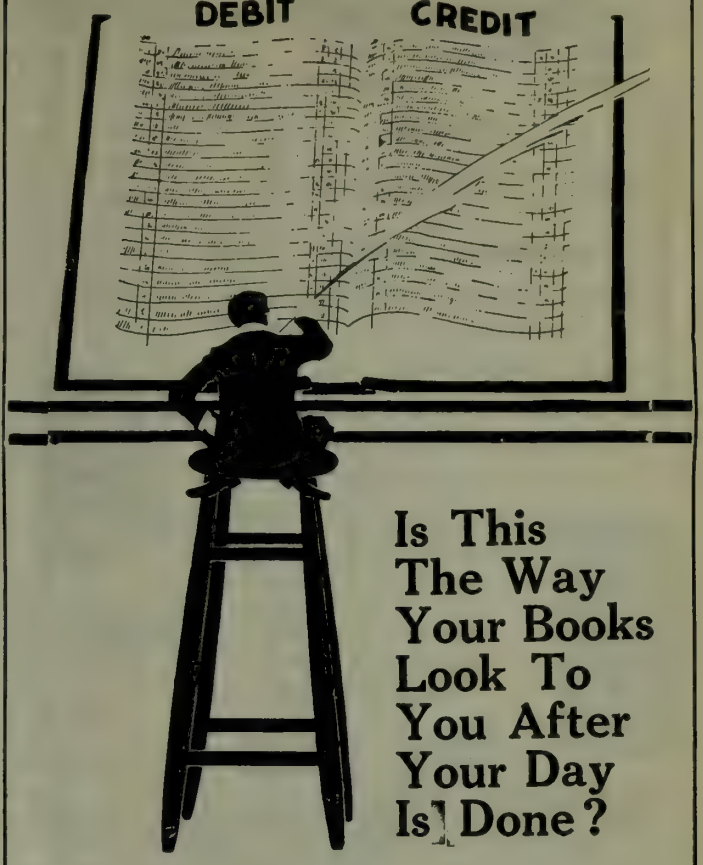
Meakins' Sanitary Washboards

have the qualities which recommend them to the housewife. They outlast the old-fashioned wooden kind many times, no zinc edges to come loose to catch dirt and scratch the hands.

People buy on sight. Sell Meakins' and you sell the best in washboards.

Meakins & Sons

Hamilton, Ontario



Is This The Way Your Books Look To You After Your Day Is Done?

—rather, after your day should be done, when your store is closed. It's the old story, "attend to the books," post the ledger and cash book, get out accounts—and the hundred and one little details attendant on the old book-keeping system when you should be recuperating your strength for another day.

Turn your accounts over to the **McCASKEY ACCOUNT REGISTER** and you will join the thousands of thankful merchants. No books—no worry—no sending bills; collections come easy.

Look into it now—Write to-day.

Double Register with Electric Recorder and Cash Till

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England

WORLD RENOWNED

BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers, kindly mention having seen the ad. in this paper.

You can prove Fels-Naptha soap yourself, Mr. Grocer, by simply following the wrapper's directions in a fair, careful test of the soap with cool or lukewarm water.

If more grocers knew how much energy there was in every bar of Fels-Naptha, (when directions are followed) ever so much more would be sold.

THREE DELICIOUS DISHES

FOSTER'S LINCOLN { **HAND BRAND PEAS TWIN-VEG** AND **PARSLEY-BEANS**

Agents: MACLURE & LANGLEY, 12 Front Street East, TORONTO

You Should Never Be Without Quick-Naptha

THE BEST 5c line with an extra good margin of profit

The Grocer's Standby

By recommending to your customers an article that has been tried and tested and found to give absolute satisfaction, you get their confidence and trade.

SOCLEAN

(The Dustless Sweeping Compound)

positively lays dust, cleans carpets, destroys moths—in short, it is the scientific way of cleaning the home. The dealer makes a good profit on every sale, and the customers get quality and quantity for their money. Packed in pails to retail at 25c, 40c and 75c each.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George Ontario

The Hall-Mark of Sardine Superiority

By Special royal permission

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Germs! Germs! Everywhere

in every drop they drink, is not so about users of Laurentia Milk.

Laurentia Milk is a pure, rich, sweet cow's milk. Bottled and sealed, and by homogenization and heating made non-perishable.

Laurentia Milk and Cream contains no preservatives, adulterants or bacteria.

Laurentia is absolutely pure.

Laurentia is easier to digest.

Laurentia is best for Mothers, Invalids and Children, and, of course, all others.

Stock this, Mr. Dealer, and gain your Customers' good-will. Write to-day for particulars.

The LAURENTIA MILK CO., Ltd.

371 Queen Street West, Toronto, Ont.

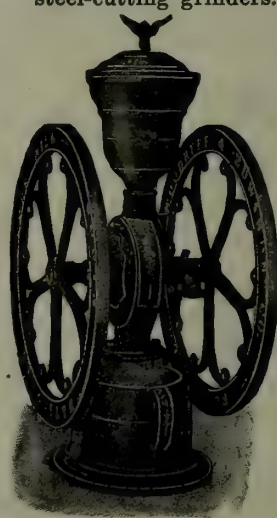
Telephone—Adelaide 2760

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.

ELGIN, Ill., U.S.A.

Feed Your Bookkeeping Worries to

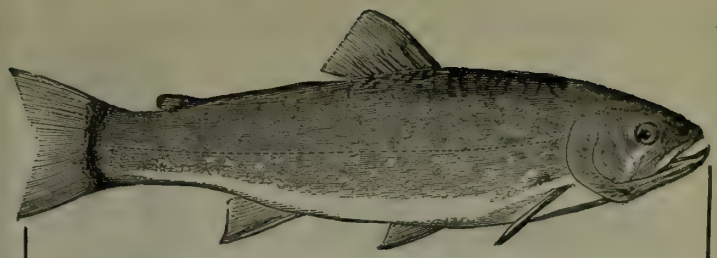
The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.
The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



A Fish Five Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.**
The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.
Our years of expedience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.
Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.
Known and appreciated all over Canada.

Our Chief Sellers

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

PATERSON'S
WORCESTERSHIRE
SAUCE

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for deliciousness, profitableness and quick selling.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest: F. K. Warren, Halifax, N. S. J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

SUPERIOR GRADE

both in materials and in processes of manufacture are the explanation of the wonderful popularity of

Sterling Brand
Food Products

For business building there are no rivals for "Sterling" Lime Juice, Jams, Mixed Pickles, Sweet Pickles, Relishes, Extracts, Marmalades, Crushed Fruits and Fountain supplies.

The T. A. Lytle Co., Limited
STERLING ROAD :-: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST
Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec **Winnipeg**

WRITE ABOUT

Maple Sugar	- -	Chewing Tobacco
Master Mason	- -	Smoking Tobacco

Rose Quesnel Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

GROCERY BUSINESS FOR SALE IN GROWing city in New Ontario. Last year's turnover $35,000. Stock and fixtures about $5,000. Good chance for the right man. Apply to Box No. 457, Canadian Grocer, Toronto.

SITUATION VACANT

WANTED—WHOLESALE GROCERY TRAvelling salesmen. None but experienced men having good connection need apply. Give particulars, age, single or married, length of experience, territory covered, salary required, etc., to Box 458, Canadian Grocer Toronto.

SITUATION WANTED

SITUATION WANTED—AS ADVERTISING or sales manager. Employed for past eight years by Toronto manufacturing firm; wide experience in selling through the wholesaler to retail grocers, and advertising to reach the consumer. Address Box 459, Canadian Grocer, Toronto.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

The

Condensed Ad.

page

will interest you

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanoraie, P.Q.

McDOUGALL
Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils.
25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

We are direct importers of Pure Olive Oil, Olives, Figs, Turkish Delight and All Oriental Products.
C. Roumbanis & Son, Limited
Head Office: Toronto

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, London Bridge, The Approach London, Eng.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

PRIZE DAIRIES
ENGLISH STILTON CHEESE FOR CHRISTMAS TRADE
RIPE, FAT, BLUE MOULD CHEESE
Write
A. C. CHAPMAN
93 Durocher Street, Montreal.
The Largest Direct Importer of Stilton Cheese in the Dominion.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"
PUT UP IN BULK ONLY
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots

1912 Crop
- White Beans
- Split Peas
- Evaporated Apples
- Split Lentils

We have imported **$50,000 AUSTRIAN BEANS** during the past 2 months. Who wants same?

Wire us on Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1866.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

ENGLISH FIRM manufacturing LARD COMPOUND and BEEF SUET desires BUYING AGENTS.
Replies to Box 93
CANADIAN GROCER,
88 Fleet Street,
LONDON, ENGLAND

A want ad. in this paper will bring replies from all parts of Canada.

YOU CAN SELL IT
If you have it in stock,
MAPLEINE
The Flavor de Luxe.
Order of your jobber, or
Frederick E. Robson Co., 25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE, - WASH.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

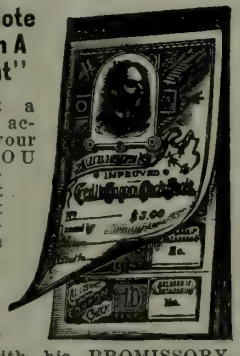
If you don't know them, try **Mathieu's Nerviline Powders** yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

A Promissory Note Is Better Than A "Book Account"



When you let a man "run an account" he has your goods and YOU HAVE NOTHING, except YOUR account of his indebtedness. When you use

ALLISON Coupon Books

you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business. Allison Coupon Books save thousands of dollars a year for merchants like you.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00 — no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By The Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

The Jam that sells, the Jam that pleases, the Jam with the quality, the Jam that brings repeat orders, the Jam that makes a business profitable is

L. & B. Banner Brand Jams

Made of the finest fruits and packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985
REPRESENTATIVES:
Laing Brothers, Wholesale Grocers, Winnipeg, Manitoba; The Amos B. Gordon Co., Toronto, Ontario; Escott & Harmer, Alberta.

Trade Mark.

"Quinquinol"

(Pronounced Kin-Kin-all)

the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

50% PROFIT and Exclusive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted. Quinquinol will attract country patrons to your store.

QUINQUINOL STOCK FOOD CO.
69 St. Timothee Street, Montreal

Full Assortment
OF
Canadian Canned Goods

VEGETABLES	FISH	FRUITS
Tomatoes	Salmon	Apples
Corn	Sardines	Raspberries
Peas	Lobsters	Strawberries
Haricots	Herrings	Pears
Beets	Oysters	Peaches
Asparagus	Cod Fish	Plums

ETC., ETC., ETC.

Large Variety
OF
Imported Canned Goods

LA SOLEIL Brand **LA SOLEIL Brand**

PETITS POIS, Tres-Fins, Moyens, No. 1, No. 2

Asparagus	Haricots	Flageolets
Artichokes	Spinach	Macedoines
Brussels Sprouts	Concentrated Tomatoes, etc.	

FRS. PETIT & CIE. (Brand)

PETITS POIS MOYENS
1000 Cases

Retails 10c. a tin.
Large Profit. Going Fast.

1000 Packages **1000 Packages**
DRIED FRUITS

assorted as follows:—

Cleaned Currants, Assorted Raisins, California Prunes, Hallowee Dates, Peels, Figs, Evaporated Fruits, etc., etc.

Write, Phone, Wire

Laporte, Martin & Cie.
Limitee
568 St. Paul Street Montreal

BELL TELEPHONE, MAIN 3766
Exchange connecting all departments

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ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

THE BANNER MONTH

December in most lines is the most important season of the year. This is particularly true of products that are seasonable at this time.

During the season of "Good Cheer," the public are in a very appreciative mood and observe little details more than at any other time.

There is no time that the merchant should be as careful of the products he sells nor is there any season that his caution will yield him as great a return.

When people are holidaying, they are not looking for cheap wares, but desire that which will afford the maximum comfort and satisfaction, hence quality should be your "WATCHWORD."

Of all the holiday products, oysters are the most prominent. You accordingly should be most particular in choosing your source of supply. In looking for a quality proposition in any line, you go to a house that makes a specialty of that particular line.

We are Canada's exclusive oyster house, devoting our entire time and attention to the one thing we know best. Oysters are no side line or secondary consideration with us.

Kindly let us have your holiday booking now.

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street TORONTO, ONT.

TWO TELFER DAINTIES

If you have a demand for a class of wafer that is different from the rest you will find either of these two lines just what you want.

Introduce them to your most particular trade and you will never need to push them. Your customers will do that and do it well.

Don't forget that a pleased customer is your best advertisement. Send for price list.

TELFER BROS., Limited

COLLINGWOOD, ONT.

Branches:

TORONTO :: HAMILTON :: BRANTFORD
WINNIPEG :: FT. WILLIAM :: EDMONTON

20 Carloads of Comfort Soap

SOLD this year by ONE Canadian Jobber

Mr. Wholesaler
Are YOU getting your share of this trade?

Mr. Retailer
Are YOU pushing this leading brand?

Mrs. Consumer
is CERTAINLY saving the wrappers.

MOST POPULAR WITH MOST
PEOPLE FOR MOST PURPOSES

"Comfort" has positively the largest sale in Canada

COMFORT SOAP

"IT'S ALL RIGHT"

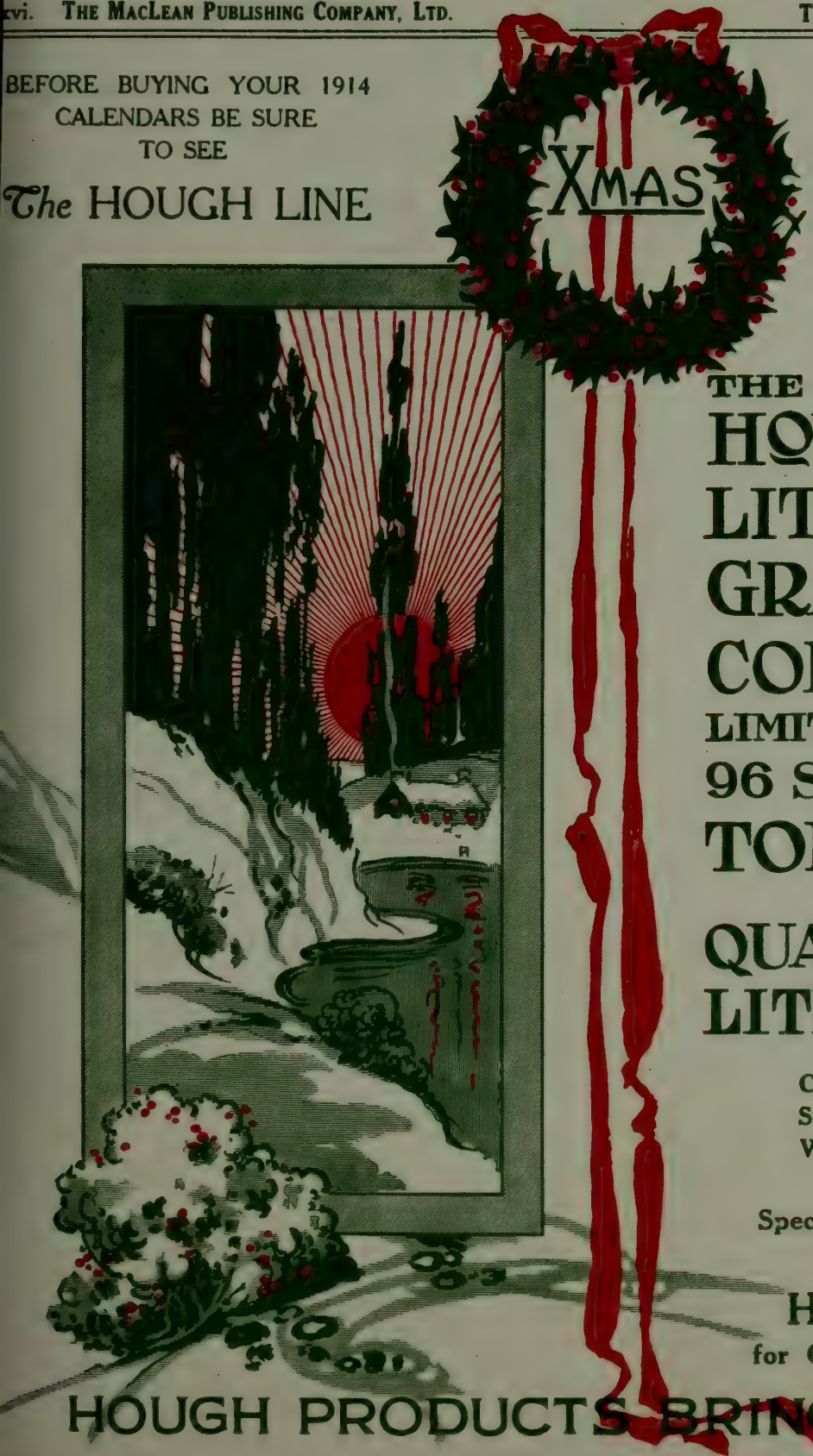
CANADIAN GROCER

PUBLISHED WEEKLY BY
xvi. THE MACLEAN PUBLISHING COMPANY, LTD.

PUBLICATION OFFICE
TORONTO, DECEMBER 20TH. 1912 No. 51

BEFORE BUYING YOUR 1914 CALENDARS BE SURE TO SEE

The HOUGH LINE



A HOUGH CALENDAR MAN WILL SPECIALLY CALL AND SHOW YOU THE HOUGH 1914 CALENDAR LINE, DE LUXE, IF YOU WILL ADVISE US.

THE
HOUGH
LITHO-
GRAPHING
COMPANY
LIMITED,
96 SPADINA AVE.
TORONTO.

QUALITY
LITHOGRAPHERS

CALENDARS, HANGERS
SHOW CARDS, POSTERS
WINDOW DISPLAYS

Specialists in the Manufacture
. . . of . . .
High-Class Labels
for Cartons, Cans and Bottles

HOUGH PRODUCTS BRING RESULTS

Quicken Your Service

Modern stores cannot afford to have aisles crowded with impatient customers. People demand quick service. They do not excuse *old methods*.

With National receipt-printing registers in small purchase departments, change is made instantly. There is no waiting for money to return from some distant part of the store. There are none of the old delays or mistakes.

Your customers are satisfied, your sales-people can sell more goods, and **you can make more money.**

Ask us to send our representative to study the needs of your store.

Write for Free Booklet

THE NATIONAL CASH REGISTER COMPANY

285 Yonge Street, - Toronto
Canadian Factory, Toronto

CHRISTMAS DINNERS

Hundreds of Christmas dinners all over the country will be doubly appreciated because they are made of high quality goods—such as are advertised on this page.
We neither advertise nor sell any brand of goods that we cannot, personally, vouch for and which we have proved. Quality eatables are always appreciated—they make profitable sellers.

Trusting that you and yours will enjoy to the fullest the joys and blessings of this happy season and that the year 1913 may bring to you prosperity in abundance through the sale of "Quality" products.

"Stower's" Lime Juice Cordial

is sweetened to suit the most fastidious palates. Add water and you have the best and most wholesome drink.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

Coco Fruitine *Nourishing, Palatable Vegetable Butter*

Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife

Griffin & Skelley's Dried Fruits

Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears, in all their original goodness. A revelation to the grocer who has been buying other brands.

Taylor's Peels *Candied or Drained*

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

CODOU'S *Macaroni Vermicelli, Etc.*

Finest Taganrog Russian Wheat is used in the manufacture of the Coudou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

A Merry Christmas

May the new year bring success unlimited to you and yours.

E. D. SMITH
WINONA, ONT.

AGENTS:
NEWTON A. HILL, Toronto.
W. H. DUNN, Montreal.
MASON & HICKEY, Winnipeg.
R. B. COLWELL, Halifax, N.S.
J. GIBBS, Hamilton.

E
D S

Our Wishes

for a very Merry Christmas and a Prosperous New Year are extended to all dealers, clerks and trade in general.

May the closing days of 1912 be the happy end of a prosperous year and predecessors of a profitable twelve months in 1913.

Lawrason's Snowflake Bath Powder

Lawrason's Snowflake Ammonia

Write at once

S. F. Lawrason & Co.

LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Original and Leading Brand
Since 1857

Greetings
from
BORDEN'S

We extend to all our business friends and patrons, a real old-fashioned greeting for a Right Merry Xmas and a New Year of fullest prosperity.

Borden Milk Co., Limited
"LEADERS OF QUALITY"
Montreal

Branch Office: No. 2 Arcade Building, Vancouver

To you and yours

The best wishes of Hudon, Hebert & Co. to their friends and patrons, is that one and all may have a Merry Christmas, and health and prosperity throughout the coming year.

May old Dame Fortune be liberal with her smiles, and Father Time deal lightly with you.

Hudon, Hebert & Co., Limited

Montreal

HUDON HEBERT & CIE LIMITED
GAZELLE
MONTREAL, CAN.

Greeting

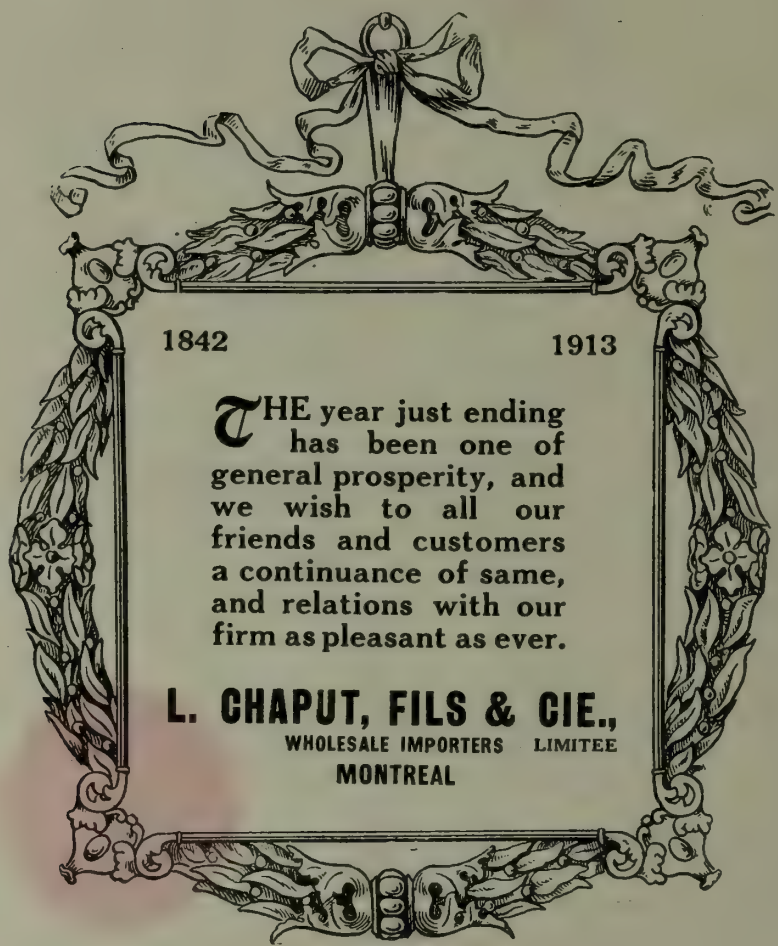
That it being proclaimed
the Season of Goodwill,
We beg to offer you our

Sincere Wishes
for your
Continued Prosperity

And to this we hereby set our Seal, this Twenty-Fifth Day of December, Nineteen Twelve.

DOMINION CANNERS, Limited
HAMILTON - - CANADA

A Merry Christmas


1842
1913
THE year just ending has been one of general prosperity, and we wish to all our friends and customers a continuance of same, and relations with our firm as pleasant as ever.
L. CHAPUT, FILS & CIE.,
WHOLESALE IMPORTERS
LIMITEE
MONTREAL

A Prosperous New Year

Xmas Greetings

1912

A right Joyous and Merry Christmas, a New Year replete with plenty, prosperity and happiness, are the Season's wishes to you from

W. CLARK,

Montreal

Dec. 20th, 1912.

That Good Old Wish

WE extend to you the heartiest well wishes of the season. : : : :

MAY your Christmas be a merry one, and may you prosper throughout the New Year. : : : : :

Connecticut Oyster Co.

50 Jarvis St. Toronto

SEALSHIPTCASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed fresh from water ice or preparation
A PURE FOOD natural flavor and freshness guaranteed
use licensed by SEALSHIPT OYSTER SYSTEM

The hour has arrived

When all men stop in the strenuous business fight to partake of the pleasures of the Christmastide and to wish their fellowmen the joys they themselves desire.

We wish our many friends and patrons a full measure of happiness and prosperity during the Christmas season and throughout the coming year.

BRAND & CO., LIMITED
Purveyors to H.M. the Late King Edward VII.
MAYFAIR, - - LONDON, ENG.

NEWTON A HILL, 25 Front Street East, TORONTO.
H. HUBBARD, 27 Common Street. MONTREAL
McLEOD & CLARKSON, VANCOUVER.

Our Extensive Advertising has made Holland Rusk known to Everybody.

HOLLAND RUSK is a byword in thousands of homes from Maine to California, women everywhere know this "dainty Dutch delicacy," made in the "old country way." You ought to have a dozen packages displayed on your counter because once your customers start buying it, they'll find so many ways to eat it, they'll always buy it. Just a hint to you—HOLLAND RUSK makes the most delicious toast for a WELSH RAREBIT, so whenever you sell cheese for a RAREBIT, sell also a package of HOLLAND RUSK. This is so easy it only needs a word of suggestion from you.

HOLLAND RUSK CO.

HOLLAND, MICH.

Valuable premium coupons in every package increase sales. Send for list of gifts.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

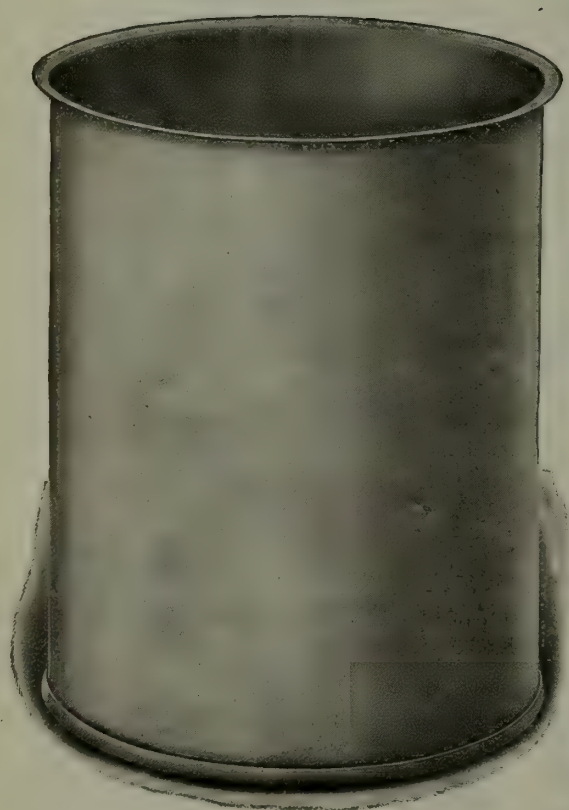
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amountd to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

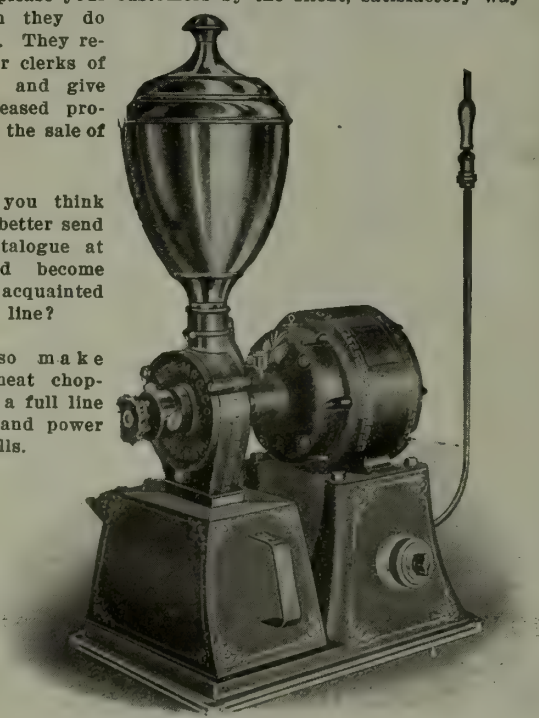
Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN

RIDEAU HALL COFFEE

COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

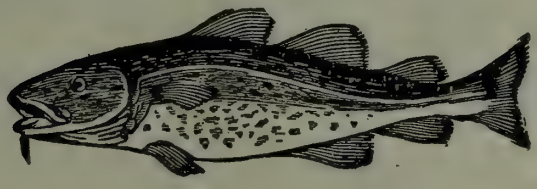
The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG

GREETINGS

May your next year's "Catch" be the biggest ever! We can't wish you better.



North Atlantic Fisheries, Limited, Montreal

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

is so well known, due to our extensive and persistent advertising, that any grocer can sell it, and it's so well liked on account of its cleansing power—so sure to give satisfaction, that it pays to sell it as often as possible. It will pay you to push GOLD DUST, because you can sell more of it, and sell it with less effort, than any other washing powder, and because it will please your customers, which means holding them.

LET THE GOLD DUST TWINS DO YOUR WORK

The N. K. Fairbank Company,

LIMITED, - - MONTREAL

We take this opportunity of wishing
all our friends
A Bright and Joyous Christmas
and
A Happy and Prosperous New Year

W. G. PATRICK & CO., LIMITED

IMPORTERS

Toronto Montreal Winnipeg Vancouver

DOMINION MATCH CO.

LIMITED

Deseronto, Ontario

Extends to one and all the best wishes for a Bright and Merry Christmas

AGENTS :

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

A PERFECT DESSERT

Sweetheart Brand Jelly

pure materials, finest fruit flavors and perfect art in making, ensure our Jelly Powder a favorite dessert.

Trade Mark of Quality

Our Manna Tapioca is also in good demand at this season of the year.

We are creating a demand for Sweetheart and IXL Brand of goods. It will pay you to have some in stock.

Quality guaranteed — Customer satisfied, and good profit.

IXL Spice and Coffee Mills

Limited

London, Ontario

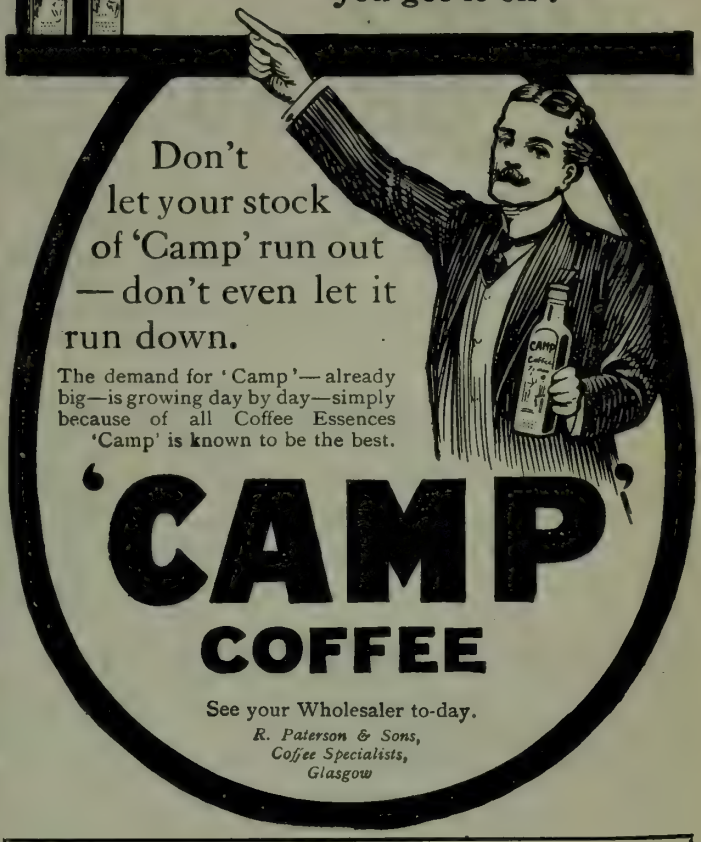
IN Exchange for Coin

you hand out an article which either satisfies or displeases your customer, rivets more firmly her habit of dealing with you, or breaks it entirely. Under these circumstances is it worth while to experiment, to run any risk, to chance offending a user of Stove Polish, with the possibility of losing the rest of her custom, while certain satisfaction is assured by

GIPSY STOVE GLOSS.

HARGREAVES BROS. & CO., LTD.,
HULL, England.
Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

'Camp' Coffee is off your shelves almost before you get it on !



Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp'—already big—is growing day by day—simply because of all Coffee Essences 'Camp' is known to be the best.

'CAMP' COFFEE

See your Wholesaler to-day.
R. Paterson & Sons,
Coffee Specialists,
Glasgow

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits are the people who buy Carr's Biscuits.

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Tartan Brand

THE SIGN OF PURITY

Teas, Coffees,
Baking Powder,
Jelly Powders,
Canned Goods,
Syrups, Etc.

Tartan Brand ensures finest quality

We wish you a most Happy Christmas and a New Year of fullest prosperity.

Balfour, Smye & Co., Wholesale Manufacturing Grocers **Hamilton, Ont.**

GOOD RAISINS 6½c. lb.

We have to offer some 100 cases Fine Valencia Raisins, 1911 crop, at 6½c per pound, F.O.B. Niagara Falls. Sample on application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers

Niagara Falls Centre, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN . . N. B.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

50% PROFIT GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative
Absolute Cure for Constipation
Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

St. Lawrence

With a view to affording some information which might prove interesting to merchants throughout the country we propose printing from time to time some general news regarding the world's sugar crops. Our next issue will contain the figures showing the production of the different countries of the world.

St. Lawrence Sugar Refineries, Limited, Montreal

The makers of the popular, pure fruit

L. & B. Banner Brand
JAMS and JELLIES

take this opportunity to wish their many patrons and friends a most joyous and happy Christmastide.

LINDNER & BENNER
291 Arthur St., Toronto
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Man.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

James Dome Black Lead

is the old reliable form of Stove Polish. Put up in attractive packages to retail at 5c. and 15c.

Pays a Good Profit. **Always pleases.**

W. G. A. LAMBE & CO., Canadian Agents

HIGH WATER MARK

We thank you most heartily for the splendid support you have given Red Rose Tea during 1912.

You will be pleased to know that you have helped us reach another **HIGH WATER MARK** in the history of our business; easily surpassing all previous sales records.

We also trust that your business this year has been the most successful in its history.

TO EVERY GROCER IN CANADA WE WISH THE SEASON'S HEARTIEST GREETINGS AND A VERY HAPPY AND PROSPEROUS 1913.

Branches:
Toronto, 7 Front Street East.
Winnipeg, 156 Lombard Street.
Calgary, 322-6 Ninth Avenue West.

T. H. Estabrooks Co., Limited
St. John, N.B.

Xmas Rush Orders

You will be running out of some lines, and want to replenish in a hurry. Our phone number **33** is free to you, **use it** and your orders will be shipped out same day as received, satisfaction guaranteed in quality and prices.

We have a splendid assortment of raisins, currants, candied peels, dates, prunes, peaches, apricots, shelled nuts, and nuts in the shell. Dates, half boxes and boxes, and in 1 lb. packages.

Choice West India Molasses, half barrels, 25c per gallon. Diamond Crystal Salt, all sizes.

Travellers will be off for two weeks beginning December 21st. Let us hear from you often. Christmas greetings from

W. T. HARRIS CO., Limited

Wholesale Grocers - OWEN SOUND, ONT.

Where Do You Stand?

¶ Do you not feel with thousands of other merchants that your tea and coffee department has made wonderful progress by recommending **"MELAGAMA"** Tea and Coffee to your customers? Many grocers voluntarily inform us that they have never "HELD" their trade so well as they have with **"MELAGAMA."** This is the one brand you can heartily stand behind. It always stands the test.

Kindly accept our best wishes for a Merry Xmas and a Prosperous and Happy New Year.

MINTO BROS., 45 Front St. East, TORONTO

KIT

COFFEE

"Perfectly simple to make Simply perfect when made"

Housewives appreciate the convenience of

KIT COFFEE

A rush order for coffee means there is an unexpected visitor—SEND "KIT"—for nothing will please a woman more than your thoughtfulness. Always mention "Kit-Coffee" when taking an order.

Samples sent Free.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company

(Technical Book Department)

143-149 University Ave., TORONTO

To the Trade throughout Canada

May you spend a Merry Christmas and may your cup be filled to overflowing with joy and prosperity in 1913. . .

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

BUTTER BUTTER BUTTER BUTTER

Small's Maple Butter is best substitute for and more wholesome than dairy butter. Children like it on sandwiches, and 'tis delicious cake icing. Groceryman, you are easy if lead to take concoctions, imitations, the just-as-good, and *particularly* when at a higher price than the original. Remember, our mark, *CRE-MO,* packed *only* by Canada Maple Exchange, Ltd., Montreal. Standard oil, of the world, for maple. Competition outdistanced for past half century. Our motto, *Quality, Quantity, Price.* Write for syrup prices. All jobbers world over.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Four Money-Makers

For You

But you don't have to confine your sales to the 10c size.

There's the tin of ten—retails for 25c—a splendid seller all over Canada.

And remember, that it takes no more time and effort to sell a tin of 50 or 100 OXO CUBES than it does to sell the 10c size. There's more money in the big sizes for you.

Besides, customers buying the larger sizes, show that they are using OXO CUBES right along—show that they like OXO CUBES—show that they are coming back to your store for more of the big sizes.

So stock all four sizes of OXO CUBES. Every time you sell at 10c or 25c tin remind the customer than you have OXO CUBES 50 and 100 to the tin, and that these sizes are packed specially for family use.

By the way, have you plenty of the 50 and 100 cube tins? We will ship by return express, if you are out of these sizes.

Corneille David & Co.

Montreal, Toronto, Winnipeg and St. John, N.B.

OXO CUBES

IT IS NEW

Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St. - MONTREAL

Suggest "Swallow" Brand Macaroni, Vermicelli, Spaghetti, etc., to housewives who are looking for the best high-grade dainty dishes which can be easily prepared during the hurry and scurry of the holidays.

May your Christmas and holidays be joyous and happy is the hearty wish of the makers of "Swallow" Brand Alimentary Paste products.

C. H. Catelli Company, Limited

Montreal, Can.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality

will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st - - -	$5.00	1st - - -	$5.00
2nd - - -	3.00	2nd - - -	3.00
3rd - - -	2.00	3rd - - -	2.00

The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by end of year The Grocer will give a prize of $3.00; to the second best, $2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

TEA TO BE GOOD MUST BE FRESH

"SALADA"

"SALADA" is grown in the finest tea gardens of the Island of Ceylon, is picked every week, and reaches you fifteen weeks later in hermetically sealed "SALADA" packets. Its native purity and fine flavor are perfectly preserved. You are able to guarantee your customers tea of unvarying good quality.

"SALADA"
41 Eastcheap,
LONDON, E.C.

"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

THE makers of the delectable Cairns' Scotch Jams, Jellies and Marmalades wish their many friends and admirers the compliments of this Joyful Christmas Season.

Alexander Cairns & Sons
PAISLEY, - - - SCOTLAND
Canadian Agents
SNOWDON & EBBITT, MONTREAL

We Beg To Thank

our many loyal customers for their staunch support throughout the year, and trust to have a continuance of their demands in the coming year, which will have, as usual, prompt attention.

Wishing one and all a Merry Xmas and Prosperous New Year.

S. H. Ewing & Sons
Montreal - Toronto

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.

Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

Taking Advantage of the Season

Right from the start of the cold weather the demand for

CROWN BRAND CORN SYRUP

Attains its greatest volume. Most grocers are aware of this fact, and sell five times more Crown Brand than any other Corn Syrup.

Users of Crown Brand know that it is a heat producing food—wholesome and nourishing—a delicious table delicacy for Fall, Winter and Spring use.

For children, during school days, Crown Brand forms a splendid food — being strengthening and stimulating. Mothers know this, and insist on getting Crown Brand Corn Syrup.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Window display in the McKenzie Co.'s store at Kelowna, B.C., during the Irrigation Convention there some time ago. Cut at the top is that of Geo. S. McKenzie, the managing director of the company.

Business Maxims of a Western Grocer

Methods Followed by the McKenzie Co., Kelowna, B.C., as Laid Down in Platform of the Manager—Buy Well, Sell at a Profit and Watch the Leaks, He Says —Has Had Wide Experience as Delivery Boy, Clerk, Manager and Proprietor—System in Managing Different Departments.

There is a great amount of food for thought in some of the business methods of the McKenzie Company, retail grocers, Kelowna, B.C. A few minutes' conversation with Geo. S. McKenzie, the managing director and moving spirit of the business will reveal these:—

"All goods about which we get a complaint are cheerfully replaced, although sometimes it is not fair to us."

"We endeavor to always wait on customers promptly and with a smile."

"The only way to make the grocery business pay is to buy closely as possible, sell everything at some profit at least, and watch the leaks."

"The delivery counter is separate from counters where customers are served."

"One man is responsible for the delivery of goods; another is responsible for the warehouse; another for the interior arrangement and the windows, and still another for the shelving conditions.

"Everything that goes out of the store is charged to something. Brooms are charged to expense for instance; broken eggs, returned canned goods that have become spoiled, lost articles and all replaced goods are charged to expense; donations are charged to advertising, etc., etc."

"No accounts are opened without referring them to the manager, when our terms (30 days) are clearly made known. If a customer overlaps, he or she, is given a further reminder and we find that often a personal word will bring results. But we would sooner lose a customer than have one who won't pay his bill."

"The chief motto is Quality and Service."

"Maxims for Mr. McKenzie and the clerks include 'Courtesy costs nothing;' 'Every article sold must bear some profit;' 'Every customer is entitled to full weight and nothing more;' 'The McKenzie Co., first, the customer second, myself last.'"

Enthusiasm and Experience.

One could not run across any more enthusiastic grocer than Geo. S. McKenzie and few could have wider experience. The conclusions he has come to and the methods he has adopted, have been applied to his business only after having seen them used by others or observed where others might have used them to good advantage.

The story of his travels from the time he left his home at Watford, Ont., until he purchased his present business a short time ago is most interesting. His father was the late Hugh McKenzie,

M.P.P., and he was brought up at Watford, where he attended the country school.

Began Business Life at 19.

Mr. McKenzie's first work was in Howden's general store, Watford, which he began at the age of 19 in April, 1891. This store is now being operated by the Howden Estate and managed by a son of the late proprietor, Noble B. Howden. His first duties were as delivery boy. Later he took a position behind the counter, leaving there in 1897, as he thought at the time "a full-fledged groceryman."

Mr. McKenzie's first jump was a long one. He landed in Rossland, B.C., where he worked for two years in the employ of Hunter Bros. In the spring of 1899 he went to Greenwood to assume charge of the grocery department of the Hunter-Kendrick Co. A year later he was in the employ of Thos. Hardy in Phoenix, B.C. For a time during the two years he remained in Phoenix he ran a stationery and cigar tobacco business. But his heart was in the grocery business so he "pulled freight" to Vancouver, where he clerked for a time but later went back inland to Vernon, B.C., where he had charge of Megan's grocery for a year or so.

Into Business for Himself.

In the fall of 1904, Mr. McKenzie, with a partner, went into the grocery business himself, as McKenzie & Martin "The Grocers." After four and a half years he sold his interest on account of ill health and "after taking things easy," a few months, he went to Kelowna, B.C., as manager of the grocery department of the Thos. Lawson store. Here he remained until Thos. Lawson, Ltd., decided to dispose of their grocery department. Mr. McKenzie then formed The McKenzie Co., Ltd., and took over the business on August 1 last, which brings the story practically up to the present time.

Moved in the Night.

"The method of moving," he says, "was swift and strenuous, as we moved the entire stock (except that in the warehouse) between 7 o'clock p.m. and midnight—a matter of five hours. We opened for business in the new store next morning at 7 o'clock."

Mr. McKenzie does all the buying and price marking and handles the finances. Every morning he checks over the previous day's sales. No poor quality stock is carried and the best trade is catered to, as is well evidenced by the attractive appearance of the window display shown on the opposite page. This was arranged for the "Irrigation Convention," held some time ago in Kelowna. The windows and newspaper advertisements are run in conjunction with one another. "This idea," stated Mr. McKenzie, "we got from the Canadian Grocer, and we try to follow out a a good many other suggestions which appear in The Grocer." A couple of years ago he won a prize in The Grocer's Christmas window competition, as well as a prize for one of the best articles on "Best methods of Handling Confectionery in the Grocery Store." A number of his newspaper advertisements have also appeared in The Grocer.

In Association Work.

He also takes part in public affairs, being a member of the Board of School trustees in Kelowna. He was made a member of the executive of the B. C. Retail Merchants' Asociation a year ago and also acted as secretary-treasurer of Merchnts' Association of Kelowna until he went into business as manager of the present company.

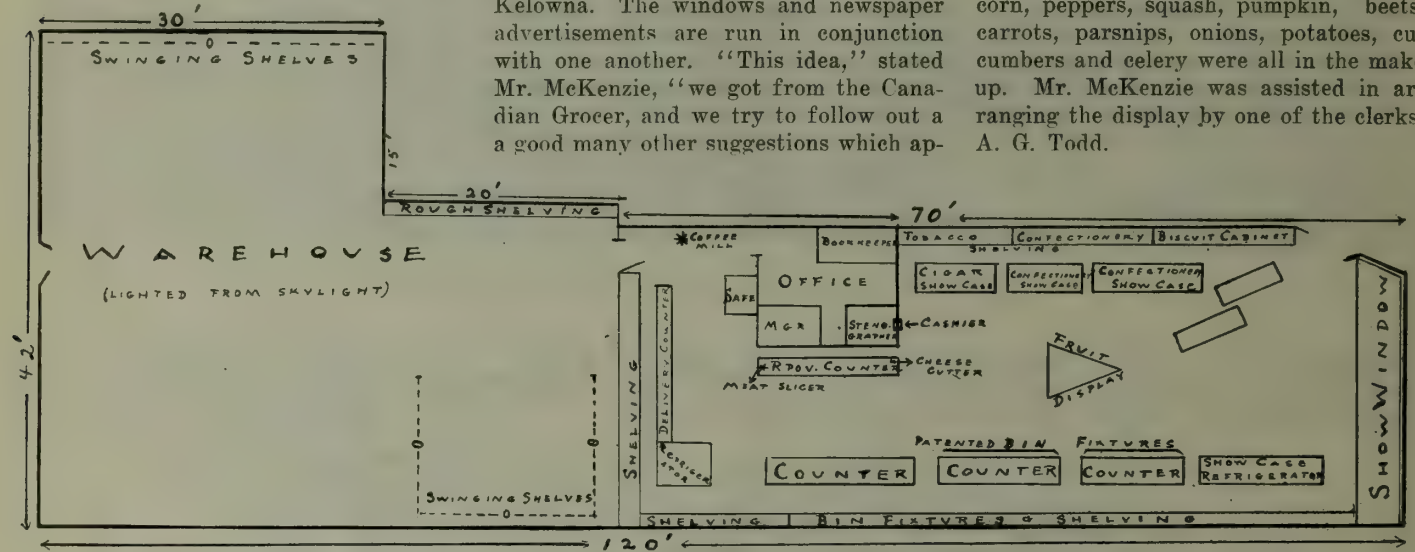
Mr. McKenzie sees a bright future ahead for the business. He is optimistic and enthusiastic. Railway construction is progressing and fruit farming is taking on new life. During the first year in business he anticipates a turnover of $125,000.

How Window Was Dressed.

The window shown herewith contains fruits and vegetables. Because the camera was focused on the sign to the right, the left hand side does not show up detail very distinctly.

The three boxes of apples shown in the centre were from trees fifty years old—the oldest in the district. The boxes on the slant contained apricots and plums, while the bottom was made up of peaches, nectarines, fancy apples, all ticketed and priced. Sprigs of juniper with berries on were used also across the back of the window. House plants were also arranged to the rear with price tickets on them. The store does quite a business in house plants.

The left hand side was all vegetables, with tickets and prices. An enormous cabbage was placed in the middle. Green corn, peppers, squash, pumpkin, beets, carrots, parsnips, onions, potatoes, cucumbers and celery were all in the make up. Mr. McKenzie was assisted in arranging the display by one of the clerks, A. G. Todd.



Ground plan of the McKenzie Co.'s store, showing counter and department arrangement. Office and doors are so arranged that manager can sit in the office and see whole store, as well as rear warehouse door. All city delivery is made from rear door.

BEWARE OF WOMAN'S TONGUE.

"What are eggs to-day, Mr. B.?" asked the prospective buyer.

"Eggs are eggs to-day, madam," responded the grocer.

"Oh, is that so; glad to hear it, for the last I got from you were chickens," was the retort.

RECEIVES MUCH BENEFIT FROM IT.

MacLean Pub. Co.,

Dear Sirs:—Please find enclosed cheque for $2.00 for year's subscription for THE CANADIAN GROCER. I think the improvement in the appearance of the paper, as well as the contents, have added greatly to its value. I would not like to do without it now, as I have received a great deal of benefit from it.

Trusting that your paper may continue to prosper, Yours truly,

DAVID LE BARRE.

Oakville, Ont.

Work For the Week Prior to New Year's

New Year Family Reunions Mean That Holiday Season is by No Means Past With Christmas Day—Window's Value Should be Taken Advantage of—Goods That Will Sell Well—Effort Should be Made to Sell off All Exclusive Holiday Lines—In Spare Moments Prepare for Annual Inventory.

There is little time left for planning so far as Christmas trade this year is concerned. The season is well on to an end with only three more business days left, but in these three there will be a large amount of business transacted.

The retail grocer should not, however, overlok the fact that there will also be a large amount of business passing between Christmas and New Year's Day. While by no means equal to the present week, there will be considerable. To get as much of this as possible and wind up 1912 with a good turnover should now receive attention.

Cater to New Year Celebrations.

Every retailer knows that a great many families celebrate New Year's. There are belated home-comings and reunions which must be fully recognized, and the aggressive dealer will take full advantage of this.

Window displays should not be allowed to deteriorate in selling power between the two holidays. A good New Year's window will attract attention. There are many goods which can be shown with profit. These include much the same varieties as the Christmas window—raisins, both baking and Malaga; currants, peels, nuts, shelled and in shell; mincemeat; plum puddings, confectionery, fruit wines, flavorings, icing sugar, oranges, Malaga grapes, fancy biscuits, etc.

There is no reason either why the grocer should not get a good share of the New Year gift business. He has every opportunity because he has first chance with the public. The grocery store is visited by everyone and besides he has the goods which will appeal as a gift.

Baskets of Fruit as Gifts.

One attractive New Year gift is a basket of fruit. Many dealers make a big feature of this. Samples of the various kinds of fruit in stock are used, such as oranges, bananas, table raisins, Malaga grapes, apples, grapefruit, and the more fancy varieties that may be sold. These baskets can be arranged in different sizes with different prices. The more fancy the basket, the better seller it will, of course, be.

At the same time these baskets of fruit can be used effectively in window trims. These could be shown and price cards used on the various signs. For instance, "What Better New Year's Gift—only 50 cents," or "A Gift for a Sick Friend," would undoubtedly bring results.

Many Give Boxes of Apples.

Another splendid seller as a New Year gift is a box of apples. The majority of wealthy persons have less fortunate relatives and friends, and such a suggestion appeals readily to the man who wants to remember a few of those who cannot buy such luxuries themselves.

Get Share of Confectionery Trade.

Confectionery should also be placed to the front the final week of the year. Attractive boxes of candy form a big share of the year-end gifts and the retail grocer might just as well have his share of the passing trade. A showcase showing samples can be used to good advantage. Confectionery must be shown to be sold. The majority of manufacturers turn out particularly handsome boxes, but if these are left in the case in the unpacking room few will be transferred into money. By displaying the boxes so that the covers may be readily seen, good results are bound to accrue.

Move Out Exclusive Lines.

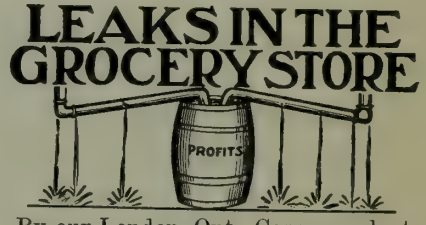
As pointed out in a previous issue great care should be taken to see that all exclusive holiday lines should be sold. No crackers, stockings, fancy biscuits or confectioner in yuletide containers should be on the shelves after the first of the year. As soon as Christmas day is over, an inventory of all these lines is taken by many grocers to see just where they are at. If supply is low probably the full retail price can be secured but if large there should be a sacrifice.

Dead stock on the shelves is a leak that should be avoided, and if care is not exercised in exclusive holiday lines, this condition of affairs is almost sure to exist. Best time to get rid of them is when the holiday spirit is still in the air, as there will be quite a falling of the mercury in more senses than one when New Year's day passes. This stock should not be carried into the annual inventory.

A good plan to dispose of these goods is to give them over to one clerk and make him responsible for getting them out of the store.

Get Ready for Taking Inventory.

If, too, business is found to be a little slack between Christmas and New Year's, the staff could improve the time by arranging the stock so that taking the inventory would be made easier. After the Christmas rush it is necessarily scattered. By rearranging the shelving and placing goods in their proper place, weighing contents of containers, etc., etc., the work of stock-taking after the New Year breaks in upon each, will be much simplified.



By our London, Ont., Correspondent.

In regard to leaks in the grocery business which your valuable paper has taken up lately, your correspondent was asked by a prominent officer of the Retail Grocers' Association to bring up the matter of shortage of weight in 20-lb. pails of certain kinds of lard. He claimed he weighed several pails and found them from one-half pound to one pound short weight.

He has written to two firms who put up the goods and in one case got an answer, that the lard, being hot when put into new pails, was absorbed in the wood. Nevertheless, that does not help the grocer out any.

The merchant referred to above thinks that all grocers should weigh everything possible and charge back all shortages. It is time well spent, he asserted.

* * *

Editorial Note.—More leaks are wanted. Jot them down as you find them and send them to The Grocer.

The Christmas Number of the Farmer's Advocate, London, Ont., which has just come to hand is a particularly large and attractive one. The cover design is a handsome one in colors, the artist cleverly symbolizing the spirit of the Canadian northland. Many of the articles breathe the spirit of Christmas and winter and are particularly adaptable for reading in the farmer's home.

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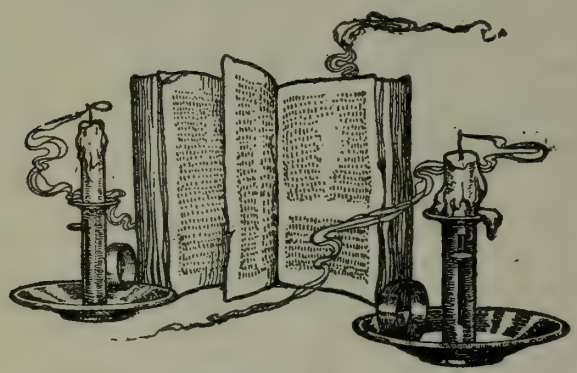


GREETINGS TO THE TRADE.

AS the candles of the old year flicker and we are about to turn over another leaf in life's book, there comes the time when we all want to remember our friends and forget our enemies. It is the happy Christmas season.

The Christmas holiday spirit is now in the air; it is seen in the expressions of those we meet and in the busy stores laden with the good things sought at this, the most festive of all the festive seasons of the year. On Tuesday next, before the midnight hour is tolled, the busy grocer will have laid down his work to accept a well earned rest with his family on the greatest of all days—Christmas Day.

The Canadian Grocer at this time, therefore, tenders with all sincerity a hearty handshake to all its readers and hopes they will have a right "Merry Christmas." And as each is about to turn over the 1912 page of his business, the one best wish is made that his measure of success during the coming year will be overflowing; and may the tinkle of the New Year bells announce to each his entry into a new era of progress and happiness.

UNFAIR COMPETITION.

Newspaper despatches tell us that the Housekeepers League of Philadelphia, Pa., are doing wonders in the matter of lowering the price of selected storage eggs. It is reported to be selling them at from 6 to 20 cents a dozen cheaper than has heretofore prevailed.

Undoubtedly much success has attended the League's efforts, 18,000 crates or 540,000 dozen having been sold at 24 cents. Sixty selling stations have been organized and 240 more are contemplated.

It would be interesting to follow up the course of the Housekeepers' League to see what their ultimate success will be. Were it selling bricks or even soap, where deterioration would cause no trouble, one might venture the opinion that it would stay in business as long as it cared to. But the handling of eggs is a different problem. Out of the 540,000 dozen, how many contained bad eggs and therefore dissatisfaction? Where complaints were made, what would the League do? Would it replace the loss or money-back to the complainants?

In a short time we may expect the League to dissolve. Yet in the meantime look at the harm it will have done to the legitimate trade. With scarcely any overhead expense, any such body could sell cheaper than the trade. Anyone who knows anything at all about business will realize that. But the rank and file of the citizens of any city will not understand why the retailer should charge more for eggs than the Householders' League. This causes them to distrust the retailer without just cause. It is therefore unfair and should not be tolerated by the authorities of any city.

DIVIDING AN INSOLVENT ESTATE.

A Grocer reader sends in a typewritten copy of the assets and liabilities, list of creditors, amounts owed, etc., in an insolvency case of recent occurrence in Western Ontario, in which are one or two facts well worth mentioning.

The total assets of the merchant were $515.86, which were exactly taken up by the total of the preferred claims. The balance was simply a big zero to be divided among the unsecured creditors whose claims totalled $2,398.41, the unsecured creditors therefore receiving no cents on the dollar.

In the list of preferred claims are some interesting items. The solicitor's bill of costs "including taking out order for examination of insolvent before Clerk of Court at ———, and attending on examination, etc.," $140.28. The assignee's fee amounted to $130, and disbursements with respect to Deputy Clerk of the Crown, subpoena, etc., $24.67.

The total of these three items is $294.95—the amount collected by lawyers and other officials in winding up the estate—leaving a balance of $220.91 for the other preferred claimants.

It is a peculiar "coincidence" that the total amount of estate was entirely eaten up by the amount of preferred claims. Looks as if someone had apportioned the balance to himself after the other preferred claimants had been paid off. An inference, too, that might be drawn is that it costs a lot of money to fail these days. Everyone should avoid it.

TWENTY-FIVE DOLLARS IN PRIZES.

In the rush of the holiday trade, retailers are urged not to forget having their Christmas windows photographed and entered in The Canadian Grocer's window dressing competition. As has been previously stated, photographs must be sent in not later than Dec. 31. This gives everyone plenty of time between Christmas and New Year's to have the photograph taken, if it has not been secured beforehand.

In sending in the picture be sure that a description is also forwarded, so that the judges will be able to follow the construction closely. Any number of windows may be entered, provided, of course, they are all trimmed by the grocer or his clerks. They must be "amateur" displays. Those displays which do not happen to be among the six winners, but which have merit in them, will be reproduced in The Grocer during 1913. Twenty dollars will be divided among the trimmers of the six best, there being three in each class.

To enter in the ad-writing contest, all that is necessary is to clip the Christmas advertisements from the newspapers and send them in. See that the borders of the ads. are not cut. A short article giving the ad.-writer's view on the value of advertising, what should be taken into consideration in writing copy, etc., should be sent in with the clippings. Winners of this contest will receive $3 and $2 respectively.

WHAT THE BOOKS SHOULD SHOW.

Now that the year is drawing to an end, dealers will soon be closing their books for the year and taking stock. In view of this contingency, a number of merchandising problems suggest themselves. The totaling up of profits for the twelve months will provide the merchant with material which he can use to good advantage. He will find just where he has stood for the year and what he will be called upon to do next year in order to equal or better the records established in 1912.

An important point is to determine what percentage the overhead expense bears to the total turnover. By finding out each year what the percentage has been, the dealer can decide how to regulate expenditures for the year ahead. If he finds that the percentage is bigger than he deems compatible with a continued profit, he applies the pruning knife to judiciously reduce the expense to a proper basis. If, on the other hand, he finds that the percentage has been low, he will probably feel justified in putting in improvements and otherwise paving the way for a bigger turnover.

In closing the books, it is important also to go carefully into the matter of accounts. Where business is done on the credit basis, it is necessary each year to write off a certain number of bad debts. Accounts still deemed collectable should be kept carefully in sight. Closing the books for the year should be the prelude to an active collection campaign.

BATTLES WON BY FOOD SUPPLY.

That the matter of food has greater importance in a war than fighting strength, has been well exemplified in the present Balkan uprising. Prominent military men have expressed the opinion that what drove back the Turk was not so much the artillery and bayonet of the Bulgar, but the inefficient commissariat of the Turkish army.

Whereas the Turks were unable to obtain supplies sufficient to sustain their health and strength, the opposing armies on the other hand, had always their food up in the thickest of the fight.

It has been claimed that the pen is mightier than the sword, but in the Balkan War, it has been demonstrated that once hostilities break out, the sword is surpassed by the food supply.

We must eat to live, and the retail grocer the world over is the great distributing channel through which the consumer is reached. Years may come and go, but he will always be a necessity. He cannot be done without—his calling is perpetual.

HOW LIVING COST IS RUNNING.

A report from the Department of Labor, Ottawa, indicates a slight advance in living cost during November over the previous month.

The index number of wholesale prices rose approximately one point in November, standing at 134.3, as compared with 133.1 in October and 129.4 in November, 1911. The advance was due chiefly to higher prices for fish, textiles, hides and leathers, fuel and lighting, while Ontario grains, dairy products, metals, lumber and miscellaneous building materials were slightly upward, with Western grains, cattle and beef, paints and oils, downward.

As compared with the same month last year, grains and fodders, fruits and vegetables, were lower, while animals and meats, dairy products, fish, textiles, hides, leathers, boots and shoes, metals, fuel, house furnishings, and miscellaneous commodities were higher than in 1911. In retail prices, coal, wood, butter and eggs were upward; potatoes also were higher in Ontario, while there was a downward movement in flour, sugar, prunes and evaporated apples.

DEVELOP THE COUNTER TRADE.

There is a good deal of truth in the remark made the other day by an old grocer, that in order to make any kind of a success in the grocery business one must have a good counter trade. The telephone was all right in its place, he argued, but it should be the aim of every grocer to get the buyers into the store.

The retailer knows that with an inviting store where goods are carefully displayed he can sell a good customer more than over the phone. What the eye sees attractive the mind wants.

This is the principle upon which the large department stores work. They know that a customer with money in the store is worth two at the end of phones. Their object is, therefore, to bring the people to their establishment.

Why should not the retail dealer do the same? By following similar methods he can accomplish similar results. The greatest of these is advertising. The department stores run large advertisements in the daily papers; they frequently state that such and such an article can only be secured by a personal call; they advise shopping early; they make attractive interior displays and they arrange goods so that they must be seen. So that when the customer calls for the article advertised, other goods bearing perhaps much greater profits are sold. The counter trade means much to them.

EDITORIAL NOTES.

Merry Christmas to you all!

* * *

Be sure your Christmas window and Christmas advertisement are entered in The Grocer's contest.

* * *

Now that municipal elections are coming on in many cases, see that there are some business men elected.

* * *

It begins to look like a green Christmas. The weather man is evidently making atonement for the frigid meteorological conditions of last summer.

* * *

When someone is inquiring for a New Year's gift for a friend who smokes, suggest an attractive package of good tobacco; or perhaps a box of cigars. Holiday time is a time when considerable smoking is done.

Grocery Stock Turned Over Twelve Times

An Interesting Item Referred to in Inventory—Dry Goods and Shoe Stock Slower—Dealers Business Statement Analyzed — Looks as if Money Were Being Made But Several Details Are Lacking—What Application of Brain Power Means to a Business.

*By Henry Johnson Jr.

Here is another partial statement:

Saskatchewan, Dec. —, 1912.

Henry Johnson Jr.,
Dear Sir:—

My stock inventory,

Crockery and hardware .....$	328.90
Shoes	874.70
Rubber	202.09
Dry Goods, Staples and Notions	3,247.15
Groceries	593.69
Flour and Feed	1,643.11
Total ....$	6,889.64

Bought in last year, total, $31,821.86 Freight, express, postage and all such included in cost of goods purchased.

Sold in last year, total $36,788.10

About $600.00 more taken out from stock for my own use, no track. Same would show better profit.

My total expense to date including everything, clerk hire, taxes, insurance and interest; delivery and all, $11.72.

My own family trade averages $50.00 per month, is taken without charge, so virtually my sales would be $600.00 more per year, but on the other hand, I don't figure my own wages in expense at all. I work for nothing except the family trade.

My grocery stock I turn full twelve times a year.

My flour and feed the same.

Dry goods stock I turn only 1½ times a year.

Shoe stock only 1¼ times a year.

Are those last two items turned sufficient to pay? and is my business prospering proportionately to business in general?

Please pass your opinion on above.

Considerable Information Lacking.

That is something of a conundrum and, from the figures given, it may be answered or solved in two ways:

1. If the stock at this time is the same as the stock at the beginning of the year and if all other resources are equally stationary, the expense account, as given, would indicate that there had been a net profit of $4,954.52 over and above this man's living. But such is not the case, I am sure; so we have

2. If all other factors are stationary, the expense account intended to be written as $1,172 will show net profit of $3,794.24, or more than 10 per cent., inclusive of owner's salary and exclusive of owner's living expenses.

But who can tell anything about it? We have no point of starting and know nothing of the condition of the business at the beginning of the period covered, so all we can draw is the most general kind of inference.

Conclusions From Knowledge Supplied.

IF everything is stationary, as aforesaid, then we have some very interesting figures in this statement:

1. Let us add the $600 to sales, and we shall have sales of $37,388.10.

2. Then let us correct that $11.72 to $1,172 and add the proper expense for the owner's salary, out of which he will, of course, pay all his bills, including those for his household supplies from his own store. As the fair ratio for this size of business may be said to be $75 per month for management, this man's salary will be $900 per annum. The total expense will thus amount to $2,072.00.

3. The first result from this computation is the percentage of gross margin. This is certainly modest at 14.88 per cent.

4. Next, we find that the expense of doing business is the ridiculously low one, of 5.54 per cent., and then we finally find that

5. The remaining gain, properly called net profit, is $3,494.24, or 9.34 per cent. on sales.

Some Items Missing.

All of which is, you will remember, predicted on the supposition that all factors are absolutely the same this year as last year at this time. That is something so exceedingly unlikely to be the case that we shall have to hold all this in abeyance until we know more about the actual condition. Then we shall have to inquire whether

1. Interest on Investment has been charged off.

2. Depreciation is taken account of.

3. Rent is figured against the business.

Probably we shall think of other things when we hear further from this correspondent. Meantime, I can only generally discuss the remainder of his letter.

Should He Drop Dry Goods and Shoes?

He turns his dry goods stock only 1½ times annually. But my idea would be to study conditions before I should pass judgment on the advisability of cutting out dry goods. Same applies to his shoe stock. If the conditions indicated by his statement and my analysis are really founded on fact, then I should advise making no change, or at least, no sudden change, for here is a business altogether too profitable to fool with. I should advise to let well enough alone in this case.

I hope to have further details from this man. If he is as well off as these meagre figures would indicate, he can well afford to let us in on more details. If he is not so well fixed but has overlooked something, then he wants to get right, so should surely write. In any event, therefore, I hope to hear from him.

Knowledge Better Than Guessing.

The one thing to remember always is, that the "way" is of secondary importance to the fact that we make money. If this man is so well fixed as he may think he is, then it makes very little difference whether he charges himself a salary or not. In fact, if I were running a neat, profitable little business like that, and had it so well in hand, with things under my own eye all the time, I do not think I should worry much about keeping very strict account with myself. It is very necessary that one study one's business in all details and learn all its peculiarities fully. This, so one may actually KNOW and not guess. But after one is satisfied that he knows what is going on and is backed up by the solid evidence of actual money earned and in the bank, why, it matters very little how he "figures."

I am saying this to show that I am not a mere stickler after form. Forms are intended to aid us to find out things. Systems are to help us to ends without swamping us in detail. Study of business problems is necessary that we may digest those problems. After we have arrived at the destination, however, after we have reached the clearing and know it really is the clearing—why, then, we may cut out a lot of mere routine just as we should lay the compass on the shelf and forget it.

A Man With a Big Business.

I have before me another letter, this time from a man who does not want to be even remotely known, and I hesitate to refer to it, even slightly less what I say may lead to his being recognized; but part of what he says reminds me of Burgess of Colorado Springs. The similarity lies in his suffering from poor

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

health, so that he is physically almost incapacitated, yet, like Burgess, he does a big business.

The big, fine merchant at the "Springs" went to his present home as a desperate sort of "last resort" matter. Whether he had to do something to make a living or whether he simply worked from choice, I do not know. I only know that he has one of the finest and most prosperous stores on the continent.

Depends on Accurate Accounting.

This man is a good example of Getting Others to do Your Work; and he does it in a way that the Saskatchewan man could not do at all; for Burgess must have lots of accurate accounting and well developed system, or he could not delegate all the detail the way he does; and if he did not delegate the detail, he could not do the business at all. What then shall we say? That Necessity is again the Mother of Invention? That because the business must be carried on and the man cannot do the work himself, he actually finds and devises ways and means such as he probably could not devise if he really had that physical strength which we all commonly regard as a blessing? And is it not funny to note that the man who loses his strength so that he has to delegate work to others often thereby rises above the common run of merchants and enjoys pleasanter, while also more profitable, work than the man who is a horse for muscle? Why are not these examples instructive to us all? Why do we not learn that brain work is the most important work we can do, so that we put up with the less efficient work others will do for us, but which, even so inefficiently done, is yet more profitably done for us than we could do it for ourselves because of the freedom it gives us to do better things?

Efficient Managers Wanted.

I find this present correspondent hard up for really good, efficient managers—men who will take the load off his shoulders and handle the selling end of the business. If good men see this and are interested, I shall be glad to have them write to me—even if they have, some of them, written before. The business in question is large and prosperous. It offers plenty of field for the best that is in any man and nobody need think that he will not find suitable employment for the highest talents he may own, if he takes up this work.

So if YOU happen to be the man who is looking for a bigger, better field, write to me.

Stratford Merchants Favor the Market

Would Urge All Citizens to Support it Strongly—Resolutions Passed in Favor of Scale Inspection and Garnishee Law Amendments— Officers Elected For Ensuing Year.

Stratford, Ont., Dec. 18.—At the last meeting of the local Merchants' Association many questions in connection with the retail trade were discussed and officers for next year elected. Following are the new officers:

President—Angus McDonald.

Vice-President—Jos. R. Myers.

Secretary-Treasurer—Frank Macklin, the present secretary, George Trow, declining re-election.

Executive—The officers and D. M. Ferguson, P. J. Kelly, J. H. Gordon, W. J. McCully, C. N. Greenwood.

The officers were authorized to sign a petition seeking reform of the Weights and Measures Act so that merchants would be relieved of the inspection fees. Even where scales had passed tests without a flaw, vexatious inspection fees were levied, which was thought unfair.

Want Garnishee Law Changed.

Another petition was sanctioned seeking amendment to the Garnishee Act whereby the exemption would be reduced from $25 to $10. At present, it was pointed out, with the almost universal practice of weekly payment of wages, the Garnishee Act offers little security to creditors.

Irregularities in respect to closing on week nights were discussed and the suggestion was advanced that the labor interests might help to bring about reform by not patronizing merchants who persisted in keeping open nights when the great majority were closed. They could thus aid in securing better hours for storepeople. The view was that regular closing should be general.

The association agreed on procedure for the holiday season, recommending keeping open from Monday, December 16 to Christmas eve.

Proposed New Market Discussed.

A discussion ensued on market matters in view of impending opening of new market. The suggestions resulting may be crystallized into the following: Some are talking as if the new market was established, which was not the case. The market should be a favorite meeting-place of producer and customer, and it is to be demonstrated how these two classes will turn out. Hopes were expressed that the attendance from both sides would expand, and that townspeople who had not been in the habit of attending market would begin to do so in the new building. The first thought should be to establish and build up a fine market, and to go easy on regulations at first, so as to give no chance for friction. Earlier marketing, more like they have in Berlin, should be encouraged, and by that means the hour for merchants to be admitted to buy could easily be made 10 a.m. The Stratford present practice is carried too far on in the day, giving a late trend to Saturday trade which affects the whole day.

In Berlin, too, the prominent men of the town frequent the market, as well as the wives, etc.; that habit should be developed here. The 11 o'clock hour for merchants to be admitted to buy might have a bad effect, as that hour is late for effective selling afterwards. The new market might get a black eye if a large supply of stuff came on, or if buyers were few, and they had to peddle produce around afterwards or take it back home, again.

Raising Standard of Quality.

An object of the market should be to raise the standard of quality. It should be remembered that merchants often helped to make the price, in order to induce people to come to town; hence merchants are interested in making the market a success, altogether apart from any question of their own admission to buy. It was suggested that all merchants should join to boom the new market in their newspaper advertisements, and urge all the people—absolutely all, of all classes—to go on the market.

No formal resolution was passed, but Messrs. McDonald, Ferguson, Dingman and Greenwood were appointed a committee to interview the Hall and Market Committee and also to confer with a view to co-operation with the new Ratepayers' Association.

FIREPLACE WINDOW.

Mulholland's grocery window on Yonge Street, Toronto, contains a very attractive Christmas display in fireplace design. The mantel is cleverly built up with packages of sugar, leaving an open fireplace. Stockings hang from the mantel laden with Christmas gifts, while on the floor of the window dried fruits, nuts, candy and other Christmas goods are shown. The window has attracted the attention of crowds.

United Interest in Garnishee Amendment

Merchants in All Lines of Trade Found to be Signing the Petition—Its Importance Referred to by J. S. Bond at Grocers' Meeting—Municipal Politics in the Air—Grocers Backing Up Two Candidates—Election of Officers at January Meeting.

(Special Staff Correspondence)

Toronto, Dec. 19.—Among the questions up for discussion at the regular meeting of the Toronto Retail Grocers' Association on Monday night were again those of the proposed amendments to the Scale Inspection Act and Garnishee Law. President R. W. Davies occupied the chair.

Petitions Meet with Favor.

W. C. Miller, secretary of the Ontario Retail Grocers' Association, stated that the petitions sent out in regard to the above mentioned amendments were being largely signed. They were coming in from all parts of Ontario, some grocers being so enthusiastic that they clipped the resolutions out of The Canadian Grocer, passed them around among other merchants and sent them into the secretary. Not only were grocers signing the garnishee amendment petition, but they were getting merchants in every line of trade to do so.

Mr. Miller has both petitions neatly printed and will send copies of them out to anyone for the asking. His address is 632 Yonge Street. Copies of these were distributed among the members present, who were asked to get the signatures of the dealers in their district.

Difficult to Garnishee.

J. S. Bond spoke enthusiastically on the great need of lowering the amount of garnishment. "Now we cannot garnishee a delinquent," he said, "unless he has more than $25 coming to him, and with wages paid usually weekly or semi-monthly, it makes it very difficult for us to obtain our own. If we can only get the $25 limit reduced to $10—and we can if everybody helps—it will give us a chance we never had before. Merchants of all classes should boost it and there should be no lack of money when the time comes to present this petition to the Ontario Government."

Election Talk Strong.

Municipal politics were ventilated to a considerable extent, led by Frank Johnston. The Association is naturally very much interested in municipal affairs, having one of their number, David Bell, in the aldermanic field for ward 3. Mr. Johnston and Mr. Bell announced that prospects were splendid for election. The Association is getting out circulars to be distributed among the trade endorsing Mr. Bell's candidature and pointing out why he, as a business man, is needed in the council to look after the affairs of business men.

The candidature of Controller Maguire, who is in the field for re-election, will also be endorsed by the Association in the circular above referred to. The members remember how he helped them in their fight against the peddler calling out his wares on the street and which comes to an end at the first of the year. Controller Maguire was present after the meeting last night and gave an address. He was, he said, in favor of legislation fair to the retail trade and he could be counted on to support the dealers in all things which were legitimately theirs. He also favored a reduction of the business tax.

J. J. Ward also addressed the Association in view of his candidature for a controllership. He pointed out that the merchants of Toronto paid 43 per cent. of the taxes and that they therefore should be represented better in the councils of the city. He referred to the unfairness of the present system of business tax, favoring a reduction from 25 per cent. to 10 per cent. He also claimed that the affairs of the city were sadly bungled during the past year.

On December 30 there will be a meeting in St. George's Hall, Elm Street, in the interests of David Bell.

Nomination of officers took place, several being named for each office. Nominations will be concluded at the January meeting, when the election will also be held.

Discrimination Against Grocers Alleged

Members of London R. G. A. Claimed that Miller Was Selling Flour to Flour and Feed Men Cheaper than to the Grocers—Committee Dealt with and Settled Question Satisfactorily—Council's Pure Food By-Law Considered.

London, Ont., Dec. 17 (Special).—At the last regular meeting of the London Retail Grocers' Association the most important discussion took place on the consideration of the Pure Food by-law now being considered by the City Council. A copy of the by-law was read by the secretary and was discussed clause by clause, several amendments being suggested. The most objectionable features to the grocer were the suggested sizes of fruit baskets and berry boxes, and the covering of goods, the by-law not being explicit enough.

As the bill was only in the committee stage with the city fathers, a committee from the Association was named to confer with number three committee of the City Council and have the alterations suggested. The committees have since met and conferred with each other and arranged everything satisfactory to the Association.

The committee consisted of Pres. Diprose, Thos. Shaw, G. B. Duke, H. Fountaine and J. A. McFarlane.

Charge Against a Miller.

Another matter taken up at the meeting that caused a lot of discussion was the complaint that a local miller was selling goods to exclusive flour and feed stores for ten cents per hundred less than to grocers. It was claimed that those merchants sold their goods for ten cents per hundred less than the grocers. Many of the grocers on the outskirts of the city claimed to sell as much feed as the flour and feed merchants complained of but had to pay more for their goods, which they thought was unfair. A committee consisting of Pres. Diprose, Adam Palmer, W. J. Dalgliesh, Thos. Shaw and J. A. McFarlane was named to wait on the firm mentioned and try to settle the matter.

A meeting was later held and the contention was arranged satisfactorily to all parties.

After the business of the meeting was concluded the Excelsior Male Quartette gave several selections for the entertainment of the members.

Certain packers of peas in the United States are already out for future contracts on 1913 peas, despite the fact that deliveries of 1912 peas have just been completed.

Freight rates on flour from Canadian ports are from 30 to 50 per cent. higher than they were a year ago. Space in Montreal vessels was sold out weeks ago and that from Maritime Province ports has been nearing that condition. This state of things causes the flour trade to be seriously handicapped, when otherwise it would have a very favorable opportunity in Europe.

Methods of Preventing Window Frosting

The Time is Now Close at Hand When This Problem Will be to the Fore With Every Merchant—The Best Method is to Have Cased-in Background and Air Vents at Edges of Window—This Equalizes Temperature Within and Without.

Although the weather in most parts of Canada has been unusually mild up to the present time, it will not be long before the rigors of winter are felt in full force. A question which faces every merchant, therefore, is the providing of some adequate means to prevent the frosting of his store windows.

The difficulty is a serious one. When the windows become frosted up, their usefulness for display purposes ceases for the time being. Business slackens appreciably, for a store with windows covered with frost does not present a very inviting appearance.

The reason for the frosting of windows is that the temperature varies inside and out. When the air inside the window is warmer than the air without, moisture forms and is turned into frost. If the temperature suddenly moderates, it is not uncommon to find store windows with frost on the outside, due to the fact that the air without has become warmer than the air on the other side of the plate glass.

Equalizing Temperature.

The correct theory to work upon in preventing frosting is to keep the temperature equal on both sides of the glass. This has been done in many cases by placing ventilators at top and bottom of the window. This results in a current of air circulating throughout the window and keeps the temperature sufficiently equalized to have the desired result. There are certain disadvantages connected with this plan, however. Dust and snow is allowed to blow in and the goods in the window suffer accordingly.

The most essential feature of any scheme to prevent frosting is to have a cased-in background. This keeps the warmth of the store from reaching the glass. It is much easier to keep the temperature equalized when the windows are cased right in.

An Original Idea.

A splendid and original idea to ventilate the windows has been embodied in the new store of the Mills Co., Hamilton. Small openings have been provided above the plate glass in the sides of the windows. The openings are about 6x16 inches and are hinged at the top. They swing inward and are operated from the interior of the windows. They can be kept open long enough to keep the temperature within the windows on a par with conditions outdoors. At the same time, being on the sides, they are not exposed to the street and do not admit dust or snow in quantities. A further advantage is the fact that they are not seen from the outside and do not detract from the appearance of the store front.

In view of the loss which frosting of windows entails on the merchant, the question of the proper construction of store fronts becomes one of much importance. Theoretically, what is needed is to reduce the humidity and thus prevent moisture from condensing on the glass surface by means of the circulation of cool, dry air. In a general sense, this sums up the situation, but several conditions must be taken account of.

First, the windows must be enclosed from the store proper and the enclosure must be quite air tight. Second, air from the outside must enter the windows near the edges and at the surface of the glass, in order to make the circulation greatest at the glass surface. Third, a sufficient amount of dry air must be admitted, in order to absorb the moisture.

These conditions have been borne in mind in the construction of modern store fronts, where vent holes are provided in the metal sash.

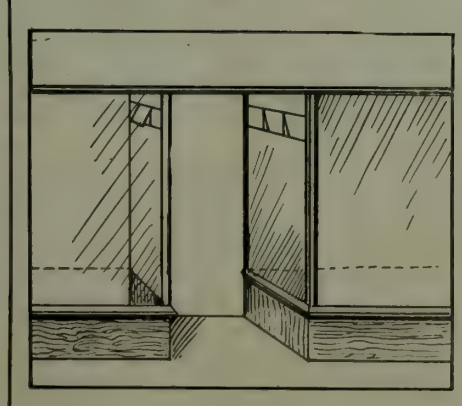
Other Remedies.

Numerous other remedies have been attempted with varying results. Rubbing the glass with glycerine has been tried but this method always leaves the glass smeared. A solution of alcohol or methylated spirits is sometimes used but the disadvantage here is in the expense involved. The cost is too great to make this method feasible for general use.

Other merchants have adopted the plan of keeping "foot lights" along the window base, gas jets being kept lighted to melt the frost off. This method is an expensive one and it does not always produce the desired results.

Still another method is found in the use of double windows. By placing a second plate of glass with narrow sash either inside or outside the window, it is possible to keep the surfaces of both clear from frost. There is the disadvantage, however, that the view into window is somewhat obstructed by the double glass.

Summing it up, the best method is to have the background closely cased in and the store front provided with air vents to allow the free circulation of cold air on both sides of the glass.



Method adopted by Mills Company, of Hamilton, to prevent frosting of windows—The openings in sides admit cold air and the temperature is thus equalized.

ALLEGED BUTTER TRUST INDICTED.

Chicago, Dec. 18.—The Elgin Board of Trade, popularly known as the "Butter Trust," and the American Association Creamery Butter Manufacturers, were attacked by the federal government in a civil anti-trust suit filed here to-day for the dissolution of both concerns.

Sweeping charges of a conspiracy to fix arbitrarily the price of butter in the interest of big manufacturers and cold storage concerns and to the detriment of the farmer, other small producers and the consuming public are made by Attorney General Wickersham against the trust, which he would destroy as a violation of the Sherman law. Butter making, it is claimed, has drifted to the large manufacturers, the natural increase in volume of business has been curtailed, and prices to the people of the country have been enhanced, especially during the winter, by the operation of the "conspirators" according to the government's petition in equity.

Current News of the Week

Quebec and Maritime Provinces.

G. & C. Hossack, grocers, Quebec, Que., have registered.

O. Royer, grocer, Laurierville, Que., has sold to J. B. Roy.

Alfred Martin, of A. & A. Martin, general merchants, Lachine, Que., died recently.

Quesnal Freres, general merchants, St. Andre Avelin, Que., are succeeded by A. Quesnal.

Illsley & Harvey Co., merchants, Port Williams, Kings County, N.S., began on Monday last to sell for cash only.

G. G. Harvey, formerly of Woodstock, N.B., has opened a retail grocery store at St. Mary's Ferry, York County, N.B., in the stand previously occupied by the late Elisha Van Wart.

Ontario.

J. A. Fraser & Son, grocers, Barrie, Ont., have sold out.

Henry Siebert, grocer, Windsor, Ont., has sold his business.

Wm. Robbins, grocer, Orangeville, Ont., has sold to John May.

D. J. Stewart, grocer, Webbwood, Ont., has sold to E. Latimer, of Ottawa.

R. A. Govier, general merchant, Summerhill, Ont., has sold to T. E. Mason.

The Eureka Match Co. has obtained a charter to do business in Fort William, Ont.

H. W. Stauffer, Hespeler, Ont., disposed of his grocery stock and fixtures by public auction. He will remove to Guelph.

The store of Thos. Pepper, on the York Road, Guelph, Ont., was broken into recently and a large amount of groceries taken.

A London report has it that the Wrigley Gum Mfg. Co., Chicago, intend establishing a factory in London, Ont. This firm has now a factory in Toronto.

J. Kirkpatrick was presented with a silver mounted umbrella by the Hamilton, Ont., Retail Grocers' Association at their last meeting in consideration of help he gave at the annual picnic.

James McLaughlan, Owen Sound, president of McLaughlan & Sons Co., biscuit manufacturers, is likely to be appointed a Senator. Mr. McLaughlan is chairman of the biscuit section of the Canadian Manufacturers' Association.

Adam Ballantine, a Hamilton, Ont., grocer, has for many years been in favor of 75 pounds as standard weight for a bag of potatoes. The question was discussed at the last meeting of the Hamilton R. G. A. Mr. Ballantine urges the above standard for the purpose of using sugar bags that are at present useless as soon as the sugar is emptied, because of their size. They will hold 75 pounds of potatoes. It is also argued that delivery boys could handle a 75-pound bag of potatoes much easier than a 90-pound bag. The matter was laid over.

Western Canada.

M. Duplat, grocer, Montmartre, Sask., has sold to Rochon Bros.

The City Park Grocery has opened a store in Edmonton, Alta.

Sutherland & Co., grocers, Winnipeg, are succeeded by Brown & Co.

Hunt & Andrews have opened a general store at St. Albert, Alta.

J. B. Ward, grocer, St. James, Man., is succeeded by A. J. G. Willis.

H. H. Owens, of H. Owens & Co., grocers, Vancouver, B.C., is dead.

Rioux Bros. have opened a grocery and feed store in Edmonton, Alta.

F. H. Eames has sold his grocery store at Edgerton, Alta., to P. S. Pawsey.

Genereaux & Viens have opened a general store at Athabasca Landing, Alta.

Rivers & Blythe, grocers, Regina, Sask., have dissolved, C. N. Rivers continuing.

E. Gibault has sold his grocery store in Edmonton, Alta., to J. E. & G. Gibault.

The St. Albert Trading Co. have taken over the general store business of H. L. Hunt at St. Albert, Alta.

C. H. Green, general merchant, Saskatoon, Sask., is selling to E. Bowman, who will take possession February, 1913.

Sutherland & Co., who for some time have conducted a grocery business at the corner of Evanson & Westminster Streets, Winnipeg, have sold out to T. W. Brown. The change takes place immediately.

Edward Kidd, formerly of the firm of Edward Kidd & Co., Limerick, Ireland, has come out to Vancouver, B.C., to establish a manufacturers' agency and importing business under the title of Kidd & Kidd. Mr. Kidd was forty years in the Old Country. His former business is now being carried on by a brother.

J. Plotkin, who has been in partnership for some time with his brother, A. Plotkin, in Swift Current, Sask., has removed to Medicine Hat, Alta., and erected a store on Queen Street, where he opened a stock of groceries last week.

At the monthly banquet and meeting of the Canadian Credit Men's Association, Winnipeg, Henry Detchon gave an account of the progress made during the past year. The branch for obtaining financial statements from retailers, he said, was working satisfactorily, and by January 1 next there would be a great increase of efficiency in this department. So far as membership was concerned they had now between 600 and 700 members. Notwithstanding the fact that it was less than three years ago when they started the association they had handled, or were handling, some 89 insolvent estates, and the question of establishing a central depot for disposing of surplus stocks in Manitoba on the lines of that at Calgary was receiving attention. The improvement of the mercantile agency service was under consideration, and if necessary the whole subject would be brought before the whole of the members.

TOTALS OF SALMON PACK.

Victoria, B.C., Dec. 18.—During the past year 996,576 cases of salmon were packed at the various canneries of British Columbia. This pack included sockeyes; spring, red and white; chums, pinks and cohoes. The total pack on the Fraser River was lower than that of the Skeena this season, the northern canneries putting up a total of 254,256 cases. The Fraser came next with 173,921 and Rivers Inlet was next in line with 137,697. On the Naas 71,162 cases were put up.

The pack of sockeyes was, as usual, the largest, the total being 444,762 cases, of which 107,784 were put up on the Fraser; 122,884 on Rivers Inlet; 92,498 on the Skeena; 36,037 cases on the Naas, and 94,559 cases at other points. The pack of Cohoes was next to that of sockeyes with a total of 165,309, of which 39,835 cases were contributed by Skeena canneries, 28,574 from the Fraser, 12,468 from the Naas, and 11,010 from Rivers Inlet, and 73,442 from outlying canneries.

The other totals were: Pinks, 247,743 cases; red springs, 62,345 cases; chums, 58,325 cases, and white springs, 18,092 cases. The Skeena canneries led largely in the pack of pinks and red springs.

Raisin Market Firmer---Beans Easier

Both Californias and Valencias Are Stronger—Importations of Austrian Beans Tend to Ease the Market—Wholesalers' Business Running Slack as Retailers Have Now Little Time to Buy—When Books Are Closed Season Will Likely Show Up Well.

ONTARIO MARKETS.

POINTERS:—
California Raisins.—Higher.
Valencia Raisins.—Firmer.
Shelled Walnuts.—Higher.
Beans.—Easier.

Toronto, Dec. 19.—A general easing off is noticed in the markets this week. The rush for the jobber caused by the holiday trade is now practically over. Sorting orders are still coming in for many lines of goods but the main bulk of business has been transacted for 1912. Now is the time when the retailer gets his chance in the hustle and bustle of the Christmas trade.

Prospects for a big year in the grocery business look even brighter than ever. Jobbing houses are already beginning to take inventory and will soon find out exactly how they stand on the year's business. Very general satisfaction seems to prevail throughout.

SUGAR.—The sugar situation is without special feature this week. Difficulty is being experienced in getting enough raws to last out until the new crop comes in. Latest reports state that the Cuba beet crop is still very favorable and 41 Centrals have already started to grind. The European beet crop, according to latest despatches, is rather more unfavorable. The estimate has again been reduced 145,000 tons but even at that it is ahead of last year. While the European crop estimate has been reduced the Cuban crop is the greatest ever seen, so that the general tendency is towards steadiness in the market. Prices this week continue unchanged.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 11
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—Prices here are low with very little chance to rise. Last year there was a big sugar crop in the West Indies and again next year a big crop is anticipated. The Barbados crop on the other hand is smaller than last season. A good movement is being felt in higher grades syrup and molasses and in these, prices are likely to be maintained.

The corn crop this year has been a record one and this will no doubt have a rather depressing effect on all corn products.

	Per case.
Syrups—	
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Some lines of dried fruits, more specially peels, are well sold up and supplies are becoming very scarce, even to a shortage.

Seedless varieties of California raisins have all advanced in price about ½ cent. Stocks in these, too, are being well cleaned up. Valencia raisins are also reported as higher this week.

Prunes even in the smaller sizes are hardening up and quite a change is noted in medium sizes. Large sizes are practically off the market. Peaches and apricots are very scarce and are daily becoming almost unobtainable.

Evaporated apples in fine quality are scarce and very hard to get. Quality on the whole market is said to be somewhat better than last year.

All stocks are now pretty well cleaned out. A few sorting orders are still coming in but for 1912 most of the business has already been transacted.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½

Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10	0 08¾
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09¼
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Very little change is noted in the tea market this week. Market continues quite strong, neither a drop nor yet a stronger tendency being experienced. Buying has been quite heavy this week on account of there being no sale on the London, England, market either next Tuesday or the week following, owing to the holidays.

COFFEE.—Little or no change has taken place in the coffee market during the past week. While there were several slight fluctuations, the general trend of the market remains unchanged. New crop coffee coming in now shows an improvement over last year's shipments with regard to quality. Prices are likely to remain stationary till after the middle of January.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—The spice market this week remains unchanged. Shipments have been moving out freely but now that the holiday rush is practically over a lull is being felt. No change in prices is looked forward to for some time.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Here the market has been pretty quiet for the past week. Just now there is a tendency to curtail purchases as much as possible and give a chance to wind up

the year's business. A very fair amount of business is passing for season.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 06
Seed	0 06½	0 07

NUTS.—Nuts have been moving out very freely even at advanced prices. New shelled walnuts now coming in are quoted fully 10 cents higher than last year. Quality is reported as good. There is a tendency to advance prices on all nuts in shell beyond last year's figures. A few orders are still coming in for delivery this year but the rush for this season is mainly over.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Prices on beans remain practically unchanged. One dealer reports having received a carload of Austrian hand picked which he is selling out at $2.90. Plenty of Canadian beans are still offering and the market on the whole is slightly easier.

Prime beans, per bush., new	....	2 80

CANNED GOODS.

Toronto.—Still some complaints are being made about slowness in delivery of canned goods, also about the condition in which shipments have been received. The situation has now been very much relieved, however, and those whose demands were most urgent have been supplied. Although canners have delivered only 60 per cent. of the tomatoes there are still lots to follow. Quantities in all lines seem to be large and as yet no complaints have been made with regard to quality of goods.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	.... 1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	.... 1 00
2's, Carrots	.... 1 00
3's, Carrots	.... 1 30
2's, Cauliflower	.... 1 67½
3's, Cauliflower	.... 2 10
2's, Parsnips	.... 1 15
3's, Parsnips	.... 1 30
3's, Turnips	.... 1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above. Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

Winnipeg, Dec. 17.—Retail trade in Christmas stuff has at time of writing been a little disappointing but there is ample time during the next week for sales to catch up. In wholesale circles things are quiet but there is a fairly good demand for staples and considerable sorting trade in holiday specialties.

Colder weather will no doubt stimulate trade in all lines and an advance in butter will bring about a brisker demand for syrups.

Collections have much improved and the amount of cash trade being done both in the city and in rural districts is reported as satisfactory.

No changes are reported in staple lines. Teas, coffees and dried fruits are steady in the primary markets and there is no change in the local situation.

The business outlook is considered to be satisfactory and manufacturers and wholesalers are confident that there will be a healthy development of business in 1913. Latest estimates place the wheat yet to be marketed in the West at some 60,000,000 bushels—a good reserve. The price is still much below what all the West would like to see it.

SUGARS.—The sugar market has remained unchanged since the last review and no one seems able to predict what the next change will be. The local demand for this commodity is excellent.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 80
Icing sugar, in boxes, 25 lbs.	5 90

SYRUP.—A sharp advance in butter will greatly stimulate syrup sales, which are generally much heavier during winter months than at any other season.

Corn Syrup—		
2 lb. tins, per case		2 23
8 lb. tins, per case		2 63
10 lb. tins, per case		2 51
20 lb. tins, per case		2 52
Barrels, per 100 lbs.		3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—That the coast shippers have disposed of the bulk of the season's crop of peaches and prunes is reported on reliable authority. The primary markets in these articles have assumed a much firmer tone and it looks now as if prices will advance early in the new year.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
90-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06¾
80-90s, 10s, s.p.	0 07¾
70-80s, 25s, s.p.	0 07¾
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07¾
50-60s, 25s, s.p.	0 08¾
40-50s, 25s, s.p.	0 09¾
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 32s, s.p., per box	2 20
Sultanas	0 14½

Currants—		
Dry, clean, per lb.	....	0 07
Washed, per lb.	....	0 07¼
1-lb. package	....	0 08¾
2-lb. package	....	0 17¼

TEAS AND COFFEES.—These staples are firm in the primary markets and locally there is no change.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 12¾
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—There are no changes to report this week but the market for both peas and beans is firm and may be slated for an advance.

Beans, hand-picked, per bushel	....	3 30
Beans, 3 lb. pickers, per bushel	....	3 20
Split peas, sack, 98 lbs.	....	4 25
Whole peas	....	2 90

NUTS.—The holiday trade in nuts has been quite up to the average. Stocks have been ample to meet all requirements.

Brazil	0 13	0 14
Tarragona almonds	....	0 16¾
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 17
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 35
Shelled walnuts	....	0 29

WINNIPEG.

PRODUCE AND PROVISIONS.—In dairy produce this week there is an advance of two cents per pound on creamery butter. With the advent of somewhat colder weather supplies of cream have much decreased, still the rise was somewhat unexpected. Storage eggs are easier but there is no change in price for the present. Heavy shipments of poultry have been coming in from south and east.

Lard, tierces	....	0 14¾
3 lb. tins, cases	....	9 35
5 lb. tins, cases	....	9 30
10 lb. tins, cases	....	9 20
20 lb. pails, cases	....	3 05
50 lb. tubs	....	7 50
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15½
Short clear	....	0 15¾
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario large	....	0 15
Ontario twins	....	0 15¾
Manitoba large	....	0 14
Manitoba twins	....	0 14½
Butter—		
Creamery	0 35	0 37
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage	....	0 26

WINNIPEG.

FISH.—Frozen lake fish are now selling on the market as is customary throughout the winter months. This stuff rather affects the butchers more than the grocers and does not affect the market for cured fish. Labrador herring have advanced. Oysters are in demand at prices unchanged.

Fish—		
Oysters, per gallon		2 75
Frozen salmon		0 11
Frozen halibut		0 09
Fresh whitefish		0 08½
Fresh pickerel		0 08
Block cod		0 10
Haddock		0 06
Finnan haddies		0 08
Holland herring, keg	0 66	0 72
Kippers, box	....	2 00
Smoked cod	....	0 12
Goldeyes, dozen	....	0 50
Labrador herring	4 50	4 80

NEW BRUNSWICK MARKETS.

St. John, Dec. 18.—Business at present particularly during past week, has been decidedly brisk. A last appeal is being made this week to dealers to "look over your stock of fruit syrups, jelly powders, extracts, icing sugar, spices, figs, dates, currants, raisins, peels, etc., prompt deliveries are promised on late orders.

Local supply of flour is still scanty. It is now opinion of dealers that market has reached a more settled state and no changes are looked for at least until New Year. Fancy Barbadoes molasses is decidedly scarce and the price is steadily increasing. Casks are now offered at 38 cents but without warning the price may advance any day as before next season's crop is offered higher prices are certain to come.

Lower prices are looked for by St. John dealers in sugar market soon after the New Year, and advices to the trade at present are to purchase only for immediate requirements.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 75	2 85
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Flour, Manitoba	5 75	5 80
Flour, Ontario	5 75	5 80
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 50
Oatmeal, std.	....	6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	27 00	28 75
Potatoes, barrel	1 60	1 80
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

The Eastern Tea Trade During November

An Anxious Month for the Grower on Account of Arrival of Cold Weather—Subsequent Reports However Were Favorable —Russian Buyers Strong in the Market—Effect of Balkan War.

The following information on the tea trade during November as seen through the eyes of a large London, Eng., and Calcutta firm will be interesting to the trade:—

"In many respects the market during November was a repetition of that during October, larger quantities of tea being offered than for the corresponding month of last year and the general average of quality being of a nondescript character.

"The Durga Poojah holidays took place during the month which usually marks an anxious and important time to the grower, for about this period which is the commencement of the cold weather, the seasons estimate may be considerably curtailed if the temperature suddenly drops. Therefore, the sale after the holidays is a most important one, however this year there was no news other than quite favorable to the growing community and as the quantity on offer was large and news from the London market very depressing it was not to be wondered at that prices generally showed a decline.

"There was little support given to the market throughout the entire month other than from the Russian buyers who must have taken considerably more than 50 per cent. of the entire offerings. The war in Turkey was responsible for the withdrawal of support of the Persian Gulf buyers who usually take a large quantity of stylish teas of all grades.

"The Australian buyers, however, were well represented.

"Fine Tea.—This grade was again noticeable by its absence, but whenever an isolated parcel came on offer buyers were plentiful.

"Medium Tea.—Teas of this grade with useful liquors were well supported throughout the month by all buyers, but nondescript liquoring sorts marked a decline in values week by week.

"Common Tea.—Useful clean Pekoe Souchongs kept fairly firm throughout while the common sorts sold at rather lower prices. Fannings showed no material alteration although all common Broken Pekoes met a declining market."

A carload of canned goods en route to Estevan, Sask., was partially burned in Portage la Prairie, Man., recently. The cause is attributed to an oil heater in the car.

Reducing the Difficulties of Delivery

Quick Service is Demanded, and This is Exceedingly Hard to Give—System the Only Salvation—How One Merchant Secures Three Deliveries a Day—Frankness Absolutely Necessary to Keep Customers—A Good Joke But Bad Business.

Distribution is one of the big problems of business life to-day—perhaps the biggest of all problems. It is the great question in West and East alike. To market his grain is the problem of the prairie farmer. To market his product is the study of the manufacturer; and to distribute his goods is undoubtedly one of the great problems of the retail hardwareman.

Delivery seems absolutely necessary. Men may dream of a blissful state in which people pay cash for what they buy, and carry off their purchases with them; but such Utopian conditions do not exist in many places. No. The great majority of dealers must make arrangements for delivering what is bought of them, and according as their arrangements to this end are good or bad will their business grow or diminish. Delivery, of course, is only one factor in a retail business, but it is an exceedingly important as well as a worrisome factor.

Friends Made and Lost.

Prompt delivery service can, and does, do a store almost incalculable good, and a bad service may cause much damage. Prompt delivery gives people faith in a store. It causes them to speak well of it when others are complaining of some other establishment where they have done business. Thus friends are made for the one store and lost for the other.

Dealers need little reminding of the harm done by poor deliveries. Perhaps all have intimate knowledge of customers lost because of this. Sometimes the slow service was inavoidable. Perhaps it was due to the carelessness of a delivery man. However, that may be, the evil results followed.

It is very evident that the question of delivery is one which requires careful study. System is necessary. There is absolutely no use attempting to deliver goods over any considerable area in a hit-or-miss fashion.

How System Was Arranged.

There are firms, of course, which employ a number of wagons. These have an opportunity to divide their territory into districts, giving one driver charge of a particular district. The majority of dealers, however, have but one rig, and have to give the best possible service with this. Moreover, if the work is properly regulated, a very good service may be given under these circumstances.

One man, doing business in a place of 20,000 inhabitants or a little more, has arranged to give three deliveries a day. He has found that it is possible to cover the territory this often, as it seldom happens that all the extremes have to be touched at the one time. If there are orders from all four extremes, then some of them have to be taken at each delivery. It would be impossible to attempt to make the full circuit at one time.

This man sends out his first load about 10 o'clock in the morning. This includes all the telephone orders of the early morning, and all the orders placed after 5 o'clock the night previous. These last, by the way, are the only orders of the day before left over.

The driver will make his round in about two hours, and then will attend to his horse and be back again very shortly after one o'clock. There will be more parcels to go out. If any urgent call has come it will be delivered first. The driver can start delivering either way. That is, he can go to the end of his run first, and work back; or he can commence delivering at houses near the store. If the hurry up calls do not come from widely divergent points the prompt service asked may usually be given.

Touching the Extremes.

This trip is usually over about 5 o'clock, and then there comes the late afternoon delivery. It is very seldom as heavy as the one o'clock round, yet the territory to be covered is often as great. Sometimes, indeed, it is greater —for a parcel may be left off the early delivery, because, it was for a district apart from that to which the rest of the goods were going. It has to go on the late delivery, and perhaps by the time this is made up there is an order in for goods to be delivered to some place on the other side of the city. If all are to go out that night, both extremes have to be touched.

Indeed the task is not an easy one, and the worst of it is that many people are thoughtless—to put it mildly. All naturally regard the delivery of their purchase as of the greatest importance.

A Case in Point.

The dealer who has arranged his three deliveries in a day, tells a story which has occurred to him in the past month. In his city is a residential district located on what is called the high level. As the name implies, it is on a plateau, to reach which a steep hill has to be climbed. A lady telephoned from one of the fine houses here, asking for a box of tacks. "And," she said," I must have them immediately." The merchant explained that his delivery was out, and that he could not get the tacks around until nearly six o'clock. Then the lady gave the merchant a piece of her mind. She wanted what she wanted when she wanted it. Probably, the merchant thought a lot. Indeed he admits as much, but he only said he would get the tacks around at the earliest possible moment. As he says: "It would not have mattered a great deal if we had lost that customer, but she would have talked. I saw how she could talk. She would have said we could not give a decent delivery service, and of course she would not have explained the circumstances as they really were. Her talk would have hurt us."

A Good Joke But Bad Business.

This incident brings to mind another which occurred to a grocer. A lady demanded a cake of yeast. Cakes of yeast cost 2c and yield the grocer ½c. profit. She insisted that this be sent around immediately. Well, the grocer determined to send it. He wrapped it up a dozen times. Then he wrapped it up some more. He put it in a bushel basket, and the driver, entering into the spirit of the joke, got another man to help him carry it into the purchaser's house. It was a good joke but bad business. The lady was offended. She told her friends—not of the joke, but of the supposed bad service—and several customers were lost.

Delivery is not only a troublesome part of the business, but an expensive part. It is estimated that a horse's keep comes to approximately $20 a month. Then there is the cost of keeping up the wagons, and the cost of the horses. It is a good horse that lasts more than six or seven years on delivery work, and horses are rising in value rapidly.

Frankness Absolutely Necessary.

Probably the one essential in connection with delivery is that there should be perfect frankness. Few customers will become annoyed when they are kept waiting a little time, if they have been told in the first place that the goods can not be sent earlier. It is the broken promises that make store enemies. Only the other day a hardwareman lost a customer because he had promised to have goods delivered by night. They did not come. The next day he said they were on the way. They did not come. The purchaser, the third day, found them still in the store.

An Experienced Sales Manager Wanted

On the first of December, Geo. D. Davis, a cut of whom appears on this page, joined the staff of Hardware and Metal, as associate editor. His acquisition will strengthen Hardware and Metal's organization where it was already strong, and make it possible to render even better service than in the past.

For a young man, Mr. Davis has the backing of a splendid experience to assist him in his new position.

Born in Stratford, Ont., he received his education in the public schools and collegiate institute of that city. His first hardware experience was gained with Duncan L. Myers, in the store now conducted by the Myers Hardware Company.

During the nine years that he was in the employ of Duncan L. Myers, Mr. Davis thoroughly absorbed the rudiments of hardware retailing, and gained an excellent business experience.

He now felt qualified for larger fields of endeavor and accepted a position with the Purdom Gillespie Hardware Co., London, Ont. It was at this time that Mr. Davis became intensely interested in newspaper advertising as a means of developing retail trade.

After being with Purdom Gillespie Hardware Co. for a year and a half, Mr. Davis had an opportunity of going on the road for the Hobbs Hardware Co., of London, and he accepted it.

GEO. D. DAVIS,
Hardware and Metal's New Associate Editor.

For two years he showed his samples from Milton to New Liskeard, and from Sudbury to the Soo. He made good as a traveling salesman just as he had previously made good as a stove salesman.

And his knowledge of hardware was growing apace.

By that time Mr. Gillespie had withdrawn from the Purdom Gillespie Hardware Co., which had changed its name to Purdom Hardware Co. Mr. Davis was invited to rejoin the firm, in an important position, and he did so.

For the past three and a half years Mr. Davis has been buyer for this firm, and has had charge of the sales and advertising departments. He has visited New York twice a year to buy new goods and has, in other respects, gained an intimate knowledge of the hardware trade, which will be invaluable to him as associate editor of Hardware and Metal.

Before leaving London last week, Mr. Davis was presented with a handsome traveling bag by Alex. H. Purdom, on behalf of the firm.

The appointment of Mr. Davis to the staff is in line with the progressive policy of Hardware and Metal, in maintaining a staff capable of giving an unrivalled service to its readers. With a big newsy issue every week, edited by men who are making a life work of studying conditions in the hardware trade, Hardware and Metal is bending every effort to maintain its prestige as the only trade paper which is really indispensable to Canadian hardwaremen.

The Canadian Grocer, which is published by the same firm who publish Hardware and Metal, has an opening on Montreal staff for a man with somewhat similar experience in grocery business to what Mr. Davis has had in hardware line. Applicants for this position should state fully experience they have had, and various men they can give for reference as to character and ability.

The Canadian Grocer has made many improvements in its appearance during the past year, and we have in view a number of new features which we are anxious to add during the year 1913. We are anxious to secure the services of a man who is familiar with all phases of grocery business.

Address Manager, The MacLean Publishing Company, Limited, Montreal.

Heavy Christmas Trade in Oranges

Wholesalers Report Demand From Retail Trade Quite Keen—Some Japanese Oranges Arrive in Eastern Canada—Grapefruit Still Plentiful But Price is Well Maintained—Vegetables a Little Easier This Week on Account of Attention Going to Fruits.

Plenty of Florida oranges have been offering this week. Sizes have been quite desirable and the eating quality excellent so that dealers have been turning their attention towards these and have made a specialty of them. There seems to be large crop in the south but in spite of that it is stated that prices on all better grades will be mainained. Florida packing houses are closing down on Saturday so as to have everything cleaned up by Christmas.

Grape fruit keeps coming in still in good quality and desirable sizes for this market. Here, 64's and 80's seem to be most preferred. At the shipping points prices remain firm and at present it is difficult to state just what the future will be. No decline is anticipated, however.

Large shipments of navel oranges are coming up both from Northern and Southern California. In Southern California especially, the crop is heavy. The color in these has been very good but quality is not all that is to be desired. Many are said to be rather sour and coarse. Better quality is expected later in season.

One of the difficulties which many of the dealers have found this year has been that oranges have been shipped in before sufficiently matured to send out again to the trade. This has caused large stocks to be held over until they should become a little riper and has thus put dealers to considerable inconvenience.

MONTREAL.

FRUITS.—A large trade is passing in all these lines, dealers now putting in supplies for Christmas and New Year trade. There seems to be enough apples to meet all demand, while cranberries are firming up considerably stocks being reported as getting low.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES. — Wholesalers are now more satisfied with trade, the dullness noticeable during past few weeks having given away to decided activity. Potatoes are in better supply and market is easy while all other lines are moving freely. A fair demand has set in for higher-priced vegetables, namely imported such as California celery, Borton lettuce, etc. Prices are not out of reason either, but compare favorably with certain other lines now selling.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—"Fruits are all selling well and prices are quite reasonable," was the statement made by one dealer in sizing up trade conditions this week. Oranges are commanding large sales now with the Christmas trade. Some of the navel oranges are reported as being rather sour. Floridas, however, are of excellent quality and are plentiful. "There are more Floridas this year than ever before and they're selling better," said one dealer.

Rather a novelty on the local market is the Japanese orange. These are very small, red oranges with a very thin skin and fairly sweet flavor. For some time they have been sold in the West and Pacific Coast, but are only now being introduced here. They come in straps, 6½ to 7 dozen in each section or from 13 to 14 dozen in a strap, and sell wholesale at $1.50 per strap. These come direct from Japan by way of Vancouver. Large quantities of holly and mistletoe are now being handled. Prices are quoted as follows: Holly, per case, $4.25; Holly wreaths, per doz., $1.75; and Mistletoe in boxes, 40c per lb.

Apples—		
Snows, per barrel	....	3 50
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bbl.	....	2 25
Greenings, No. 2, per bbl.	....	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	11 50
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	2 75	3 50
Oranges, Florida, case	3 00	3 25
Navels, per case	2 75	3 50
Mexican oranges, per box	....	2 25
Pineapples, per case	4 00	4 50
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Tangerines, per strap	5 50	5 75

VEGETABLES.—The whole vegetable market is stated by some dealers locally to be slightly easier this week. Owing to holiday trade more attention has been paid to fruits thus pushing vegetables rather to the background. But trade is still brisk and all lines are moving out fairly well.

The potato market is rather easier this week. Not so many have been offering as formerly.

Large sales are being made in onions, and plenty are offering. Quality, both in Ontario and Valencias is said to be very good.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	4 00
Cucumbers, Boston, hot house, doz.	....	2 00
Lettuce, doz. bunches	0 25	0 30
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	....	2 50

Canadian onions, 75 lb. bag	....	1 25
Potatoes, Ontario, per bag	1 00	1 15
Potatoes, New Brunswick	1 15	1 20
Parsnips, per bag	....	0 75
Turnips, per bag	....	0 60
Tomatoes, hothouse, per lb.	....	0 28
Sweet potatoes, hamper	....	1 50
Cauliflower, per case	....	4 25

WINNIPEG.

FRUITS AND VEGETABLES.—Native vegetables are becoming scarce and dear. A considerable quantity of imported stuff is now on the market. Navel oranges, grapefruit and lemons are all reduced in price. Some lines of Ontario apples are a little stiffer. There is a fair demand for table fruits and good cranberries are in demand.

Malaga grapes, kegs	8 00	8 50
Navel oranges, case	3 75	4 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	7 50
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	12 50
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Pears	....	4 00
Japanese oranges, box	0 65	0 85
Valencia onions	....	2 00
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

How Big Trade Was Worked Up in Apples

Adams Bros., Lindsay, Ont., Have Made Special Feature of This Trade and Now Have Big List of Apple Customers—Plan Ahead for Stocks and Sell in Advance of Arrival—Exemplifies How a Particular Line Can be Sold if Given Special Attention.

Lindsay, Ont., Dec. 19.—(Special).—Adams Bros., grocers, of Lindsay, Ont., have succeeded, by continual effort for a number of years, in building up an enormous trade in apples. Planning ahead in regard to purchases and sales, and attention to giving satisfactory stock has been responsible in no little part for their success.

Plan Early for Supplies.

They do not wait until customers begin to ask for apples, before purchasing, as some grocers are known to do. They arrange in the early fall for their supplies. Their trade has grown to such an extent that not only do they purchase from the surrounding farmers but also from distant points.

This year, the firm purchased the output of an orchard as the fruit stood on the trees. It was in another section of the country, and the firm arranged for picking and had them shipped to Lindsay. J. E. Adams, one of the members visited the orchard, and personally superintended the packing and grading of the fruit himself, so that the quality would be such as could be depended on.

Take Advance Orders.

When they are getting a shipment in by freight, or even from the surrounding farmers, Adams Bros. try to arrange to sell as many as possible in advance, so that they can be delivered right from the car, without being stored. They urge customers to give their orders in this way, pointing out that they will get the best choice and the cost will be less with the one moving because it is not necessary to put them into storage.

Thus, the plan is to the advantage of both the seller and the buyer. Previous to receiving a shipment, they get in orders by advertising in the local paper, and also by talks to customers when they come into the store.

Use Windows to Make Apple Sales.

The firm also have a corner window which is used at times in promoting apple sales. Generally the full barrels are used in the display, merely the tops being removed. The different varieties of apples are arranged so as to give the proper color scheme. Such a display always brings good results, a big quantity being disposed of in this way. Display is almost constantly maintained in the store by means of two or three sample barrels.

Quality Brings Back Customers.

Making a feature of apples and showing them in considerable quantity brings considerable business of itself. Then, again, Adams Bros., have always given particular attention to the quality of their stock. People are satisfied and come back year after year to leave their order for apples.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Please give me name of manufacturer (Canadian) or Canadian agent of American firm selling or manufacturing enamel signs of all sizes.—C. A. R., Dunnville, Ont.

Editorial note.—The Day Sign Co., 149 Victoria Street, and J. E. Richardson, 147 Church Street, both of Toronto, manufacture enamel signs.

* * *

Editorial note.—Some time ago an inquiry was sent to this column for names of firms manufacturing or handling collapsible wooden boxes for delivery. A Grocer reader has kindly forwarded the following names of manufacturers: Keenan Bros., Owen Sound, Ont., and Hessin & Co., Sault Ste. Marie, Ont.

* * *

Editor Canadian Grocer.—We have a lot of honey that looks like half sugar. Where could we have a sample analyzed and about what would be the cost?—A. S. J., Exeter, Ont.

Editorial note.—If this is sent to H. J. Dager, 278 Jarvis Street, Toronto, an Ontario food inspector, it will be forwarded to the proper authorities at Ottawa. The cost of analysis may be $8 or $10.

Following items are from The Canadian Grocer of December 23, 1892:—

"Some of the Toronto merchants are endeavoring to get the Hamilton and North-Western to handle goods more promptly. It takes a couple of days more to get goods from Toronto than from Hamilton."

Editor's Note.—It was ever thus. Complaints against the railways for delays are heard to-day as was the case 20 years ago.

* * *

In our Montreal market report of December 23, 1892, sugar is quoted at $4.50 per cwt. In this week's issue best granulated sugar is quoted at $4.75—only a difference of 25 cents a hundred or ¼ of a cent a pound existing.

* * *

"A grocer must not always measure his profit by what he makes out of the sale he makes, but by the possible sales in the future. Human nature, we know, is so apt to regard the value of a business transaction by the amount of profit that is made upon the sale itself. But is this wise? Not always, we are sure. And there are abundant reasons why this cannot be considered anything but suicidal. Impressions in this world go a great way, and once you secure the confidence and respect of a person dealing with you a great step has been taken toward success."

Editor's Note.—This little bit of philosophy is more true to-day than 20 years ago. Confidence in the grocer and in his honesty to supply good goods is what is doing most to bring him success.

Heavy Demand for Cereals Continues

Manufacturers of Package Goods Say There Is Shortage in Supplies—Rolled Oat Decline Not General—Cornmeal Not Yet Down but Expected to Decline—Flour Situation Dull—Western Farmers Have More Wheat but Are Holding Back Waiting for Better Prices.

While last week's report regarding a further decline of 20 cents in the price of rolled oats has been confirmed by one miller, the large mills claim that no reduction in price was made whatever. The price most generally quoted, and which may be taken as the standard, is that given two weeks ago. Business keeps brisk and competition has been keen. Supplies are being kept down by the large demand, and in some lines dealers are sold right out. The shortage of package goods mentioned last week has been relieved very little.

This year's corn crop has been a record one and perhaps the largest in history. Some difference of opinion is expressed with regard to the future of cornmeal. While some millers state that as soon as larger supplies come in prices will be reduced, others state that bottom of the market has already been reached and prices will go no lower.

The flour market has been rather dull for the past week. Rather more Ontario wheat has been coming in of late on account of colder weather bettering the condition of the roads. Complaints have been received from several parts of Ontario to the effect that wheat is too soft. Much of it was harvested in a damaged condition and contains too much water. Bakers are complaining that it is not nearly strong enough.

Quality in Manitoba wheat is excellent and has perhaps never been better but prices are low and farmers are holding back.

No change of price has been announced this week and the present lull in the market will certainly effect no advance. In sympathy with lower prices in wheat, rolled wheat has taken a decline of 5 cents this week.

MONTREAL.

FLOUR.—There is a good demand from country points for spring wheat flour and dealers are evidently laying in good stocks. Of course, the country roads are in better condition of late. Winter wheat flour remains the same, price being fully maintained. The demand seems to be in excess of the supply coming from Ontario millers.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS. — Market remains unchanged, there being a better demand at prices mentioned. Mills are pretty busy with good stocks and competition seems likely to cause an easing in price. Decline mentioned last week was not made by the large Canadian millers, standard prices being same as quoted two weeks ago.

Fine oatmeal, single bag lots	....	2 53
Standard oatmeal, single bag lots	....	2 53
Granulated oatmeal, single bag lots.....	....	2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	....	2 20
Rolled oats, jute bags, 90-lb. single bag lots	....	2 30
Rolled oats, cotton bags, 90-lb. single bag lots	....	2 35
Rolled oats, barrels	....	4 65
Rolled wheat, bbl.	....	2 75
Hominy, 98 lb. sack	....	2 30
Bolted cornmeal, 100 bags	....	2 25

TORONTO.

FLOUR.—For this season of the year local demand is very strong and export is good. Flour is a little out of line with the wheat market at present but a few days will likely right conditions again.

Down grade markets for some time past have at last begun to make people think there is no bottom to be reached. All ginger is being taken out of the market and the result is a lull in business. But this is only as expected at this season as from the middle of December to the middle of January the flour market is generally pretty quiet.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....	....	5 30
2nd patents, in car lots, per bbl.....	....	4 80
Strong bakers, in car lots, per bbl.....	....	4 60
Feed flour, in car lots, per ton	31 00	34 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS. — The report published last week that rolled oats had made a further decline of 20 cents a barrel while confirmed by one miller does not seem to have been general. So that prices most commonly quoted still remain at figures quoted in The Grocer two weeks ago.

There seems to be no necessity for lower prices in rolled oats, claimed one miller. "If feed were to go up prices of rolled oats might go down," he said, "but at present feed is declining continually."

Supplies of package goods are reported by some as very low and one miller states that he is practically cleaned out.

New supplies of corn goods have not arrived yet. "Our car is a week overdue already," said one dealer. "When it arrives prices will decline." Other millers state that although the corn crop this year has been the biggest in history, the present basis is considered quite legitimate and that the market is as low as it will go.

Rolled oats, small lots, 90 lb. sacks....	....	2 30
Rolled oats, 25 bags to car lots	....	2 20
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 43
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots.....	....	2 75
Cornmeal, 98 lb. bags, 25 bag lots.....	....	2 00
Rolled oats in cotton sacks, 5 cents more.		

MILL FEED.—Mill feed is declining steadily and trade has been rather quiet for the past week. There seems to be a fair demand for bran, but nothing to warrant an advance in price. The whole market is weak.

Bran, in car lots, per ton	....	20 50
Shorts, in car lots, per ton	....	25 00

WINNIPEG.

FLOUR AND CEREALS.—Flour remains at prices last quoted but on the basis of the price of wheat it is undoubtedly high. Prices quoted are for cotton bags, jute bags 10 cents less. The domestic demand keeps up well but export trade is dull.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	2 25
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

Good Business Passing in the Fish Line

Advent Has Meant Increased Sales in All Lines on Market—Wholesalers Kept Busy Filling Orders—Oyster Trade Has Been on a Large Scale.

Still great demand keeps up for fish of all kinds, and supplies are changing hands very rapidly. Large orders due chiefly to Advent trade have been coming in briskly and dealers have been kept busy making shipments.

More favorable weather during the past week has encouraged fishermen and large catches have been made especially on the inshore ground. Halibut are reported as very scarce in Nova Scotia and selling at high prices.

Quality in oysters is slightly better this week. More vitality and strength is noted than formerly by some dealers. There seems to be much fear especially amongst the smaller growers that conditions of last year are likely to repeat themselves. Sudden cold weather coming on would freeze up all bays making it almost impossible to gather oysters at all. Large growers, while also anticipating this, are not experiencing so much fear on account of being provided with ice crushers, and in every way being better capable of meeting conditions.

QUEBEC.

MONTREAL.—The holiday trade has so far been bright and country dealers are putting in strong orders for future delivery. Prices are varying but little and there seems ample stock to meet all requirements. Haddies, kippers and bloaters are chief sellers along with fillets while boneless cod is also on the move.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.	....	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30-lb. box	....	0 12
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50
SMOKED.		
Bloaters, box	....	1 25
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	0 15
Kippers (small), per box of 50 fish	....	1 25
Smoked salmon, per lb.	....	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	....	0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.	....	1 90
Bulk standards, gal., $1.40; selects	....	1 60

ONTARIO.

TORONTO.—Local conditions have improved greatly since last week and trade is now quite brisk. Quality in all lines is said to be exceptionally good. Frozen fish are now coming in in large quantities and are moving out freely. Cold weather of the past week has aided the fish trade greatly and now everyone is looking forward to a record season.

Oysters are reported as coming in larger quantities and much better quality than last week.

FROZEN FISH.		
Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07
SMOKED.		
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	6 00
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 [illegible]
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 12
Extra, per lb.	....	0 17

NOVA SCOTIA.

HALIFAX.—Fresh fish continues in good supply. The weather the past week has been favorable for fishermen operating on the inshore grounds, and good catches of cod and haddock are being made for season. There is scarcity of halibut 4,000 pounds of halibut landed at Gloucester this week sold for 18½ cents per pound—the highest price paid this season.

AN ERROR CORRECTED.

In last issue an error was made in the advertisement of Laporte, Martin & Co., Ltd., Montreal. The total amount of dried fruits advertised at 1,000 packages, should have been 20,000. The trade, no doubt, knowing the volume of business handled by this firm, have already realized this was simply a typographical error.

The Grocer is in receipt of a copy of the 1913 Official Wholesale Grocers' Directory of United States and Canada, published by Orrin Thacker, Columbus, Ohio. Mr. Thacker has been publishing the official directory for nineteen years. The 1913 edition contains 2,879 names of exclusive wholesale grocers in the United States, 231 names of exclusive wholesale grocers in Canada and 1,168 names of semi-jobbers and chain stores in the United States.

Produce & Provisions

Butter Situation Somewhat Puzzling

Dealers Find it Difficult to Determine Just What the Market Conditions are—Storage Stocks are Apparently Heavy and if Market Here Were to go Up New Zealand Stock Would Likely Play More Important Part—Provisions Comparatively Quiet—New Laid Eggs Still High.

The situation in the butter market although somewhat better than last week is still a little disappointing to holders. Large stocks of storage are said to be on the market and these are likely to keep prices from soaring to the high mark reached last year. It is stated that some of the larger retail dealers have cut deeply into their stocks and will have to replenish soon. That they will find prices as firm as ever, or even more so seems to be what is expected.

Receipts have kept up remarkably well and some dealers speak hopefully of the future stating that before the new make they would not be surprised to see prices rise to the high mark of 40 cents. Before that takes place, however a tremendous advance will have to be made in England. As matters now stand the slightest advance on present prices here would cause Australian and New Zealand to flow in and flood the market.

Eggs, speaking of the strictly new laid article, are scarce and higher prices are being reached. Supplies are beginning to come in a little more freely. U.S. dealers report fresh receipts from the Southern and Middle States and even in some parts of Canada more are offering. Dealers are supplying the trade to great extent from their stocks of storage. Prices in these have been rather easier lately on account of methods adopted in American cities to get rid of them. In Philadelphia and New York storage eggs have even been sold in the streets. This fact gives some insight into the quantity which must be held in stock before such courses could be adopted.

Poultry trade has been much more active this week and supplies have changed hands very rapidly. An advance on prices all round before the holiday trade is over would not be a bit surprising.

The improved conditions in the cheese market reported last week still hold good and are even more pronounced this week. More business has been done and at advanced prices. This improvement in demand was not looked forward to till after the beginning of the New Year. At that time English importers take stock and are in a better position to judge the amounts they will require both for present and future. With this turn of affairs great activity in the cheese market is expected at any time now.

MONTREAL.

PROVISIONS.—Christmas rush is on and all lines are moving freely and as stocks are in good shape it does not look as if change in prices will result. The demand from outside sources is heavier than usual, hams and bacon being eagerly sought after. Dressed hogs are steady at prices quoted while lard is also firm.

Long clear bacon, heavy, lb.		0 14
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¾
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 17
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 19
Breakfast bacon, English, boneless, per lb.		0 19½
Windsor bacon, skinned, backs, per lb.		0 22½
Spiced roll bacon, boneless, short, per lb.		0 16½
Boiled ham, small, skinned, boneless		0 25½
Hogs, live, per cwt.	....	8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 5 lbs., per lb.		0 16¾
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 50 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—There has been less activity in this market than during previous weeks and while demand is fair, nevertheless, it is somewhat disappointing for this time of year. Buyers evidently have good supplies on hand and are waiting till same are reduced before placing new orders. Fresh made butter is coming along freely but quality is notup to same standard as earlier make and market is easier.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS. — Supplies coming forward show a decrease for the past week compared with corresponding period of last year. A good business is, however, being done and prices continue to present an upward tendency. Of course they can hardly do anything else, as new laids are scarce and fetching fancy prices so that the demand for cold storage stocks is more marked, and at that there is a fairly large hole already made in the latter.

New laid eggs, per doz.	0 45	0 50
Selects	....	0 32
No. 1's	....	0 28

POULTRY.—The shortage of geese and rush on all other lines has added considerable life to this market and general firmness prevails. It would not be surprising to see a light advance all round before holiday trade is over.

Turkeys, No. 1, per lb.	....	0 25
Turkeys, No. 2, per lb.	0 20	0 22
Chickens, per lb.	....	0 17
Fowls, per lb.	0 15	0 16
Ducks, per lb.	....	0 18
Geese, per lb.	....	0 15

HONEY.—The market is devoid of interest only a fair demand for any line being made. Prices remain unchanged.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS.—This week provision market is reported as slightly quieter than last, owing chiefly to effect of the Christmas demand for poultry. It is expected that this condition will prevail till after holiday season is past and that there will then be a marked improvement. At present supply coming in is

quite ample for demand, and the quality is all that is to be expected at this time of year.

Cooked hams are quoted slightly lower this week. Apart from that there has been no change in price of smoked meats. Some dealers are receiving as much as 18 for light hams, but 17 seems a more general price.

Practically no change has taken place in the hog market. Early in the week few were offering. Prices remain unchanged.

Smoked Meats—		
Light hams, per lb.	0 17	0 18
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	....	8 00
Live hogs, at country points	....	7 65
Dressed hogs	11 00	11 50

BUTTER. — Butter market has this week taken on slightly firmer tone and present conditions are likely to prevail for some time. Deliveries while not large have been quite heavy enough to take care of current trade. Owing to large profits made in butter last year greater storage stocks were laid in for this season and now these are evidently tending to keep market down so that no great advance such as came last year is expected. Fresh butter is scarce and little of it is being made.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—Mild weather of past few days has not been at all encouraging to storage stocks. Both storage and pickled are quoted as slightly easier this week. Women selling these on the streets in Philadelphia, New York and other American cities is claimed to have done much to weaken the market, and effect lower prices for the time being.

Strictly new laid eggs are still a scarce article, and prices locally have been advanced 10 cents. Recently more have been offering, however. American dealers have been quoting fresh receipts which mean that supplies are coming up from Southern and Middle States.

Eggs—		
Strictly new laid, per doz.	0 50	0 55
Storage, per doz.	0 27	0 29
Pickled, per doz.	0 27	0 29

CHEESE.—There is little activity in the cheese market here just now and prices remain same as a week ago.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 15
Stilton	0 16	0 18

POULTRY. — Stocks in poultry for past week have not been large, and as a rule supplies have been snatched up about as fast as they came in. Rather more business has been done than last week. Supplies are both coming in and moving out freely. Early this week no change in prices had been made but some dealers look forward to higher prices ruling before week is over.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 11—0 12

WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb.	0 12	0 15
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

Dealer Loses $100 in Egg Deal

Out of Case of 36 Dozen Supposedly Good Stock 16 Dozen Found to be Rotten—Net Loss on the One Case Figured at Over $4 and 30 Cases Had Been Purchased—A Problem That Should be Taken Up Seriously by Food Authorities.

If parcel post legislation comes into effect in Canada will buyers of eggs be assured of getting what they pay for? Should this be the case, a great many would be pleased to see it come. The following letter indicates the sort of trade going on in a great many instances in the egg business:—

Editor, Canadian Grocer.—In a recent issue of your paper I read of a wholesale provision merchant in Toronto who felt that he had been imposed upon in an egg transaction because of the enormous waste—72½ doz. on a lot of 1,000 doz.

The writer of this letter has had an experience that should make this merchant feel that he got off "easy."

I bought, the latter part of May, from a biscuit manufacturer in an Ontario town, 30 cases of eggs that were guaranteed to be of first-class quality; in fact, fit to be immediately sent to cold storage. He claimed that his nightwatchman had repacked every case, throwing out the rots, splits and dirty eggs. The following is a sample case and this is the manner in which I figure out my loss:—

1 case of eggs, 36 doz. @ 23c		$8.28
Cold storage charges		.30
Freight		.20
16 doz. rotten and ½ doz. splits leaves 19½ doz., for which I will receive, at 32c per doz., $6.24.		
15% on selling price to cover store expenses		.90
		$9.68
19½ doz. @ 32c	$6.24	
½ doz. splits	.10	
		6.34
		$3.34
10% net profit eliminated		.73
Total net loss on one case (36 doz)		$4.07

The vendor no doubt acted in good faith, and deception, if any, was on the part of a lazy night watchman, but for all of that, why should I be put to such a loss—approximately $100.

Yours truly, GOOD FAITH.
Montreal, Que., Dec. 10, 1912.

Here then is still another letter indicative of the conditions existing in the egg traffic. Absolutely rotten eggs are sold for first-class stock in all parts of the country and there is no law which can get at the vendors.

Law Gets After Similar Offences.

Imagine a retailer selling decomposed fruit or rotten vegetables; or even a farmer on the maket selling tainted meat. How soon would the pure food authorities be after him! Yet there are scores of egg raisers to-day selling many eggs unfit for human consumption. They evidently feel they can take a chance on not being discovered because of the protection the shell supplies.

Every wholesale commission man can give scores of instances where rotten eggs are sold as fresh. Probably few will mean such a loss as in the case of the Montreal grocer who wrote the above letter.

Egg raising in Canada is not keeping pace with consumption in view of our ever increasing population. But with the waste of eggs now going on, due to eggs being held too long, the supply falls still further short, and at the same time, eggs are more expensive than they otherwise would be.

Waiting for big prices.

During the fall of the year when hens are laying a restricted number of eggs, it has been found that these are often held over until winter when the high price for new laids is in vogue. They are then placed on the market at the high figure but when the candler is reached, the price of the stale stock must fall and this necessarily raises that of the good unduly high.

This egg question is one that should be given closer study by our government and food experts. The waste is too great and action against it cannot be taken too soon.

SALES MANAGER GETS WATCH.

S. H. Small, sales manager of the Postum Cereal Co., Battle Creek, Michigan, at a recent conference of brokers handling the company's products was presented with a handsome watch—one claimed to have few equals in the world. The gift came as quite a surprise, as Mr. Small did not even know of the coming of the brokers to the city. R. S. McIndoe, the Postum Cereal Co.'s representative in Toronto, was at Battle Creek for the event.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 60
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95
14's and 30's per lb.		
Strawberry	0 13	
Black currant	0 13	
Raspberry	0 13	

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
.1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18	....	0 16
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	5 75
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 50
Clover Brand, ea. 4 doz.	4 50
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

ALWAYS IN THE LEAD

EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

Established 1854

Wishing all and every one of our many friends and customers a Very Merry Christmas

F. W. FEARMAN CO.
LIMITED

Curers of the "Star Brand" Hams and Bacon.

HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 27c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	18 20
1-16 gall. gross lot	20 00

Probably no other line of Coffees in the world have been made so easy and so satisfactory for the grocer to sell as the products of

CHASE & SANBORN

MONTREAL

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?———

We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 ..... 3½
Quarter barrels, 175 ..... 3¾
Pails, 38½ 1 75
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case.. 2 75
5-lb. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.... 3 50
5-lb. tins, 1 doz. in case.... 4 00
10-lb. tins, ½ doz. in case.. 3 95
20-lb. tins, ¼ doz. in case.. 3 90
(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case 2 60
Manitoba, per case 3 00
Saskatchewan, per case ... 3 20
Alberta, per case 3 30
British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints ... 3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross $2 40
2a size, gross 2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23	.30
Black Label, 1-lb, retail at 25c		.20
Black Label, ½-lb., retail at 25c		.21
Blue Label. retail at 30c		.24
Green Label, retail at 40c...		.30
Red Label, retail at 50c		.35
Brown Label, retail at 60c..		.42
Gold Label, retail at 80c....		.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

That everybody will have a Happy Christmas is the wish of

H. P. ECKARDT & CO.

WHITE DOVE
Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.

W. P. Downey
MONTREAL, QUE.

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent

Toronto, - Canada

TO OUR FRIENDS:

The Canadian grocers and their clerks, we present our heartiest good wishes for a record holiday trade.

A Happy Christmas

and a

Prosperous New Year

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL ST., - MONTREAL

A Delightful Xmas To All

The best of good cheer, the most joyous and prosperous times be yours this Christmastide and in the coming year.

We wish to thank our patrons in every town and city of Canada for their co-operation in introducing and making known the Jam of Jams—King Brand (compound). We have tried to do our share to make 1912 a year of prosperity to you and will do the same in 1913.

Let us again wish all a Merry Christmas and a Bumper New Year.

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces - -	J. Hunter White
Western Provinces - -	J. J. Gilmor & Co., Winnipeg

Xmas Fruits In Abundance

Place your order now to ensure good delivery for Xmas. High class Navel, Florida and Valencia Oranges. Holly Wreaths, Holly and Wreathing. Grapes, Pineapples, Celery, Lemons, Nuts, Dates, Figs, Haddie and Oysters.

Largest and Best assorted stocks to choose from.

WHITE & CO., LTD.

Toronto

RUSH ORDERS

Besides wishing you all the compliments of the season, we hope that you all will have a bumper Xmas trade, and that, if you find you are running short of anything in the fruit line, you will wire us or phone us for what you require.

All rush orders will be filled by return express. If you have not enough weight to make a shipment, we would suggest a few greens to brighten up the store, such as

Tomatoes, Cucumbers, Pineapples,
Lettuce, Parsley, Celery, Radish

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

Elgin Brand

Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.

SOLE MANUFACTURERS. PIQUA, OHIO

SNAP

Does The Trick

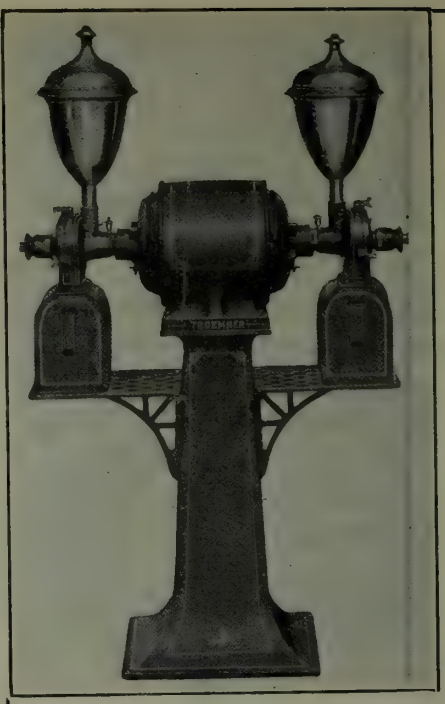
when the mechanic, the chauffeur, the painter, or any person requires something more than soap to remove dirt from the hands. The action of Snap loosens the particles of dirt and clears them away, leaving the hands clean and white.

SNAP
TRADE MARK
ANTISEPTIC
HAND CLEANER
PREPARED BY
SNAP COMPANY
LIMITED
MONTREAL

Introduce Snap wherever you can and you will please and satisfy your patrons.

Keep Snap Displayed

SNAP COMPANY
LIMITED
MONTREAL



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemmer Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc. Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON
1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

BROOMS
OF
QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

WARNING!

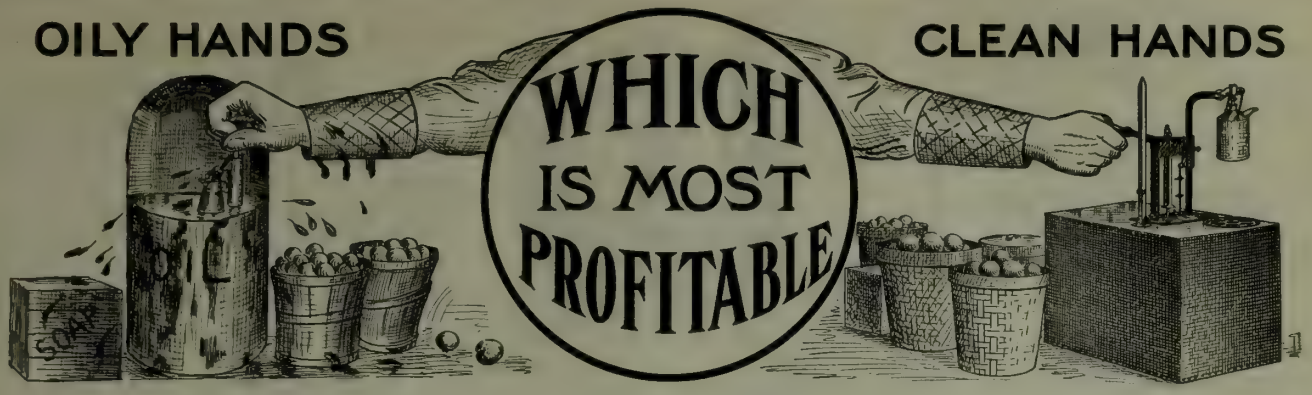
CRESCENT BM&Co. TRADE MARK. BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

OILY HANDS



CLEAN HANDS

Loss of oil means loss of other articles as well, because oil taints everything it touches, and even the odor will taint butter, lard, bread and many other foods. You will **increase your whole business,** besides **making money on oil** when you get a

BOWSER

SELF-MEASURING OIL TANK

because it will please your customers by its cleanliness and accuracy. Unless you have a BOWSER OUTFIT you not only **lose money** on the **oil itself,** but you also permit the oil nuisance to drive customers off to trade with your competitor who **has** a BOWSER. The grocer who uses the old style tank **pays for** BOWSER OUTFIT **without getting** it. The BOWSER OUTFIT does away with measure and funnel, tells the right price to charge for any quantity of oil, tells how much oil is left in your tank. If you want an oil "business" instead of an oil "nuisance," write us for free book No. 222, and full particulars.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., **Toronto, Ont.**

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

NO GUESS WORK

It is not easy to cut cheese exactly to the ounce, oftentimes more than the order calls for is cut and it is left to dry up and waste. That will continue to be your loss if you cut cheese by guess work.

THE

Perfection Computing Cheese Cutter

can be depended upon to cut just exactly the amount required. All you have to do is to set the price mark on one scale opposite the weight mark on the other scale, turn the thumbscrew and it is ready for business.
Write us, asking for particulars and prices.

American Computing Co. of Canada

Hamilton, - - - Ontario

STUHR'S

GENUINE CAVIARE, ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

LEITCH ANCHOR BRAND OAK LAKE

A Good Resolve

Anchor Brand Flour

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by 11
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., NEW YORK

THREE DELICIOUS DISHES

FOSTER'S LINCOLN { **HAND BRAND PEAS, TWIN-VEG AND PARSLEY-BEANS**

Agents: MACLURE & LANGLEY, 12 Front Street East, TORONTO

Looking Ahead
WONDERFUL SOAP

is the soap to recommend to your customers at this time when many dainty and delicate fabrics will need washing, and to make your customers' joys the fullest, sell them this wonderful cleaner to cleanse their fine dresses and laces without injury and little effort.

Greetings to the Trade.

The Guelph Soap Co.
GUELPH, ONTARIO

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

The Grocer's Standby

By recommending to your customers an article that has been tried and tested and found to give absolute satisfaction, you get their confidence and trade.

SOCLEAN
(The Dustless Sweeping Compound)

positively lays dust, cleans carpets, destroys moths—in short, it is the scientific way of cleaning the home. The dealer makes a good profit on every sale, and the customers get quality and quantity for their money. Packed in pails to retail at 25c, 40c and 75c each.

SOCLEAN LIMITED
"The originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M.SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality —only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case. $4.20
Banner Condensed Milk, 4 doz. in case... $5.00

J. Malcolm & Son, St. George, Ont.

By Special royal permission

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly. After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

We Beg To Thank

the many dealers throughout the Dominion for their staunch support during this closing year in distributing and making known to the public the milk that solves the milk problem — LAURENTIA —the pure milk that keeps.

Wishing one and all a Merry Christmas and a Prosperous New Year.

THE LAURENTIA MILK CO., LIMITED

371 Queen St. West, Toronto, Ont.

Telephone Adelaide 2760

THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

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G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver

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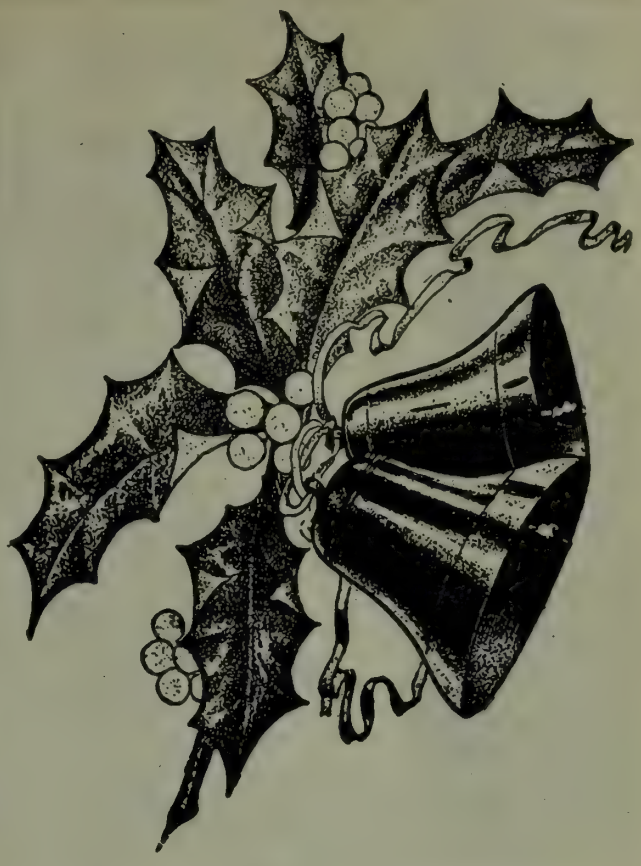
Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
Technical Book Department
143-149 University St. - Toronto, Canada



A Merry Christmas and Prosperous New Year

is the wish extended to all, by the packers of the popular

Brunswick Brand Sea Foods

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

A delicacy that sells well during the holiday season, as well as all the year round.

May this happy Yuletide season be enjoyed by you to the fullest is our sincere wish.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

SUPERIOR GRADE

both in materials and in processes of manufacture are the explanation of the wonderful popularity of

Sterling Brand
Food Products

For business building there are no rivals for "Sterling" Lime Juice, Jams, Mixed Pickles, Sweet Pickles, Relishes, Extracts, Marmalades, Crushed Fruits and Fountain supplies.

The T. A. Lytle Co., Limited

STERLING ROAD :-: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada - Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
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Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco
WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED
Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

GROCERY BUSINESS FOR SALE IN GROWing city in New Ontario. Last year's turnover $35,000. Stock and fixtures about $5,000. Good chance for the right man. Apply to Box No. 457, Canadian Grocer, Toronto.

SITUATION VACANT

WANTED—WHOLESALE GROCERY TRAvelling salesmen. None but experienced men having good connection need apply. Give particulars, age, single or married, length of experience, territory covered, salary required, etc., to Box 458, Canadian Grocer Toronto.

SITUATION WANTED

SITUATION WANTED—AS ADVERTISING or sales manager. Employed for past eight years by Toronto manufacturing firm; wide experience in selling through the wholesaler to retail grocers, and advertising to reach the consumer. Address Box 459, Canadian Grocer, Toronto.

MISCELLANEOUS

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited. Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

The
Condensed Ad.
page
will interest you

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanoraie, P.Q.

McDOUGALL
Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, London Bridge, The Approach London, Eng.

A want ad. in this paper will bring replies from all parts of Canada.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

CLEAN FLOORS EASILY
without dust, by using the best disinfectant sweeping powder on the market.
"NO-DUST"
Sold in bulk only.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers kindly mention having seen the advertisement in this paper

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots
1912 Crop
White Beans
Split Peas
Evaporated Apples
Split Lentils

We have imported **$50,000 AUSTRIAN BEANS** during the past 2 months. Who wants same?
Wire us on Evaporated Apples.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

ENGLISH FIRM manufacturing LARD COMPOUND and BEEF SUET desires BUYING AGENTS.
Replies to Box 93
CANADIAN GROCER,
88 Fleet Street,
LONDON, ENGLAND

A want ad. in this paper will bring replies from all parts of Canada.

YOU CAN SELL IT
If you have it in stock,
MAPLEINE
The Flavor de Luxe.
Order of your jobber, or
Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE, - WASH.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

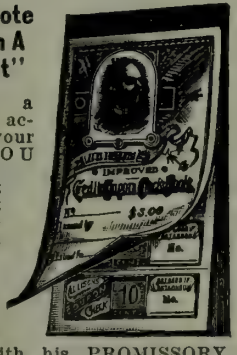
a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

A Promissory Note Is Better Than A "Book Account"



When you let a man "run an account" he has your goods and YOU HAVE NOTHING, except YOUR account of his indebtedness. When you use
ALLISON
Coupon Books
you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business. Allison Coupon Books save thousands of dollars a year for merchants like you.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00 — no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By The Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Grocery Advertising

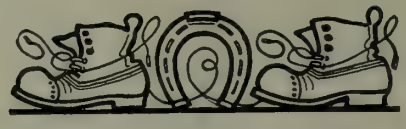
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto



Good Luck To You

May your joys not end with Christmas Day, but may they be reflected tenfold throughout the new year. We wish you the best of luck during the year we are about to enter. May your good luck be good fortune, health and happiness.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors

Montreal

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Add $5.00 to Your Weekly Salary

DO you want to increase your salary by at least $5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn $5.00 every week, in addition to his present salary.

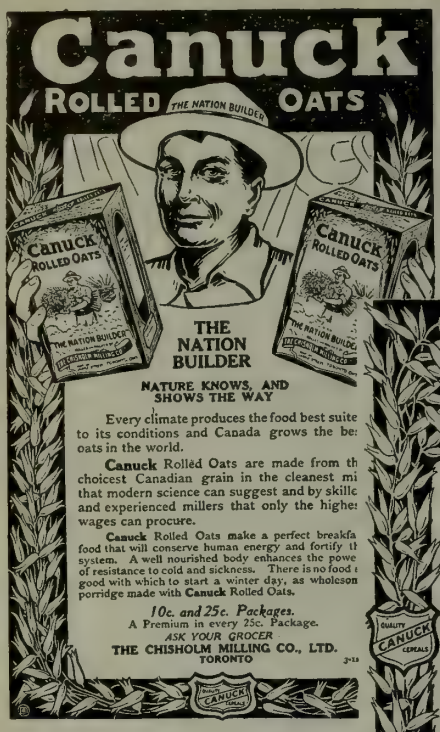
The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue, - TORONTO, Ont.

Canuck
ROLLED OATS



THE NATION BUILDER

NATURE KNOWS, AND SHOWS THE WAY

Every climate produces the food best suite to its conditions and Canada grows the be: oats in the world.

Canuck Rolled Oats are made from th choicest Canadian grain in the cleanest mi that modern science can suggest and by skille and experienced millers that only the highe: wages can procure.

Canuck Rolled Oats make a perfect breakfa food that will conserve human energy and fortify it system. A well nourished body enhances the powe of resistance to cold and sickness. There is no food good with which to start a winter day, as wholeson porridge made with **Canuck** Rolled Oats.

10c. and 25c. Packages.
A Premium in every 25c. Package.
ASK YOUR GROCER
THE CHISHOLM MILLING CO., LTD.
TORONTO

Canuck
ROLLED OATS

THE NATION BUILDER

Manufactured in Canada from the finest Canadian Oats by well paid Canadian Millers, under scrupulously clean conditions.

Canuck Rolled Oats make a food worthy of the citizens and the future citizens of

Canuck
ROLLED OATS

The Nation Builder

here is no secret, nor are there any patents n the Manufacture of Rolled Oats. But in ANUCK ROLLED OATS there is some- of much greater importance viz; conscientious in the selection of the grain and scrupulous iness in its preparation. **Canuck** Oats are y of their name and of our country.

id that oatmeal is a "heating" food. It is. Do you not that a "heating" food is a good thing for a Canadian 's breakfast? And in **Canuck** Oats you get all the "heat" and body-building value in its best form; rolled so thin that ey are quickly cooked through and readily digested.

10 and 25c. Packages
A PREMIUM IN EVERY 25c. PACKAGE.
ASK YOUR GROCER.
The Chisholm Milling Company, Limited, Toronto.

Canuck
ROLLED OATS

The Nation Builder

A Premium in every 25c. Package

All Porridge Is Good But Some Is Better

Oatmeal Porridge needs no defence. It is an established institution in all countries that produce red blooded men and women and fit them to fight life's battles. For a Canadian winter's breakfast there is no cereal that can compare with oats.

Canuck Rolled Oats Make Peerless Porridge

They are made from Canadian Western Oats, the best in the world. Only the choicest of these fine oats are purchased and only TEN PER CENT. of this select grain is used to make **Canuck** Rolled Oats.

Do you realize why **Canuck** Rolled Oats are worthy of their name? The best Oats from the best Oat fields and only one-tenth of these good enough to be branded with the word "**Canuck.**"

10c. and 25c. Packages
Ask your Grocer
The Chisholm Milling Co., Limited, Toronto.

Canuck ROLLED OATS

THE NATION BUILDER

Good porridge and plenty of it will keep the little ones healthy. There is no protection against cold and sickness so effective as plenty of wholesome, easily digested food.

Start the day with **Canuck** Rolled Oats. They are made from the finest Canadian grain so that all the nutty flavor is conserved, and rolled so thin that they cook quickly and digest easily. For a "snack" between meals, **Canuck** Rolled Oats make toothsome cookies. Instead of Candy, make Macaroons, using **Canuck** Rolled Oats in place of indigestible cocoanut.

10c. and 25c. Packages. A Premium in every 25c. Package.
ASK YOUR GROCER
The Chisholm Milling Co., Limited, Toronto

anuck
ROLLED OATS

The Nation Builder

The best preparation for a day of work or play is a body well nourished by good, wholesome porridge, well cooked and steaming hot.

Canuck Rolled Oats make incomparable porridge. The oats are rolled so thin that they cook quickly and digest easily. The oats used are the finest grown anywhere. **Canuck** Rolled Oats are made under the most perfect conditions by well paid Canadian citizens. The strictest vigilance is exercised to mantain absolute cleanliness in every process.

There is no mystery about the goodness of **Canuck** Rolled Oats. It is simply the result of the best modern methods, honestly applied.

10c. and 25c. Packages. A Premium In Every 25c. Package.
ASK YOUR GROCER.
The Chisholm Milling Company, Limited. Toronto

These Advertisements are appearing in the daily papers of Montreal, Toronto, Northern and Western Ontario. Do not disappoint your patrons. Order to-day. You can safely recommend Canuck Rolled Oats. They are thoroughly good and unusually clean.

The Chisholm Milling Company, Limited, Toronto

MONTREAL OFFICE, - - - 109 YOUVILLE SQUARE

GREETINGS

To Our Many Friends in the Grocery Trade

We take this opportunity of wishing you the old, old wish

A Merry Christmas

A Happy New Year

During the past year "Nugget" has been well supported by the public and the trade.

We wish to thank you for your support and trust we shall have a continuation of same during the coming season.

MAY YOUR SALES OF "NUGGET" NEVER GROW LESS

The Nugget Polish Co Limited

9, 11 and 13 DAVENPORT RD.

Toronto Ontario

Five Roses Flour

Not Bleached **Not Blended**

The capacity of the
FIVE ROSES mills has now
been increased from

10,500

barrels per diem

to

11,500

Draw your own conclusions

THIS IS THE 1,307th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY B... THE MACLEAN PUBLISHING COM... LTD.

Vol. XXVI. PUBLICATION OFFICE: TORONTO, DECEMBER 27, No. 52

L C Harkness (D H)
34 Royal Bank Bldg

More People Than You Realize

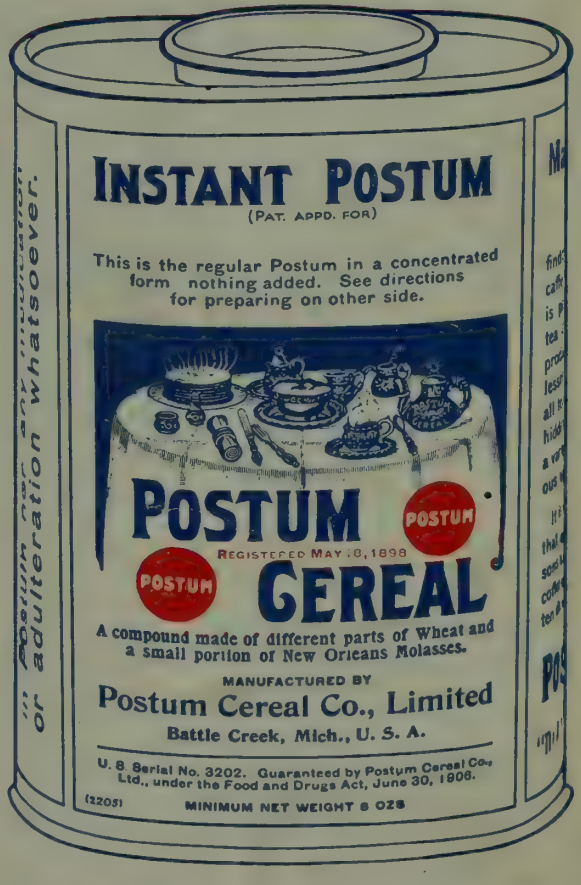
Find tea and coffee harmful to health.

The "caffeine" and "tannin" in tea and coffee have proven so injurious to many persons that they welcome the advantages of

The New Food-Drink

INSTANT POSTUM

This pleasant beverage has a rich Java-like flavor and is the only table drink of importance which is free from "caffeine" or "tannin".


INSTANT POSTUM
(PAT. APPD. FOR)
This is the regular Postum in a concentrated form nothing added. See directions for preparing on other side.
POSTUM
POSTUM
POSTUM
REGISTERED MAY 10, 1898
CEREAL
A compound made of different parts of Wheat and a small portion of New Orleans Molasses.
MANUFACTURED BY
Postum Cereal Co., Limited
Battle Creek, Mich., U. S. A.
U. S. Serial No. 3202. Guaranteed by Postum Cereal Co., Ltd., under the Food and Drugs Act, June 30, 1906.
(3205)
MINIMUM NET WEIGHT 8 OZS
"Postum Cereal" will mean Postum, or adulteration whatsoever.

Instant Postum is made in the cup. No Boiling.

45 to 50 cup tins - 30c
90 to 100 cup tins - 50c

Sale is Positively Guaranteed. Profits Excellent.

"There's a Reason"

CANADIAN POSTUM CEREAL CO., LIMITED, WINDSOR, ONTARIO.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham,
St. Lawrence,
Canada,
Ivory Gloss and
Akron Starch
also
Bee Hive Corn Syrup

Their warehouses at

FORT WILLIAM
WINNIPEG
REGINA
MOOSE JAW
SASKATOON
CALGARY
EDMONTON

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

"From the Great Lakes to the Rockies,"

and all jobbers are canvassed daily.

St. Lawrence Starch Co.,
Limited
PORT CREDIT, ONTARIO

AGENCIES SOLICITED
Address

TEES & PERSSE, LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best. Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.
Agents
Montreal *Toronto*

The Compliments of the Season

New Year's Greetings

We are just finishing up the most successful year since we started in the Syrup and Confectionery business, and beg to thank the trade for their loyal support. May you enjoy the "Sweets" of prosperity during 1913 is the fervent wish of

Sugars and Canners, Limited

MONTREAL

What Do You Earn?

DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Publishing Company

143-149 UNIVERSITY AVE. TORONTO, CANADA

BIGGER

1913

BUSINESS

For bigger 1913 business you must handle the best goods—goods of unvarying quality. For larger and profitable trade in condensed milk you must start the year right and continue to sell the "Leaders of Quality."

BORDEN'S

Milk Products

have stood the test for over half a century. Only the richest, full cream milk, perfectly sterilized, is prepared and packed by the Borden process.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

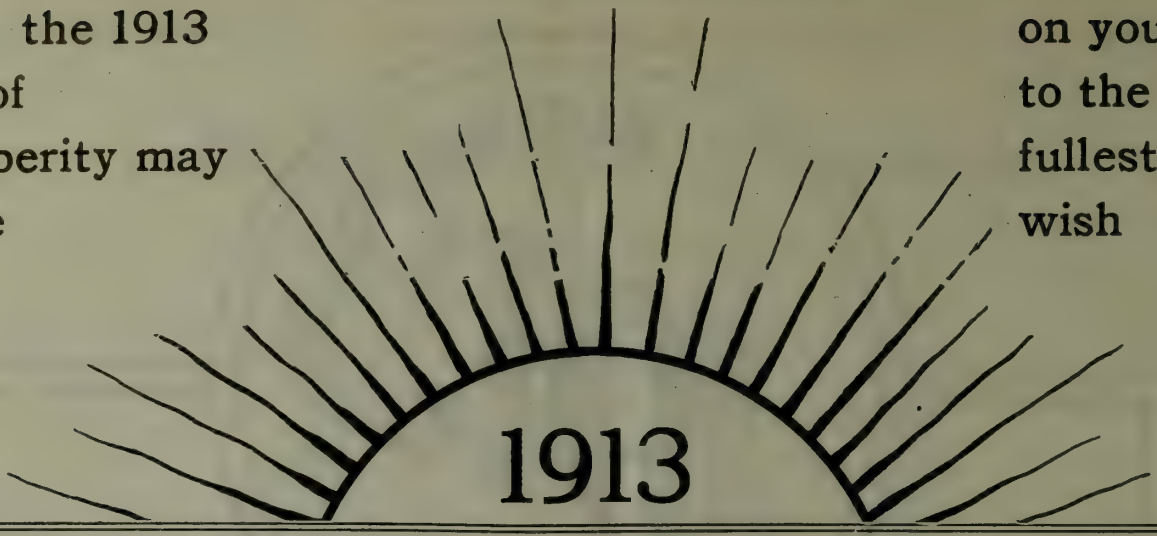
Branch Office: No. 2 Arcade Building, Vancouver

BIG

1912

BUSINESS

That the 1913 sun of prosperity may shine on you to the fullest, is our wish



Mr. Manufacturer and Shipper:

ARE YOU?

Satisfactorily Represented on this Western Market.

WE GET RESULTS

Write for References

ESCOTT & HARMER

Wholesale Grocery Brokers - Manufacturers' Agents
Commission Merchants and Warehousemen.

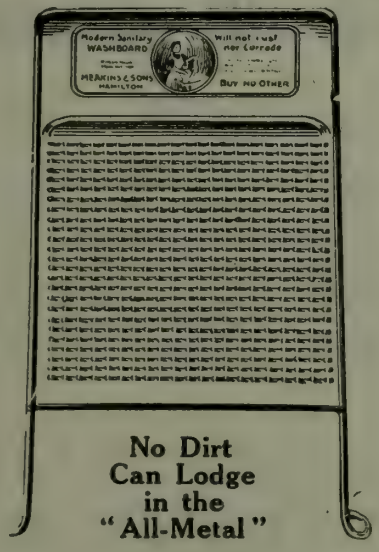
Head Office and Warehouse - - 181 Bannatyne Ave., Winnipeg

BRANCHES:

Regina Calgary and Edmonton

The World Is About To Complete Its 1912 Journey And Start Its Round For 1913

As the years go on, so the business in the mercantile world continues. Each year adding or subtracting a little prosperity of the many thousands engaged in the whirl of business. During this closing year the majority of us fared well, and it is our wish that one and all will reap success in its fullest during the coming year.



No Dirt Can Lodge in the "All-Metal"

Sell the Meakins' Sanitary Washboards during the next 12 months; you will please yourself and customers. Made entirely of metal, no wood to warp, no place to catch and hold dirt, and no zinc edges to scratch the hands. Let it be Meakins'.

Meakins & Sons

Hamilton, Ontario

What Surplus Will Your Ledger Show When You Get Through Adding and Totalling at the End of This Year?

Will you have a creditable amount in the right column or will you come out with a very meagre total to show for another year of hard work?

Where is the loss? Is it in the goods, lack of salesmanship, or is it in **the system you use in handling your credit accounts that is eating up all the profits?** Start the new year right, instal a McCaskey Account Register and avoid all misunderstandings, forgotten charges, keep close tab on all the delinquents, save yourself worry and night work, making ledger entries and making out accounts. With the McCASKEY Your accounts are automatically posted when you take the order, with one writing, and you will be able to put your energy in the buying and selling end of your business, and at the end of the ensuing year you will come out with a good surplus.

Trusting that 1913 will have for you an abundance of prosperity crowned with health and happiness.

Double Register with
Electric Recorder and Cash Till

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario

Trafford Park, Manchester, England

PINK'S Jellyconserve

THE NEW TABLE DELICACY

"JELLYCONSERVE" IS THE LAST WORD IN JAM MAKING. IT IS THE OUTCOME OF YEARS OF CAREFUL THOUGHT AND ENDLESS EXPERIMENTS.

WE HAVE SPARED NO EXPENSE IN MAKING IT BETTER THAN ANY OTHER JAM ON THE MARKET. THE PACKAGE IS ARTISTIC AND THE PROFIT, GOOD.

WRITE NOW FOR FULL PARTICULARS TO OUR SPECIAL REPRESENTATIVES IN THE DOMINION

MR. BERNARD PINK
c/o "CANADIAN GROCER"
E. T. BANK BUILDING,
MONTREAL

MESSRS. EMERSON, BAMFORD CO.
VANCOUVER, B.C.

Valuable Information

Have You Money Invested?
Have You Money to Invest?
Are You Interested in the General Business Outlook?

The Financial Post of Canada

gives its readers **reliable, first-hand information** on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions.
Subscribers obtain through The Post's **Investors' Information Bureau,** and without charge, confidential opinions on investments, etc.

Published Weekly. Sample Copies on Request. $3.00 per year.

The Financial Post of Canada

143-149 University Ave.,
MONTREAL. WINNIPEG. **TORONTO** REGINA. VANCOUVER.
"The Canadian Newspaper for Investors"

Business Development

Do you ever feel that your present occupation prevents the development of your business talent?

Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and some one may need his support. Yet it is imperative that he increase not only his business, but also his salary.

We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men, with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.

Circulation Dept.

143-149 University Ave. Toronto, Canada

Begin The New Year Right

By overhauling and replenishing your stock of CLARK'S. It will always pay you to keep this end of the stock well filled. -:- :-: :-:

There is no better seller than

Clark's Pork and Beans

They have the reputation with the public, their quality is, as always, THE BEST, and next year's demand for them will be greater than ever.

BE READY FOR IT!

W. CLARK - MONTREAL

Century SALT

IS THE SALT FOR YOU DURING 1913.

A prosperous year supplemented with health and happiness is our sincere wish.

THE DOMINION SALT CO.
LIMITED
SARNIA, ONT.

We wish to thank our friends in the trade for their patronage during the past year, and trust that we may have a continuance of same during 1913.

That a happy and prosperous New Year be yours is our sincere greeting.

IXL Spice and Coffee Mills

Limited
London, Ontario

Increase your Business

by carrying and pushing the sale of the match that is made as near perfection as possible.

DOMINION SILENT MATCHES

Every stem is made of good quality wood, and will not break. Heads will not fly off when struck. Attractively boxed — makes good shelf stock.

DOMINION MATCH CO.
LIMITED

Deseronto, -:- Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

To all dealers, optimistic or pessimistic, we should like to make the Laurentia Milk and Cream known.

Your good customers will not take the risk of using non-homogenized, non-sterilized milk from unsealed dirty bottles, when it can be avoided.

Will not endure the continual annoyance involved in early morning delivery at the milkman's convenience.

Laurentia Milk is a rich, whole milk.

Laurentia Milk has been heated 240 deg. F. under pressure.

Laurentia Milk is absolutely pure.

Laurentia Milk has had a big year, its popularity has increased marvelously.

Write us to-day, Mr. Dealer, our terms are interesting.

The Laurentia Milk Co., Ltd.

371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2760

THE 1913 LEADER IN BAKED BEANS

1913 will have in store for you an increased trade for baked beans if you will specialize on the Brand that is known for quality, quantity and deliciousness,

"SIMCOE" BAKED BEANS

They increase in popularity each year, which means bigger and more profitable trade.

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. H. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

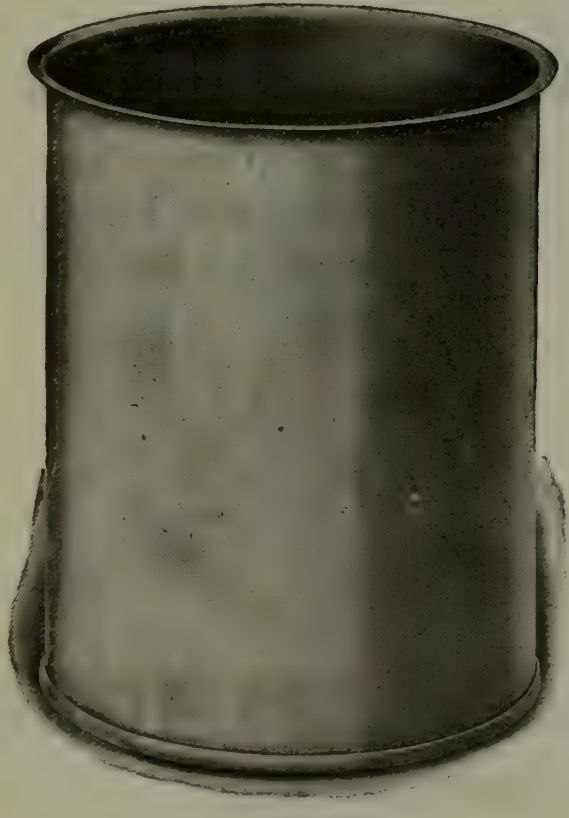
SMITH & SCHIPPER CO., 138 Front Street, New York

The

CONDENSED AD.

PAGE

WILL INTEREST YOU



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

You Can't Keep Time From Advancing

Therefore it behooves us to make the best of the fleeting minutes.

In the grocery business the scramble and competition for trade continues, and the dealer who sells the highest quality goods is the one who comes out at the end of the year with a creditable sum in his bank book.

Dealers who have been putting their salesmanship behind the E. D. S. High Quality, Pure Jams and Jellies during the past year have come out ahead. Are you one of them? If not, start the New Year right and get a supply of these delicious pure fruit products.

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R.B.COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

OXO CUBES

It's A New Branch of Business We Have Created For You

The invention of OXO CUBES opened up a new field for profits. There was nothing like OXO CUBES on the market before they came.

They are unique for you in their pack and attractiveness and profits; for your customer in their convenience, value and satisfaction.

OXO CUBES discover a new vein of profits. They bring new business.

Our advertising is educating the women of Canada to use OXO CUBES in dozens of different ways. Are you securing and pushing for your share of the demand?

Corneille David & Co.

Montreal, Toronto, Winnipeg and St. John, N.B.

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

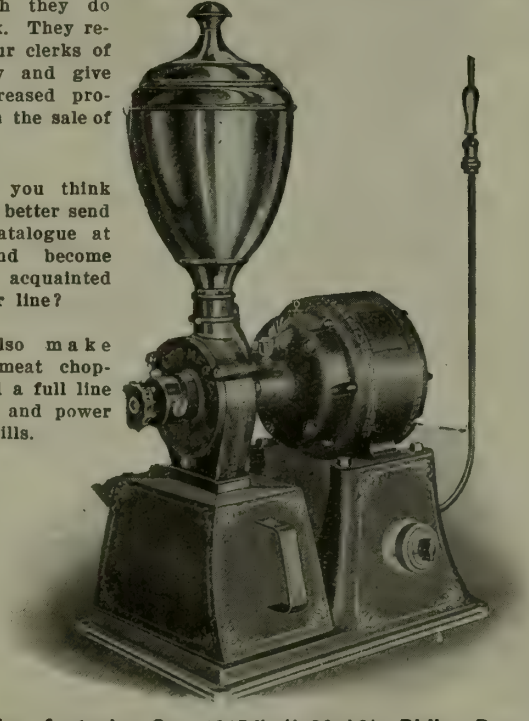
Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

1912 1913

With the

Seasons's Greetings

and

Best Wishes

for your SUCCESS and PROSPERITY in the coming year, we extend to you our thanks and sincere appreciation of the confidence and goodwill which you have given us. And it will be our endeavor to still further merit your co-operation and support.

Gorman, Eckert & Co.,
LIMITED

LONDON, Ont. WINNIPEG, Man

Western Selling Agents

MASON & HICKEY, WINNIPEG

DWIGHT'S
BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :-: MONTREAL

New Year bells will again mark the beginning of another year—what will the New Year mean to you, Mr. Grocer?

There is bound to be a great business passing in Macaroni and Vermicelli, and you cannot very well afford to miss any of it.

"Globe" Macaroni should be made your leader, because its quality is guaranteed, it contains no maize or rice flour, and is manufactured in a scrupulously clean factory.

Good Profits. Sure Repeats

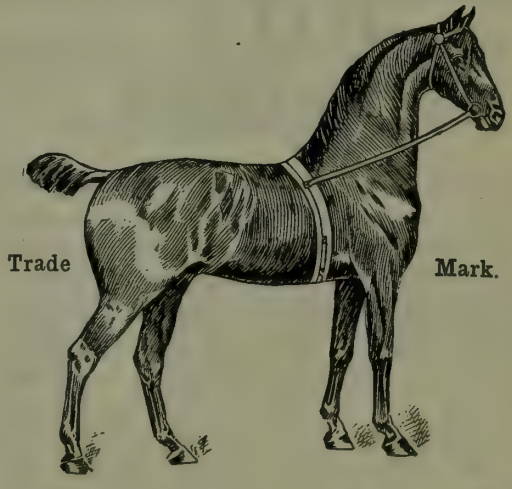
D. SPINELLI & CO.
REGISTERED
MONTREAL, QUEBEC

TRADE MARK
KEYSTONE
BRAND
REGISTERED

JUBILEE
and
KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA



"Quinquinol"
(Pronounced Kin-Kin-all)
the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

50% PROFIT and Exclusive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted. Quinquinol will attract country patrons to your store.

QUINQUINOL STOCK FOOD CO.
69 St. Timothee Street, Montreal

Every Extra Sale Means An Extra Profit

Give Shirriff's Jelly Powders the benefit of some of your energy, enthusiasm and selling ability. The extra profits on the extra sales you will make will amply repay you.

Shirriff's

JELLY POWDERS

There's a flavor to suit almost every taste and occasion. High-quality flavors, full and rich. And the attractive appearance of the jellies, with their beautiful sparkling and glowing colors, makes one eager to taste them. They are the kind of jellies that housewives take pride in seeing on their tables.

Shirriff's Jelly Powders are easy to sell, and there is a good margin of profit in each sale, which is a good reason why it is good business for you to instruct your salesmen to keep their eyes open for chances to increase their sales of this profit-earning line.

Imperial Extract Company, Toronto

107

FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN, ST. VINCENT, B.W.I.

THE DIFFERENCE IS NOTICEABLE

The difference between the pure fruit taste of **Cairns' Scotch Jams, Jellies and Marmalades,** and other fruit products, is readily noticeable—the purity recommends it to your customers.

Sell Cairns' Fruit Products during the coming year and you will add to your prosperity

Good luck to you during 1913

Alexander Cairns & Sons

Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal

READY FOR USE
"CAMP"
COFFEE
EVERYBODY WANTS 'CAMP'
It is as good to *sell* as it is to *drink* — and equally profitable. Don't delay—order to-day
'CAMP' COFFEE
'The' Greatest Coffee-Essence Success of the Age
ASK YOUR WHOLESALER
R. Paterson & Sons, Coffee Specialists, Glasgow
ESTABLISHED 1849 GLASGOW

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

REGINA CAN HELP YOUR WESTERN TRADE

LOOK at this wheel. It is a rough railway map. Regina is the hub. Each spoke is a railway. Ship to us in Regina at car-load long-haul low rate. We re-ship for you in short-haul broken-lot parcels. You save money. Your customer saves time and money. You have virtually a branch factory and warehouse at the railway centre of the West. Your trade benefits. Your travellers can take rush orders. You can make deliveries.

Write to us, so we may "show you." We want you to know our plan.

REGINA IS THE HUB OF WESTERN TRADE

REGINA STORAGE and FORWARDING COMPANY, Limited
REGINA, SASK.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

GOOD RAISINS 6½c. lb.

We have to offer some 100 cases Fine Valencia Raisins, 1911 crop, at 6½c per pound, F.O.B. Niagara Falls. Sample on application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers

Niagara Falls Centre, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

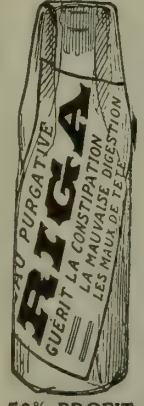
CLEMENTS COMPANY, Limited

ST. JOHN - - N. B.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM



50% PROFIT GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative

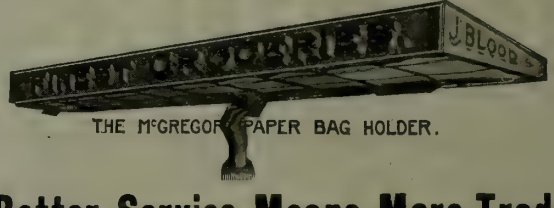
Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL



THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

St. Lawrence Sugars

Sugar Crops of the World for Season 1912-13

Cane Sugars—	
Cuba	2,250,000
United States:—	
Hawaii Islands	500,000
Porto Rico	340.000
Louisiana	160,000
Texas	10,000
British West Indies	100,000
Foreign West Indies	184,000
Mexico	160,000
Central America	25,000
South America	640,000
British India	2,400,000
Java	1,300,000
Formosa	112,000
Philippine Islands	200,000
Australia and Polynesia	205,000
Africa	428,000
Spain	20,000
	9,034.000
Beet Crops:—	
European	8,790,000
United States	625,000
Total Beet Crops of the World for 1912-13	8,415,000
Total Cane Sugar Crops of the World for 1912-13	9,034,000

Wishing you a Very Prosperous 1913

The St. Lawrence Sugar Refineries, Limited, Montreal

Start the New Year Right!

If during the past year sales have not been up to what you expected the fault may lie in your laxness in pushing the right kind of goods and a good reason for this may be the lack of confidence. During 1913 try a small shipment of *L. & B. BANNER BRAND,* test the quality on your own table—we will abide by your decision as to quality, quantity and value.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

New Year Rush Orders

You will be running out of some lines, and want to replenish in a hurry. Our phone number **33** is free to you, **use it** and your orders will be shipped out same day as received, satisfaction guaranteed in quality and prices.

We have a splendid assortment of raisins, currants, candied peels, dates, prunes, peaches, apricots, shelled nuts, and nuts in the shell. Dates, half boxes and boxes, and in 1 lb. packages.

Choice West India Molasses, half barrels, 25c per gallon. Diamond Crystal Salt, all sizes.

Travellers will be off for two weeks beginning December 21st. Let us hear from you often.

W. T. HARRIS CO., Limited

Wholesale Grocers - OWEN SOUND, ONT.

HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

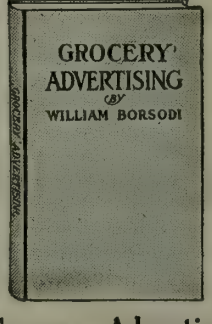
makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO., LIMITED

WINDSOR :-: ONTARIO

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

The Unexpected Guest---
The 'Phone
KIT COFFEE

What housewife has not had the unexpected guest drop in on her and find her unprepared?

The very first thing she does is to ring up her grocer and ask him to rush up a bottle of ready prepared Coffee. If she has ever used "Kit-Coffee" this is what she invariably asks for.

"Kit-Coffee" makes friends every day because of its delicious uniform flavor. It's ready in an instant. Educate your patrons to ask for "Kit."

Sample sent on request.

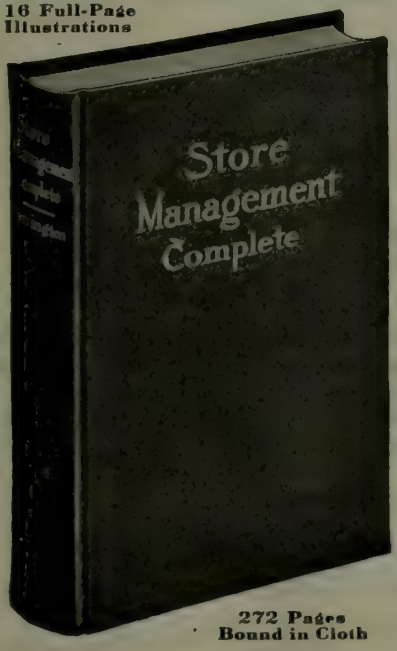
KIT COFFEE CO. **GOVAN, GLASGOW**

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. **TORONTO**

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

OF 1912 AT HAND!

What About That Fish Department FOR 1913?

Make a bold effort to get a place set aside for sea foods during the coming year. We have proven time and again the profits to be derived.

LISTEN!

"Canada" Pure Boneless Cod
is the one big seller every grocer should have, and the range is large—

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

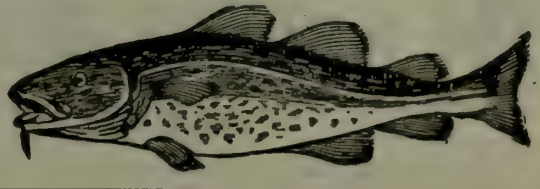
SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
Eastern Fifties	50 lb. Boxes

And Again

FOR QUALITY HADDIES, KIPPERS, BLOATERS, FILLETS, in fact anything edible from the sea, the best source of supply is

The North Atlantic Fisheries
LIMITED
MONTREAL



JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

ENERGETIC CLERKS

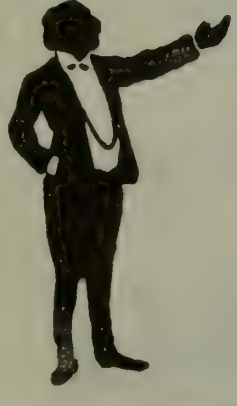
who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.



Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.

Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

143-149 University St. - Toronto, Canada

OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "SALADA" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.

In this way is preserved the good name of

"SALADA"

FOR QUALITY AND FLAVOR

41 Eastcheap, LONDON, E.C. | TORONTO and MONTREAL | 198 West Broadway NEW YORK CITY

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

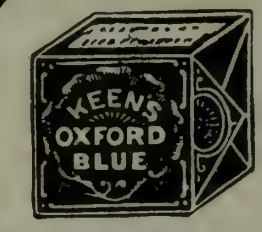
A FREE

PACKAGE OF CUSTARD POWDER IN EVERY PACKAGE OF OUR JELLY POWDER

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

S. H. EWING & SONS

MONTREAL and TORONTO



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

Agents for the Dominion of Canada

From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

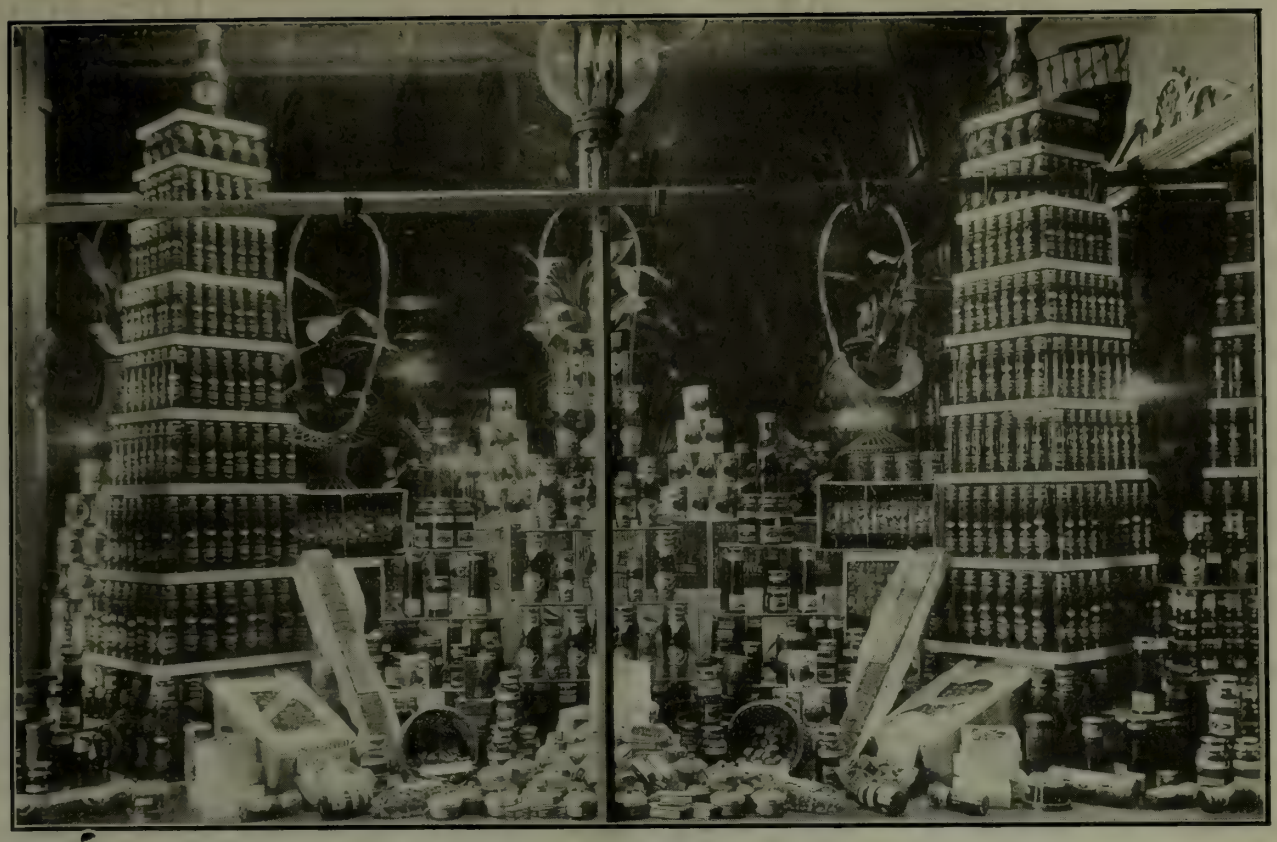
It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



Display of high class goods arranged attractively and evenly balanced, recently shown by F. Simpson & Sons, Yonge Street, Toronto, grocers.

Symmetry Always Tends to Attractiveness

The Window Which Is Trimmed with Some Regularity Has Usually Good Appearance—A Splendid Example Showing Olives, Fruits in Glass, Fancy Nuts and Other High-Class Lines—A Display That Can Be Followed in Almost Any Store.

"No doubt that window has sold a considerable quantity of goods for you?" was a query put recently by The Grocer to a member of F. Simpson & Sons, Toronto, retailers of groceries, fish and game.

"that's what we put it in for."

This question of window display is an everlasting one so far as the retail business is concerned. Since the window must be dressed and since time and attention must be spent on it, then it is profitable to do it properly. The window of F. Simpson & Sons, which is shown herewith, bore fruit because it was an attractive, well-arranged selling window. There was money in it for the firm because it contained high-class goods which carried with them good profits.

How Display Was Arranged.

The arrangement of the Simpson window is striking. The attention of the passerby is immediately attracted by the pyramids of olives on either side. The fixture they are placed in is built of wood with an axis running up through the centre. The steps become smaller as the top is neared, giving a fine effect to the eye of an onlooker.

The symmetry in this window is another feature to be noted. There is no conglomeration of goods, the window is not lop-sided nor unevenly balanced, but arranged with a regularity that makes one look at it as a work of art. In this respect Simpson & Co. have carried out to the letter a fundamental principle in good window dressing.

Three fancy baskets each containing a plant hang in the background and give an extra attractive touch to the display. On glass pedestals in front are shown fruits in glass flanked on either side by boxes of crackers. A long box of figs leans against each olive display, and open boxes of Malaga table raisins may also be seen. Other goods shown include package dates, delicacies in stone jars and oblong tins, baskets of fancy nuts, and nuts in glass dishes, preserved ginger, etc.

An Example for All.

Such high-class goods are sold by F. Simpson & Sons as they cater to a high-class trade. Any dealer, however, can dress a window on same principle by using goods in stock. It can be made both attractive and a strong seller.

Year in Sugar Marked by Many Declines

Past Twelve Months Present Unique Situation in This Respect—Highest Price of the Year in January and Lowest Towards End of Year—Some Interesting Contrasts With 1911—Declines Occurred Down Through Preserving Season——Weak Market Due to Heavy European Beet and West Indian Cane Production.

With the end of the year in sight, it is an appropriate time to review probably the most important grocery market of the lengthy list—the Sugar market.

The past year has seen a considerable change in comparison to many others of the past inasmuch as sugar did not firm up during the busy preserving season, but continued throughout the year, with one exception, on its downward ride. By referring to the 1912 chart on the opposite page this will be immediately observed. At the first of January sugar was really $5.65 per cwt. on Montreal basis for best granulated, but before the first issue of The Grocer was off the press, it had begun its gradual drop. A decline of 10 cents had occurred—the beginning of the year's reduction of 90 cents per cwt.

1911 Contrasted With 1912.

A comparison between the sugar charts of 1911 and 1912 bring out the following well defined contrasts:—

1.—In 1911 the lowest prices of the year were experienced between January and April, whereas in 1912, they have come at the end of the year.

2.—The highest price of the year 1911 was in December and the three months preceeding. This year it was in January.

3.—Last year prices practically began at the bottom ($4.60 in January and $4.20 in February) and soared upwards ($5.85 in December), while in 1912 high prices began in January $5.65) and dropped gradually to the end of the year ($4.75) in December.

4.—The difference between high and low price in 1911 was $1.65 per cwt.; in 1912 it was only 90 cents.

5.—The high price of 1911 was $5.85; of 1912 it was only 20 cents lower The low price of 1911 was $4.20 or 55 cents lower than in 1912.

Heavy Crops Explain.

During the past year the gradual declines have been due to splendid crops of both the European sugar beet and West Indian sugar cane. Early in the year things began to look bright for a weakening market, but it was not until on in March and April that sugar men could feel at all certain as to what the crop would be.

At the end of January was the Brussels sugar convention talk. Would England succeed in having the sugar exports of Russia increased? If Russia were allowed to increase her exports 300,000 tons, Britain would not find it necessary to draw supplies of cane from the West Indies.

Just at the end of the month sugar went down 10 cents but this was recovered again during the week of Feb. 9, while another advance was recorded two or three days later, bringing sugar up to $5.55 again. These proved to be the first and last advances of the year. About this time it was announced that the Brussels convention would allow Russia to increase her exports 150,000 tons.

The $5.55 Montreal price held steady from the middle of February until practically the end of March. In the intervening time, the market was a little strong and a little weak, the latter condition finally holding sway and towards conclusion of March developed into a decline.

Market Continued Weak.

Raws still continued easier and the absence of buying on the Canadian market made the situation here weaker. The strike in England closed some refineries and consumption of sugar there weakened greatly.

Early in the season an estimate of the Cuban yield was placed at 1,800,000 tons. Towards April it began to appear that this would be realized. Market continued weaker and weaker until another decline of 10 cents occurred last week in May. In spite of the revival of consumption with the preserving season coming on, a decline was registered middle of June and still another the last week of the month.

This brought the Montreal market down to $5.05 which held until middle of August. In July it has been calculated that the Euuropean beet crop might be a million tons ahead of previous year. This naturally caused weaker feeling and through all our markets at this time this condition was pointed to. The only thing in Canada to have a tendency to check decline was the splendid consumption and consequent short supplies. Refiners were behind in delivery. Nevertheless the decline of August came. Price was then down to $4.95. All through September business was done largely on a hand to mouth basis. A steady feeling had shown itself near beginning of the month when refined advanced in New York. However Canadian market did not respond.

Last Drop of the Year.

About first of October the market again sagged, due to the splendid crops of raws. In The Grocer of Oct. 25 the last decline of the year was announced, bringing the price down to $4.75, which has held until the present time. In October the European beet crop was estimated to be 2,400,000 tons in advance of last year and with a large West Indian cane crop, the weak market was inevitable.

Total stocks and afloats of sugar at end of last week according to Willett & Gray, showed a visible supply of 3,204,845 tons against 2,511,824 tons last year or an increase of 693,021 tons. This would indicate that in immediate future sugar market will not advance. The Cuban crop weather seems as a whole to be favorable. The European beet crop has met with some unfavorable conditions and one authority has reduced his estimate for Germany alone 145,000 tons, bringing the total for Europe to 8,790,000 tons, against 6,346,000 last year, and 8,105,000 tons in 1910-11.

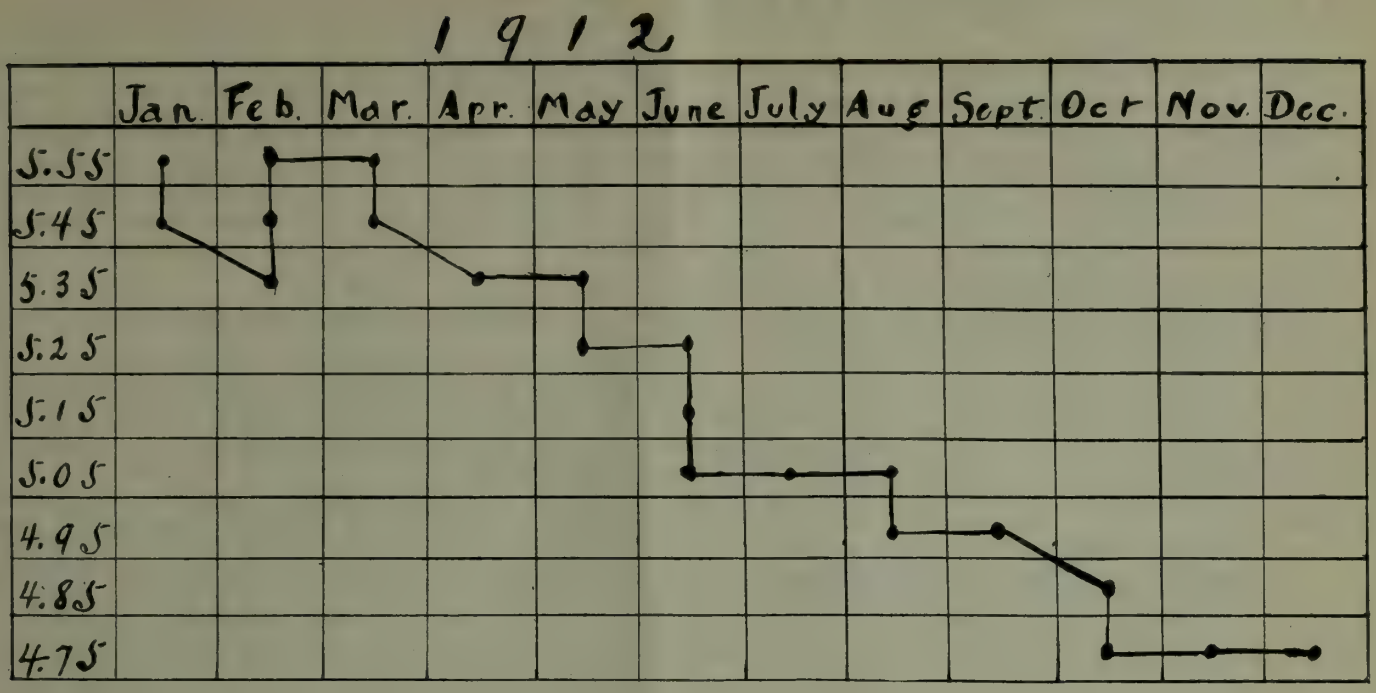
The 1912-13 Cuban crop is estimated at 2,250,000 tons as against 1,895,984 last year showing an increase of 354,016 tons. Willet & Gray's estimate of the total cane crops of the world is 9,034,000 as against 9,023,783 last year, allowing the small increase of 10,217 tons. When both cane and beet are considered, however, the total world's yield is 18.449,000 tons as compared with 15,910,884 in 1911-12, leaving an increase of 2,538,116 tons.

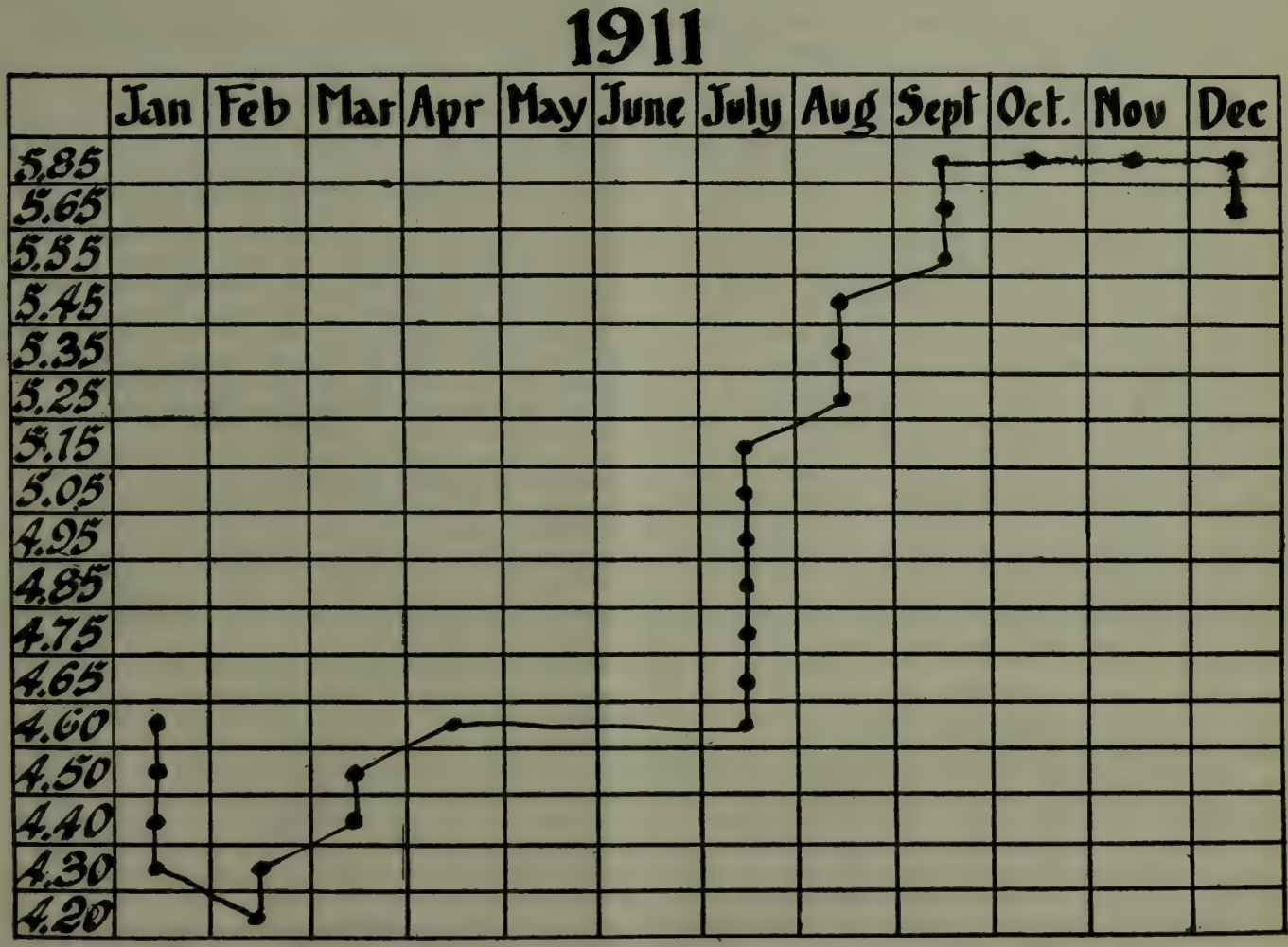
Explains Lower Market.

The inevitable result of this increase is reflected in prices of Canadian refined. One year ago cane refined on the Montreal market was $5.65 per cwt. To day it is $4.75.

With such an increase in production as above tabulated, and advance in the near future can scarcely be looked for.

In 1911 rice to the value of $52,160,204 was exported from Rangoon, Burma, Asia. From other ports in Burma, $17,672,952 were exported making a total of $69,833,156 altogether. In 1910 this total was $70,386,856.





The Canadian Grocers' sugar charts, showing fall and rise of sugar during 1911 and 1912. If kept on file this will come in handy for reference during 1913.

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DON'T NEGLECT THE INVENTORY.

It is some satisfaction to know in dollars and cents what the net profits of the business are from year to year. This cannot be secured unless the dealer knows his sales, cost of goods sold, his overhead selling expenses and the goods on hand at beginning and end of the year.

The majority of good business men, of course, know these things. They go into business at the beginning of each year with their eyes open, knowing what they have spent the preceding year, to get what they have now.

This should not be the case with a number, or even a majority. Every dealer should have his annual financial statement at the end of his finger so that he can account for everything. What's the use of spending one's best efforts along lines that bring little remuneration? A close inspection into the operation of the business will reveal the mistakes and clear away the obstacles for the year to come.

If there is anyone who has not a financial statement prepared for the past year, or in the course of preparation, why not begin now for next year. Take an inventory of the goods on hand to-day. Follow this up by totalling invoices from week to week and month to month; do the same with sales; tabulate the overhead expenses, and when January 1, 1914, comes round, your stock inventory then will show you where you are at.

There is no better motto, no better New Year resolution, than "I must know these things."

BARRICADING THE WINDOW.

What's the use in dressing good windows and then barricading them up? "Barricaded" is the proper term to describe a number of windows noticed last week by The Grocer. In one case the retailer had quite an attractive display of Christmas goods, but this was considerably offset by a display of Christmas trees piled on boxes in front One could scarcely see inside except through the side window.

In a number of other instances, windows were observed half hidden behind kegs of fish, barrels of apples, etc., so that the effect was almost wholly lost.

Frost on the window is still another detriment in getting best results. Now that the winter season is coming on, every effort should be made to prevent frost. In last week's issue methods were enumerated by which this could be done.

Greater care and judgment should be used in regard to the above points. When the dealer or clerk has gone to the trouble of arranging a good display, he should see that everything tends to produce the maximum results commensurate with the selling power of the window.

PARCEL GOODS PROPERLY.

One of the first lessons for the new clerk in the store is the proper parceling of goods. No one wants to carry an ill-arranged parcel along the street. The particular customer too, will often judge the dealer by the sort of parcel he delivers.

Hundreds of customers scarcely ever see the interior of the stores at which they deal. They do their shopping by phone. They have no way to tell the character of the store or of the dealer, but through the delivery man and the parcels. If a poorly wrapped and poorly tied parcel is thrown inside the door, a feeling of distrust towards the merchant naturally arises. If the same carelessness continues to be shown, the dissatisfaction will gradually grow until the climax is capped by some glaring case. The loss of the customer is the inevitable result.

The proper wrapping of parcels may seem to be an insignificant thing, but if carelessness in this regard loses but one customer a year, it means considerable loss.

A DETRIMENT TO THE COMMUNITY.

Since the editorial, "Unfair Competition," which appeared in last week's issue, was written, an editorial in a supposedly broad-minded Canadian paper has appeared advocating the fly-by-night policy of anybody who can lower the cost of living. It seems this question has got on the brain of a great many daily newspaper writers. They want the "middleman" eliminated—something that is beyond all accomplishment with trade conditions as they are to-day—and nothing else seems to appease their anger over the high cost of living problem.

Here are some of the intelligent statements in the newspaper editorial:—

> "For the courage and ability that the ladies of the Philadelphia Householders League are displaying in a public cause, there must be hearty admiration. They can scarcely hope, by a spasmodic distribution of necessaries at low prices, to effect any permanent lowering of prices. When their supplies cease, prices must resume their usual level."

No one can get over the fact that the retailer is a necessity. If he is a necessity, the more healthy his business becomes by charging fair, legitimate profits, the more stable becomes the town or city in which he does business. If he is harassed by peddlers who pay little or no taxes, or by such misguided women as the Householders League of Philadelphia, who sell eggs to-day and are dispersed to-morrow, he is not going to make money, and he is not going to be an asset in the building up of the town or city.

Of course, these Philadephia women cannot hope by a spasmodic distribution of anything to lower its price permanently. They can undoutedly sell eggs cheaper because they have no taxes to pay, no store to rent, no delivery to maintain, no clerks to pay, no light, fuel

or anything else but eggs to purchase, and no accommodation to offer. They kill the retail grocer's trade while they are in the business, and like the ordinary price cutter soon pass away. They are a detriment to any community because they disorganize things.

Any civic authorities that would tolerate such operations without charging stiff business taxes, either do not know trade conditions, or they are afraid of their heads when election day comes round.

THE MERCHANT AND HIS CREDIT.

Guard your credit. The success of many a merchant has rested very largely on his ability in carrying out that injunction, bringing him prosperity where other men, equally able in merchandising, have failed because they did not realize the importance of carefully conserving their credit. Merchants should not hesitate to give statements to commercial agencies or in the case of pertinent individual enquiries. How is the jobber or manufacturer going to be able to do justice in extending credit if one refuses to inform him honestly and frankly concerning his financial condition?

Many a man who is entitled to unlimited credit is handicapped immeasurably by his refusal to make a statement to the commercial agencies, and remains a small dealer all his life, when with the proper credit rating he would have a more advantageous purchasing power. The business of this country is conducted largely upon credit or confidence, and individual co-operation with organizations that make the gathering of credit information their business, should be looked upon with favor by every retailer. It is ultimately to his advantage to impart this knowledge.

"SHOWING" THE VENDOR

The State of Missouri has most aptly been termed "show me land." The Missourian wants to be shown every time; he does not take anything for granted nor allow conditions to exist just because he is too lazy or indifferent to find the remedy. And so with itinerant vendors, the native Missourian wanted to be shown why they were allowed to peddle goods around the country, taking trade away from the local merchants and then taking all their gains away with them.

A new itinerant vendor law has been passed in Missouri, which provides that all vendors must first deposit $500 with the Secretary of State to serve in the nature of a bond and pay $25 annually for a license. The $500 in cash is held as long as the holder of the license operates in the State. It thus serves as indemnity in case the vendor is found to be selling worthless goods or working a swindle on citizens. The dupes can secure indemnity from the Secretary of State. As a further bar, the vendor must pay the license fee of every county and municipality that he enters. Truly, the way of the itinerant vendor is hard in Missouri.

As a result of Missouri's desire to be "shown" some of the vendor's cash, the species is becoming almost extinct in that State. Legislation along similar lines, if introduced generally, would soon eliminate itinerant peddling almost entirely.

WHAT ORGANIZATION IS DOING.

In last week's issue, an account of the last regular meeting of the London Retail Grocers' Association was given. This showed, as readers will remember, that certain retail grocers had to pay more for a particular brand of flour than exclusive flour and feed dealers. The association as a body discussed the matter, appointed a committee to interview the miller, with the result that the trouble was satisfactorily adjusted.

Not long ago an article in this paper pointed out how the Retail Grocers' Association of Vancouver, B.C., had prevented credit losses to a considerable extent. This was accomplished through unity and co-operation with one another.

The Toronto R. G. A. last summer took up the question of peddlers calling out their wares on the street. They went after the city authorities and soon had the by-laws governing peddlers so amended that after the New Year they must forbear their noises.

These are but a few instances showing the usefulness of the association. Every town and city should be organized. There are questions arising from time to time that require united action if the retailer is to get his rights. The individual has little power to adjust these things. They need the backing of the entire trade.

Where most towns "fall down" in association work is that they fail to back up their organization once it has been formed. A good resolution for the New Year would be to determine to attend association meetings and help elevate conditions of the trade.

EDITORIAL NOTES.

May each and all of our readers have a Happy New Year.

* * *

Nineteen twelve has been a record year as far as total business is concerned. If you haven't an increase to show, something must be wrong.

* * *

If an inventory has never yet been taken, begin now. What it shows the retailer, easily justifies the time and work spent on taking it.

* * *

To make 1913 a better business year than 1912, the errors of the past must be avoided. Sit down and think over them.

* * *

So far as sugar is concerned, the cost of living is 90 cents per cwt. below this time last year.

* * *

A photograph of that Christmas window should at once be entered in The Grocer's contest. Those who can send it before December 31 are eligible.

* * *

Now that Christmas has come and gone for another year, the next big day of excitement in many parts of Canada is municipal election day. Exercise your franchise and help your native town by electing business men.

* * *

Even before the rush of Christmas business had been concluded, photographs and newspaper advertisements began to arrive for The Canadian Grocer's Christmas contests. This indicates the degree of interest being shown in the competitions. Every dealer and clerk who has dressed a good window should get into the race.

The Value of Good Store Equipment

Mechanical Tools Do Their Work More Precisely than Human Beings—Their Location in the Store Should Be Studied to Save Steps, Time and Money—The Equipment in a New Store To Be Discussed—How Basement Is Laid Out.

By Henry Johnson, Jr.

I do not remember when I did not believe in the best scales. My faith in them was inculcated by the elder Johnson 'way back in the beginning—say about 1880. How good the selection was may be indicated by the fact that I have scales now in use which were bought at that time, or thereabouts, which are as efficient to-day as they were then.

When I began to travel around a bit, taking vacations during which I visited other towns and stores, other things attracted my attention, and I put them into my own store. The old ball of twine was discarded as soon as I got next to the cones. Then I put in more cone holders than we had formerly had ball holders; and the cones were located at the most convenient points, so that false and waste motions might be eliminated.

Bought the First Meat Slicer.

In 1904 I visited a large store in another city and saw the first meat slicing machine, one of the very first in the country. When I got home, I looked into that thing. It cost $135 net, and for a little time I hesitated. I soon concluded, however, that soon somebody would get one and I should have to follow, if I did not lead. So I led and got mine. It put me out just a trifle when my hardest competitor bought one a few months after for $90, the price having been put down in the meantime; but I had accomplished what I was after, for I then had the nicest trade in sliced beef, bacon and ham in the town. The slicer had more than paid for itself.

So it has gone on until I am almost somewhat "daffy" on the use of mechanical appliances of all kinds and I have to-day, I believe, one of the most completely equipped stores of its kind and size on the American continent. That's "going some," so I may have to prove what I say. Moreover, I shall have to justify my contention that investment in such tools and appliances is about the wisest investment a merchant can make—as rapidly as his resources will enable him to make it. All right; I feel that I can furnish the proof.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

EQUIPMENT TALKS FROM EXPERIENCE

This is the second of a series of articles on Store Organization by Henry Johnson, Jr. In it he deals with Store Equipment—a most important phase of every dealer's business. Mr. Johnson, having been in the grocery business for 30 years, and having recently moved into a new store which he has equipped in fine shape, has something worth while to say in this and future articles. He talks from experience, so that his articles will be all the more valuable. He begins at the basement and shows what system and proper equipment mean there in cutting down expenses. Two weeks hence he will continue his talk on Store Equipment.

Human and Mechanical Tools.

Now let me revert to my talk of two weeks ago. You will recall that the idea was that we must Work With the Tools We Have at Hand. That referred to Human Tools. The makeup of Human Tools is beyond our control; we are in this regard mostly victims of circumstances.

The fundamental difference between human and mechanical tools lies in the fact that a ten-horsepower man may or may not deliver ten horsepower, and one day his rating may be way down to two horse so far as effective work is concerned; but the ten horse electric motor will deliver ten horsepower so long as we supply the current and keep it in proper condition. In other words, human tools may deliver their quota of efficiency and they may not; but mechanical tools DO THEIR WORK! You may turn your back on the motor. You may start it running and go to sleep. It will continue to run, faithfully delivering its quota of efficiency, until you shut off the current.

Using Cement to Stop Rat Ravages.

Again: A cellar floor left bare, so the goods are placed on the ground, will "do," and one may accomplish a lot with it. Also, if a man of an exceedingly faithful and tidy habit of mind have charge of the cellar, he may keep it up in pretty good order, keep stock neat and clean, avoid waste and reduce the ravages of rats and mice to a minimum. But such a man is a jewel of such rare occurrence that cellar floors generally are things to be kept down cellar and as much out of sight as possible. A concrete floor, on the other hand, will shut out rats and mice forever, so far as access from the bottom of the building goes; and the stock is automatically better kept. Moreover, dirt is immediately made evident to almost anybody and can be taken care of with the minimum of labor, which means time, which means MONEY.

With this introduction by way of preface, I feel that I may go on and tell about my own equipment, as it is the one I know most about, even though the telling take more than the usual single article and run over the instalment of two weeks from now. I think this is justifiable, however, on the ground of its paramount importance.

Planning for Two Years Back.

The new home of Johnson's was laid out and planned many times over in the two years during which we owned the premises before we began to get them ready for our occupancy; so many things about the store were laid out and executed with a thoroughness not always possible in the case of premises in regular, steady occupancy. But I am sure that if a merchant plans sufficiently ahead in these matters and does one thing at a time, he can gradually revamp his place of business. And you can take my word for it that, if he does this wisely, conservatively, logically and thoroughly, he will congratulate himself daily thereafter.

Cost? Certainly it costs. Certainly, too, one must have the needful accumulations to do it with. But, having the accumulation of, say, $5,000, if that sum can be invested in appliances, devices and fixtures which will make and save him $1,000 annually, to what better use could it possibly be put? In practice, if wisely laid out, $5,000 will come nearer to saving from $2,500 to $5,000 annually, so it will be a still better investment.

Last summer, then, I had a bare store to reconstruct. There were excellent

stone walls, with splendid foundation which had stood over half a century without developing weakness, and good timbers. That was all I had, so there was a clear field. The cellar floor was bare dirt. There were no excavations under the sidewalk. But the building fronts on two streets, so there was ample opportunity to develop the space along such lines as seemed good to me. My sidewalk excavations are big now, yet I have room for fully three times more under-sidewalk space which I am reserving for future requirements.

Beginning at the west end of the rear walk, I excavated the entire space, 11 x 50 feet (about) and lined it completely with concrete—concrete walls to sustain the earth on the street side and to reinforce the old foundation walls; concrete partitions; reinforced concrete walks overhead and concrete floors. The first division is a potato cellar, about 20 feet long, and under the floor of that cellar, at the extreme west end, are the oil and gasoline storage tanks. The pipes to fill and also leading to the pumps run under the entire length of that floor. The tanks are then filled from the walk above and the liquids are drawn off through the pumps in the cellar or basement proper. Looks like a safe and permanent arrangement to me.

Cellar Divided Into Departments.

Next division is the coal cellar, about 8 feet. Next the boiler room, into which the front of the boiler projects from the foundation. This room is about 14 feet long. Next comes the ash pit, about 6 feet long, where ashes can be thrown all winter and taken out in the spring in one big job. Finally, the cheese and dried fruit cellar, about 13 feet long. Each of these rooms is completely separate from all the others; there is access to the potato cellar, the boiler room and the cheese room from the main basement, and each room is lighted by a big iron skylight set with glass eyes and insulated through the suspension of old sash, salvaged from the old building, against the skylight.

There are manholes through which goods can be taken in and also for ventilation. The whole is arranged for economy of motion, as in the boiler room, where the fireman takes his coal from one side and shovels his ashes out the other side—all from left to right, the natural way.

Cuts Down the Manual Labor.

This may seem elaborate, but the arrangement enables one man to do the work of two in an ordinary basement. Also, while the investment might look big for any small business, I cannot but feel that it is so complete and so permanently done and finally finished that it would pay even the man who might run his own small business almost by himself.

Consider that the man who fires the boiler has a place to put the empty boxes, barrels and other rubbish which we burn, where he can break it up readily; that he needs to do very little breaking because of the ample fire-box in the boiler; that the few shovels of coal are put on by a simple swing of the back; that he can run a truck over the entire basement, in and out of each room on a level; that the light is so perfect that he can see every corner of each room as well and as long as he could on the upper floor—then the economy of operation—that is it, ECONOMY OF OPERATION—is very great. Then the wisdom of this foresight and confident expenditure will perhaps be apparent.

See? I told you it would take space to tell this story; but I believe you will be willing to bear with me. Therefore, more two weeks hence, but meantime comment is invited.

Past Year's Business Well Ahead of 1911

Wholesale Grocers Pleased With the Results—From 20 to 25 Per Cent Advance Made, According to Several—Flour Mills Increase Profits—Wholesale Fruit Men Ahead — Many Complaints Regarding Delays in Shipping—1913 Promises Well.

From inquiries made by The Grocer from all branches of the grocery trade, business during 1912 has exceeded by a good deal that of previous year. It is, too, the general consensus of opinion that, had shipments by the railways been more prompt, the turnover would have been still greater. The railways are getting the blame for decimating 1912 trade to a considerable extent.

* * *

Evidences of the progress made in all branches of the grocery trade during past year are on every hand. From all accounts 1912 has been the banner year. Moreover it ends with every prospect of being surpassed by 1913.

While the retail trade have not yet had time to fully check up their business of the past twelvemonth, there is little doubt that the total volume throughout Canada considerably exceeds that of last year. Some retail grocers of course have not secured their share; the others have exceeded the 1911 business and some to a great extent. Undoubtedly the business existed; it remained for the aggressive men to go after it while others waited.

Away Ahead of 1911.

Wholesalers have been checking up their totals and invariably those seen by The Grocer report a splendid trade—better than a year ago.

"Our turnover this year," remarked a Hamilton, Ont. wholesaler, "has been away ahead of 1911; and it would have been still better if delays in shipments could have been avoided or greatly lessened."

This seems to be the general opinion among Hamilton, as well as other wholesalers. The year has been a bright one from a business standpoint, and had the railways handled shipments better results would have been even more satisfactory.

To illustrate the annoyance caused by slow freight, the Hamilton wholesaler related a glaring instance.

"We shipped a carload of goods to St. George less than 15 miles away," he said, "and it took just 13 days to get there."

This is an exceptional case, but there have been hundreds of others where the undue length of the delay has caused bitter complaints and loss of orders.

The Best Year on Record.

A manufacturers' agent and importer, with head office in Toronto, and doing a Canadian business told The Grocer that his turnover in 1912 was considerably ahead of 1911, and easily the best he ever had. It was up in the seven figure column.

"The West is growing fast," he said, "and this meant a lot of business for us, but you must not suppose we did not increase business here in the East. One of our men in Toronto did the biggest year's business on record in selling one particular line."

So far as shipping delays were concerned, some trouble was experienced by this firm, but not much more than usual. A particular case was the belated receipt of a carload of Christmas goods which had previously been sold but which arrived too late. They will now have to be sold over again.

"It seems to us," remarked this importer, "that prospects for 1913 are good. Already we have had an especially good big order signed for delivery in January, and it came with little effort on our part. We have considerable others in for delivery during first couple of months."

(Continued on page 35.)

A Page of Value to the Grocery Clerk

The Clerk of To-day is the Merchant of To-morrow

By Bruce McDougall.

Enthusiasm is a necessary attribute to the successful clerk. The young man who looks after the welfare of the store and of the customers is going to have his usefulness observed. Reading between the lines of the article on this page one will readily notice enthusiasm in the author, Mr. McDougall. He is keen on window dressing, on interior display and on increasing sales, and is undoubtedly a good acquisition to his father's store in Ingersoll, Ont. His article is well worth reading by both clerks and dealers.

Window trimming is one of the most important parts of the grocery business. To-day, no matter where you go, the up-to-date business men are doing more of that kind of work. You will find nine out of every ten who are looking after their windows are the successful grocers and business men. You often hear a grocer remark, "Well, so and so have a pretty nice window in this time, but what good does it do—a lot of trouble and work for nothing." If that grocer would stop to think that the well-dressed window attracted the attention of the public where often otherwise they pass right by his store without even glancing in to see what he has got, perhaps he would try to be a little more careful with the next window he puts in. What looks better than a nice clean decorated store and a nicely dressed window giving the people the inclination to buy?

Taste and Patience Required.

Window trimming is an art by itself and to be a successful window dresser you must have two things: First, taste; second, patience. You will find there is more to bother you than just merely throwing in your goods. You have got to get the idea into your head and then place your goods so as to show up and sell to the best advantage.

In dressing a window, do not pile it up with a lot of different things such as a window of salmon with cereals as a background. Use a little judgment in showing lines that will sell another. For instance, last spring just after the snow was gone and everything seemed to be waking up after the long cold winter months were over, an idea came to me that a spring window would look nice and tasty, so I proceeded to build my window, giving it as a title, "The Kiss of Spring." I had a big pan made so as to hold a quantity of water. Placing this in the window I built sod all around it, banking it up so as to hide the pan. I then brought out every kind of canned meats, placing these in front and on either side of the window. I went to the woods and got a lot of small evergreen trees, placing them at the back. I then built a half circle, placing on it my cooked and smoked meats with a lot of lettuce and celery banked around. I then strung chicken, sides of bacon and other meats from the ceiling and let them hang among the bushes. Having quite a few stuffed birds I placed them on the grass under the trees and around through the window.

This made a very attractive window and helped to increase our sales in the smoked meats of which we handle a lot. Such windows as these get the people talking, and once you have the people talking, it's as good an advertisement as you can get.

Assign Window to One Clerk.

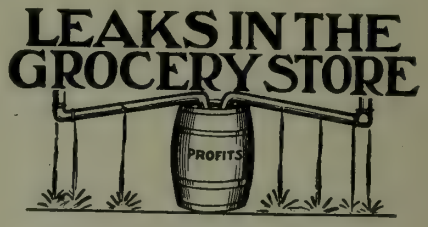
I think in every store there should be one clerk to do this part of the work. He should look after the window, the interior trimmings and the general cleanliness of the store. If he accomplishes these things satisfactorily his employer will have a successful business.

Our business here has increased wonderfully in the last few years and we attribute much of this to the fact that our store is kept clean and nicely decorated. Our window is always attractive and our goods are the best, and that's what people like to see and have. Our sign is QUALITY, and QUALITY COUNTS.

Methods of Increasing Sales.

A successful clerk to my idea must be energetic, clean and tidy, and always willing to do something for the store's customers. In selling goods I believe in bringing before the customer the quality of the article. A judicious attempt is made to induce her to buy something new that has just come in. If she purchases and likes the article, she will tell others. To me this is one of the best methods of introducing goods.

Three years ago, I established an order route calling on many people in the town who hadn't phones. On the first round I secured three who would deal with us steadily; to-day I have sixty, none of whom had ever been in our store. This is another method to increase business and a very good one for the dull summer months.



BROKEN PACKING BOXES.

By a Grocery Traveler.

So far, I have not noticed that anyone has referred to the leak in the grocery store caused by carelessness in handling packing boxes. For instance in the warehouse of a store the other day, I observed eight or ten packing boxes broken so badly that they would be unfit for anything outside of kindling wood.

Since the retailer has to pay something for these boxes, one would think he would get as much as possible out of them. Wholesale grocers are always after boxes, and he could easily dispose of any surplus to them. Boxes would sell all the way from 5 cents up to 25 cents. Supposing a hundred of the latter are handled in a year;- that would mean $25 if all were taken care of properly. I would say many grocers could sell $50 or $75 worth of boxes every year, all of which is that much more added to the sales sheet in the year.

Your "Leaks in the Grocery Store" column will do a great amount of good. Hope to see many of your readers represented with suggestions.

OLD COUNTRY AMALGAMATION

A notice hase been sent out by Joseph Farrow & Co., Ltd., Peterborough, Eng., announcing an important amalgamation with three other Old Country firms. These include Barringer & Co., Limited, of Mansfield; Moss, Rimmington & Co. (1909) Limited, of Selby; and Sadler's Mustard Limited, of London. The new firm will trade under the name of Joseph Farrow & Company, Limited, with head offices in Peterborough. I. H. Wallis, of Barringer & Co., and R. J. Foster, of Moss, Rimmington & Co., have joined the Board of Directors of Joseph Farrow & Co., Limited.

Century and a Half In Business

An Old Quebec Firm Founded in 1766—Early Trials and Tribulations — Have Now Twenty-six Stores in Eastern Canada.

Paspebiac, Que., Dec. 26.—(Special)—On the left hand corner of the photograph on this page may be seen the figures "1766." This is not the street number of the store. It marks the year of the foundation of Robin, Jones & Whitman, Limited, which was established in that year—146 years ago—by Charles Robin.

Those of you who have read the early history of New France, or Canada as it is now called, will recall that around 1766 there were some stirring times. Mr. Robin found it so. He came to this country in that year from the Island of Jersey in a small brig called the "Seaflower."

Met Early Reverses.

After exploring the Bay des Chaleurs, he decided to settle at Paspebiac, where he started a trading and fishing business. At the outset he met with many reverses, having his stores plundered and vessels captured by American privateers, and he was in fact forced to leave the country for two years. He returned in 1783, and from this period prosperity followed his efforts. He gradually extended his business, opening up branches at several places along the Gaspe Coast, as well as in New Brunswick and Cape Breton.

In the year 1896 the company amalgamated with J. & E. Collas, of Gaspe, under the name of the C. Robin Collas Co., Limited. In 1904 they took in Collas Whitman & Co., of Halifax, and made Halifax their headquarters—heretofore the headquarters had always been in Jersey, Europe. Some two years ago the company further took in A. G. Jones & Co., of Halifax, and the Atlantic Fish Co., Lunenburg, N.S., and the company is now carrying on business under the name of Robin, Jones & Whitman, Limited. They are now operating twenty-six branches in the Provinces of Quebec, New Brunswick and Nova Scotia.

The company have always kept to the old initials of "C.R.C.," which is their registered trade mark and by which they are best known on the Gaspe coast.

A History With Few Rivals.

Few retail or other businesses can look back 146 years in Canadian history so that Robins, Jones and Whitman, Ltd., hold a unique place in the trade to-day. The firm has certainly prospered. Half a million dollars would be a conservative estimate of its assets.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from The Canadian Grocer of Dec. 30, 1892:—

"F. W. Fearman is a candidate in the election in Ward No. 1, Hamilton, Ont."

Editorial Note.—Mr. Fearman, of F. W. Fearman & Co., packers, is to-day a well-known figure in Hamilton.

* * *

"Barbadoes molasses is firm and fairly active while stocks are not large and nothing good could be had under 32½c for a round lot."

Editorial Note.—To-day, fancy Barbadoes molasses is quoted at from 40 to 47 cents and choice from 35 to 42 cents.

* * *

"The following have been elected officers of the Montreal Wholesale Grocers' Association: President, Geo. Childs; vice-president, Chas. P. Herbert; treasurer, D. T. Tees; Directors, Chas. Chaput, W. W. Lockerby, and J. C. Rose; committee of arbitration, Geo. Forbes, Wm. Kinloch, H. Laporte, and H. H. Regan."

ADVANCES IN FOOD PRICES.

Finley Acker, the large Philadelphia, Pa., grocer, has the following to say on what foods have advanced in recent years and why:—

"How do the prices of the same kind and quality of food products compare with their market prices, ten, twenty or thirty years ago?

"Statistics show that such necessary staples as flour, sugar, syrup, tea and chocolate, and the modern staple of confectionery, have cost approximately the same for some years—except as the prices fluctuated with the varying market prices of wheat and raw sugar. It is interesting to note that the important items of flour and sugar are both lower in price to-day than they were thirty or thirty-five years ago.

"Coffee is lower in price that it was thirty years ago, although higher at present than it was several years ago. The varying prices in coffee will be found, however, to have been caused mainly by the fluctuations in supply and demand, although the present high prices are partly due to the coffee valorization scheme which is based upon the principle of safeguarding and developing the coffee industry by preventing ruinously low prices, during periods of overproduction and exorbitantly high prices during period of underproduction."

Siebert & Co., general merchants, Dashwood, Ont., have sold to G. Kellerman & Son.

Current News of the Week

Quebec and Maritime Provinces.

A. & A. Choiniere, general merchants, Granby, Que., have registered.

F. E. Williams & Co., grocers, St. John, N.B., are advertising their business for sale.

Harris Miller, general merchant, Sackville, N.B., sustained loss by fire recently; covered by insurance.

The remodelling work going on in the office department of Hudon, Hebert & Co., Ltd., Montreal, is nearing completion.

Albert Joseph & Co., general merchants, Waterloo, Que., have dissolved, Albert Joseph and Abatlah Joseph registered.

The wholesale grocery firm of Payzant & King, Halifax, N.S., started in business life in 1862 and are thus completing their half century this year.

The Canadian Cocoanut Co., Montreal, have secured the sole selling rights for the Dominion of the products formerly manufactured by the Columbia Extract Co., Montreal, and selling under the trade-mark of "Dryden's."

The annual general meeting of the Montreal Wholesale Grocers' Guild was held recently in Board of Trade Building, Montreal, when the president, Zepherin Hebert, presented the report of the business of the association during past year. The election of officers then took place and the confidence the members have in the president was further exemplified by the unanimity shown by those present in again electing him to occupy the chief position. Officers: President, Zepherin Hebert; vice-president, N. Gendreau; treasurer, J. T. Lalonde; directors, S. J. Carter, S. Deschatelets, W. Fouliot.

Ontario.

S. H. Carrie, grocer, Toronto, has sold to Herbert Perkins.

Bradfield & Co., grocers, Toronto, have sold to J. Pleskey.

G. Carter Milling Co., St. Mary's, Ont., sustained loss by fire recently.

R. C. Blackburn, Winnipeg and middle west representative of W. G. Patrick & Co., Toronto, is east visiting the firm's head office.

A. J. Gardiner, late manager of the G. W. MacFarland Co.'s Model Grocery, Sudbury, Ont., has opened up a business there on Elm Street West on his own behalf.

H. Riordan, grocer, London, Ont., has sold to R. A. Murray, formerly of Detroit, Mich.

The general stores of T. Fowler and Kicks & Co., Callender, Ont., sustained losses by fire recently.

The Drummers' Snack Club will hold an executive meeting this afternoon (Friday, December 27) at the St. Charles Hotel, Toronto. In the evening will be the annual dinner.

Norman Haldenby, grocer, of Barrie, Ont., has purchased the store on Queen Street, Kincardine, formerly occupied by the late G. M. Mackendrick. S. Haldenby will take possession in the near future.

The Dominion Railway Commission has ordered railway companies to furnish heated refrigerator cars for the carrying of perishable freight in less than carload quantities. The order is in the nature of a compromise. The shippers asked that the minimum be an aggregate of 10,000 pounds. The Railway Commissioners set the minimum at 12,000 pounds, and the applicants for the order are pretty well satisfied. Under the old conditions the railway companies were only required to supply heated cars for carload lots of 20,000 pounds to the one destination. Now the minimum for a car is placed at 12,000 pounds, and the freight can be divided between not more than five points.

Western Canada.

Wilson & LeMare, grocers, Stavely, Alta., have sold out.

N. M. Waldo, grocer, Brandon, Man., has sold to A. H. Pye.

H. Saunders, grocer, Winnipeg, is succeeded by B. J. Clark & Son.

F. H. Willis, general merchant, Springside, Sask., is succeeded by Fred Cummings.

Geo. Robinson has opened a general store business in Mirror, Alta. Goods will be sold for cash only.

H. J. Robinson has been appointed secretary of the Retail Merchants' Association of Saskatoon, Sask.

Professor Charles Wolcott, who some years ago superintended the balloon ascensions in Canada on behalf of Sweet Caporal cigarettes for the Imperial Tobacco, Ltd., Montreal, died recently at Edmonton, Alta. Prof. Wolcott, it will be remembered, sustained severe injuries seventeen years ago in a 3,000-foot fall from a balloon in South America. Practically every bone in his body had been broken but nevertheless he recovered and lived for seventeen years.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

U. S. PARCEL POST LAW.

Editor Canadian Grocer.—Will you kindly tell your readers in brief form how the United States parcel post will work out?—Inquirer, Winnipeg, Man.

Editorial Note.—On January 1 the United States Post Office will inaugurate a parcel post service. The rates will be graduated according to the distance of the haul, from 5 cents to 11 cents for the first pound and from 1 cent to 10 cents for each additional pound. The country will be divided into squares of 30 miles to a side. Shipments within one square will get the lowest rate, which on a ten-pound package will amount to 14 cents.

* * *

WHAT BUSINESS ASSESSMENT IS.

Editor Canadian Grocer.—Can you tell me what is the law regarding the business assessment in Ontario?—Ottawa Retailer.

Editorial Note.—The Assessment Act says: "Every person carrying on the business of a retail merchant in cities having a population of over 50,000 shall be assessed for a sum equal to 25 per cent. of the assessed value. In other cities and towns having a population of 10,000 or over for a sum equal to 30 per cent. of the assessed value, and in other municipalities for a sum equal to 35 per cent. of the said assessed value."

The Denver Retail Grocers' Association have opened a bank. It is owned and operated by the association.

Canada at the present time obtains 75 per cent. of her supply of raw sugar from the British West Indies, whose total production for export is about 300,000 tons a year. In 1911 Canada imported 280,000 tons of raw sugar.

Delays in Shipments Cause Complaint

Wholesalers Indignant Over Delayed Freight—Practically All Report Substantial Increase in Business Over 1911—Markets on the Whole Are Quiet—No Important Changes To Be Recorded.

QUEBEC MARKETS.

POINTERS—

Prunes—Down.

Tarragona Almonds—Up 2c.

Hotel Mushrooms—Up $1 per case.

Montreal, Dec. 24.—Wholesalers are on the hop filling orders, the rush being heavy and difficulty in getting goods delivered embarrasing.

Some wholesalers have lowered Canadian canned peas due to the fact that the imported peas are lower in price, while the demand for former is also slow.

Some quantities of brooms are also lower by 25c per dozen, while prices on mushrooms are firmer.

SUGAR.—Demand is on the proper side so far as refiners are concerned, though, however gratifying it may be it is said that some confess to being behind a few days in orders. Evidently the trade have been buying from hand to mouth and on finding no decline would take place came along with substantial orders before Christmas. It would seem that the raws now being melted are high priced so that no decline is likely to take place till these are worked up. On the other hand with the heavy trade over, the market should become dull and concessions may be made to stimulate buying.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Market remains very as stated in previous issues no reason can be seen for any decline owing to decided shortage of fancy stock. The demand for all grades is good, the holidays having stimulated trade considerably.

Syrup trade is also lively, dealers taking up supplies readily.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Market is active as far as certain lines are concerned and a good trade is passing.

California seeded raisins are none too quick to move, though, but yet there does not seem to be any very great pressure to sell and consequently little likelihood of any concessions being made. Currants are firm owing to limited supplies, while dates in cartons are selling freely. Figs are now being brought up as eagerly as is expected at this time of the year, and prices are unsteady, though there is no sign of a decline.

Prunes have declined one cent per lb., the crop evidently being larger than expected, while California loose muscatels, 4 crowns are up to eight cents.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 10½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅝	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

NUTS.—As would be expected at this time of the year the demand is brisk and dealers are showing no hesitation in taking up good stocks.

Tarragona almonds have advanced two cents per pound, thus proving our recent statement to the effect that supplies were limited in spite of the easiness prevailing in market last week.

Sicily filberts are stronger following on cable news from growing centres, and have advanced in price, while walnuts though moving well, might be a little more lively.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

COFFEE.—Trade so far this month has been well up to mark and the demand at present is satisfactory. Primary markets are strong and though the sale of valorization coffee is looked to to produce lower figures, yet of course even if this should come about, local prices will be unaffected, as it is necessary for the market to drop a considerable number of points before prices here change.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICE.—Business has become more or less of a hand to mouth nature, the high prices of certain lines making the trade disposed to await further developments before buying heavily.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	....	0 85
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 07½	0 10

RICE.—No change in price to note, firmness being the chief feature. Orders from country points are being received but are not large enough to prove that the outside trade have any confidence in the situation. Prices are certainly high and a slight drop would mean larger business, yet conditions according to local authorities would not justify a drop.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

BEANS.—Supplies were not so free during past days but yet the market is easier, and quality of those coming forward good. Austrian hand picked beans are finding favor with a number of wholesalers and are selling well.

White beans, per bushel	2 75	3 00
Indian Rangoon	....	2 00

ONTARIO MARKETS.

POINTERS:—

Coffee.—Firmer.
Nuts.—Higher.
California Fruits.—Firmer.
Valencia Raisins—Lower.
Tapioca.—Weaker.

Toronto, Dec. 24.—Complaints with regard to delayed shipments are numerous and louder than ever. Goods in many cases are taking from three days to two weeks longer than the usual time to arrive at destination, and much indignation is being felt against the railroads, especially since the extra demurrage rate was struck.

Business for 1912 has been very satisfactory. The number who report a decrease from 1911 standard are very, very few, and most are able to report a very substantial increase. This is due not particularly to the fact that greater gains are being made on goods sold but more goods are also being consumed. Where people have the money there is a very general tendency to spend more on eating. In another week more definite calculations with regard to increase will be possible.

SUGAR.—The sugar situation is changed but little this week. The beet crop estimate has again been decreased slightly, but chiefly in Russia. This will have very little effect, as the crop is still very large. Prices locally remain as quoted last week.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—At present there is little likelihood of prices, especially on corn syrups, advancing. Corn according to latest reports is very weak in Chicago and chances for it advancing are very slim. On higher grade syrups and molasses prices are likely to be maintained for some time at present level.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—California fruits are a little firmer this week. Bottom at last has been reached and with things getting into a little better shape higher prices are expected to rule soon. At present prices are very reasonable. Seedless varieties have all been closely cleaned up with the Christmas trade.

Valencia raisins have again slumped in England. Spain is completely sold out and the new crop is reported as the smallest on record for many years.

Next year's crop in currants is expected to be rather short. The attention of all the Greeks has been turned towards fighting rather than agriculture and thus the crops have been greatly neglected.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10	0 08¾
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—On account of there being no sale in London either of Indias or Ceylons until January 7 considerable quantities of tea will be accumulated but the fact that people have been unable to buy for two weeks will tend to make the competition keener than ever.

Some of the offerings now are said to be stocky and autumnal. Gardens are now closing down owing to cold weather.

COFFEE.—No change in price has been made this week but a much better tone exists in the market. Imports are likely to be higher. So far as the Brazil crop is concerned higher prices between now and next crop will likely be realized. Direct shipments are not showing the quality of former years. On the whole the crop is not up to the level but in the better grades good quality is being received. "Judging from present conditions this should be a good time to buy. Certainly coffee wont see a lower price," said one dealer this week.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—The situation in spices has changed but slightly this week. Nutmegs and black pepper are rather easier, while cloves and mace have taken on a firmer tone. Prices remain unaltered.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 60	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Just what the situation in tapioca is this week is hard to determine. On the primary market there is rather a lower tendency. Fresh shipments do not come till February and no great change is expected before that time.

Rice is stated by some dealers as firmer. Carolina and Texas rices are likely to be higher before long.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Nuts of all kinds have been pretty well cleaned up with the Christmas trade. "We have scarcely a pound of filberts or Brazils in the house," said one man this week. All have sold exceedingly well. Shipments coming in now are all likely to demand higher prices while succeeding shipments, it is expected, will be lower. Shelled almonds are likely to be much higher. These are scarce in Spain and are bringing much better prices.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15

Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Large quantities of Austrians are still coming in and are being well taken. On account of being all hand picked they are even in greater demand than the Canadians.

Prime beans, per bush., new	....	2 80

CANNED GOODS.

TORONTO.—Quality of canned goods this year is said to be well up to that of previous years, and uniform quality rules throughout. Canners are still being pressed for delivery of goods and are kept busy making shipments.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 55
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	6 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	6 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

NEW BRUNSWICK MARKETS.

St. John, Dec. 23.—Local dealers had a great week. Business was better than it has been for many years; large orders were the rule and receipts were satisfactory. Trade in holiday lines, particularly, fruits, candies, Christmas groceries, etc., was well above average and those dealers who stocked heavily in this connection were fully repaid for their enterprise.

Speaking generally the market was quiet. There was decline of ten cents in Ontario flour which came somewhat unexpectedly with different dealers. It is regarded by those who keep in touch with the situation that now is a good time to buy in fair quantities and to attend to matter of storage. It is believed that the present prices will prevail until about the New Year or after both in Manitoba and Ontario patents, and that between now and that time is the best time to place large orders. As in the case of Christmas shipments by local grocers, so with flour,—transportation difficulties set in, and the consequence is the finding of St. John merchants with very little stock upon their hands, and with orders given but not delivered.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 75	2 85
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Flour, Manitoba	5 75	5 80
Flour, Ontario	5 65	5 75
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 50
Oatmeal, std.	....	6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	27 00	28 75
Potatoes, barrel, new	1 50	1 80
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

PAST YEAR'S BUSINESS WELL AHEAD OF 1911.

(Continued from page 29.)

His western representatives are exceedingly enthusiastic over next year's prospects on account of healthy conditions out there.

From 20 to 25 per cent. increase is the amount named by a number of wholesalers.

In the flour milling business the three large, old-established firms had substantial increases. The increase of one is placed at $44,858, a second of nearly $40,000, and the third $77,000. Newer mills are pleased with their turnover, one showing a profit during the first year in business of more than $62,000. In considering the above figures it must be remembered that season of 1910-11 was a poor one for the milling interests, keen competition and adverse circumstances combining to lessen profits.

The output of flour is great but so is the overseas demand, and under ordinary conditions 1913 prospects are good.

The Christmas season always means heavy fruit sales. This year has evidently shown better sales than last.. One wholesale fruit dealer estimates week prior to Christmas brought 50 per cent. more business than corresponding week last year. During 1912 he figured business had increased 25 per cent. above 1911.

Fruit wholesalers found the same difficulty in getting shipments made promptly as wholesale grocers. "Many shipments," declared one, "to Ontario points have been from three to five days longer than usual."

Everyone is looking forward to 1913 with confidence. Good business until harvest time at least is assured and then everything will depend on the crops.

Low-Priced Goods Not Permanent Attraction

Peterboro, Ont. Dealer a Strong Believer in Drawing Power of Quality Lines—Illustrates How Trade Can be Secured by Sticking to Selling of Best Sugar—Advertises That No Better Can be Bought—Gets New Business From the Window.

"That low priced goods may attract for a time, but not for long if quality is lacking," is the opinion of W. H. Hamilton, a Peterboro, Ont. grocer. "People of to-day are above all demanding high quality goods, and the merchant who hopes for continued success must aim to give his customers articles of a high grade."

If the list of merchants of to-day who are prominent in their respective fields, were reviewed, one would find the majority have built their business on quality rather than prices.

In Mr. Hamilton's estimation, there are those who have appeared to make marked headway for a time on bargain goods, but their's has been the way of the sky rocket—a brilliant flare and then the drop.

Never Cuts Sugar Prices.

During his tenure of business, Mr. Hamilton has stuck persistently to quality goods. While sugar has been a favorite article of cut price in many places for many years, he has always maintained prices at a figure that gives a fair profit, always making certain that he sold sugar of quality. While competitors may sell low grade sugar, he handles one as pure as he can purchase. The bag contains a guarantee to this effect and Mr. Hamilton makes use of this as an argument in selling the sugar at a normal price.

Mr. Hamilton states that some competitors are occasionally prone to advertise the same kind of sugar at a cut price and then tell customers that they are just out. Their plan is to get the people into the store, express regrets at not having that sugar in stock and to attempt to sell them something else—"the just as good brand." On finding out the ruse, capital can be more effectively made from it.

Quality a Strong Magnet.

"The people of to-day are certainly demanding quality goods," says Mr. Hamilton. "Low prices at other stores attract some of my customers but the majority eventually drift back again. I somewhat welcome low-priced goods of other dealers. When people really want to be sure of the quality of goods they come to me. There is coming a gradual change, however. Grocers are beginning to realize that quality wins out in the end, and some of the most strenuous price cutters are going in for quality goods at fair profits."

He believes in selling a large package where possible. He points out that if a customer purchases a small package, she may go to the other grocer for additional supplies, "but when you sell a woman a large package, you make sure that she is going to use your goods for a considerable length of time at least."

"For instance," says Mr. Hamilton, "if I have a customer who has been buying olives in 15-cent bottles, when he runs out he may go to the nearest store to buy and I lose that sale. If I sell him a $1.25 bottle, he will not need to buy again until he can get a chance to come back to me. In addition, having a large quantity on hand, he is likely to use more.

"Besides, I find that the larger package pays the best profit. Here is an example, take washing ammonia. I have a 25-cent package which gives me a profit of 9 cents. On the other hand a certain five-cent package will only give 1½ cents profit. It also costs less to sell 25c worth of goods at once than in several installments."

Window Attracts Buyers.

Aside from handling of quality goods, a method used by the Hamilton store to attract business is by means of window display. Early in the fall, a display that attracted attention was one of housecleaning goods, such as soap, brushes, etc. In the centre of the window was a little house with chimney, etc., built out of soap. The end facing the street was made of red paper, and with an electric light inside, it showed up to good advantage at night.

"The window brings a good deal of business. A considerable trade has been built up in crocks and flower pots in just this way. At the proper season a display is put in the window, and this of itself attracts many purchasers," said Mr. Hamilton.

Good Season in California Dried Fruits

In Practically All Lines Production Was Heavy—Prices Opened Lower Than Usual—Estimate of the Yields.

In total tonnage the 1912 output of dried fruits in the State of California was exceedingly heavy. All of the principal varieties were produced in California this year in large quantities—larger than usual.

Looking at the market for all dried fruits in a broad way, the general tendency of the season just closing has been toward more conservative values than for the past few years. Growers generally have objected strongly to what they considered were too low prices in every one of the more important lines. The prospect, however, for heavy crops in California this year and the opinion of all branches of the trade that values had gotten beyond limits in many lines, combined to start this year's market out on a lower level, and even at that, prices in some lines have sagged right along.

There has been less of a speculative interest in any of the dried fruit staples this year than usual, and most business has been done against actual demand. This leaves the California dried fruit market at the present time in a rather better position than is usual at this time of year, and particularly so when the size of the output is considered.

After a very careful consideration of this year's movement and the figures and ideas of the different operators, the tonnage in the various dried fruit varieties in California for 1912 has been estimated as follows:

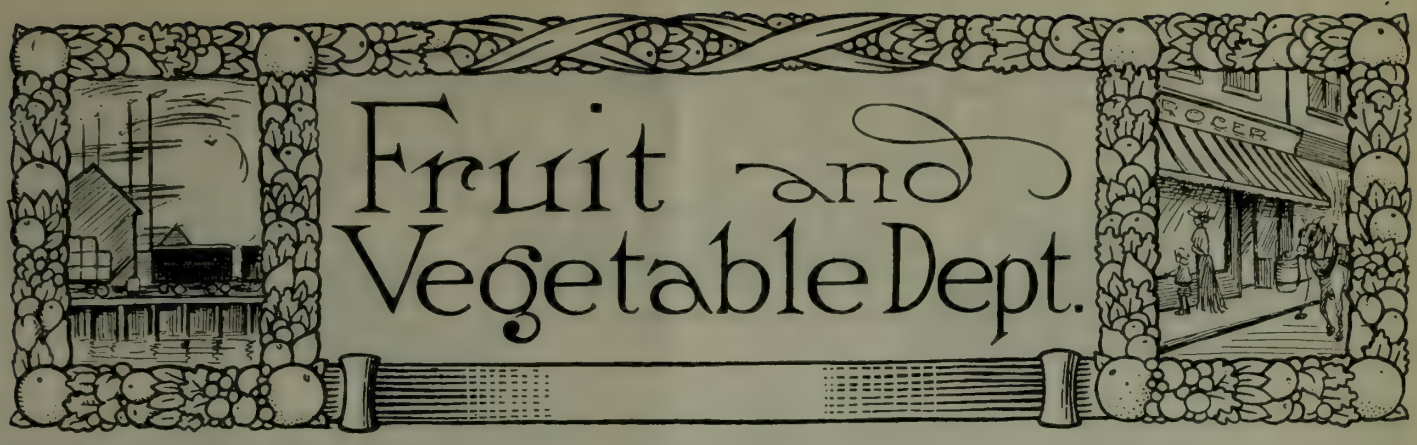
Apples	3,500 tons
Apricots	18,500 tons
Figs	5,000 tons
Peaches	27,000 tons
Prunes	97,000 tons
Raisins	85,000 tons
Various other	3,000 tons

It must be borne in mind that figures at this time of year are largely estimates and are subject to a revision a little later.

If it is an effort to be pleasant to customers, just remember that you are being paid good money just for making that effort.

Take all the good luck that comes your way but don't let yourself spend any time waiting for it.

What is a dollar or two a year for a trade paper if you get out of that paper one good practical idea for developing your business.



Fruit Demand Heavy for Christmas Trade

Wholesalers Report Good Sales— Florida Oranges Arriving Freely—Slight Advance in Cranberries — California Celery Moving Well—Southern Strawberries Here With Price Exceedingly High—Selling at $1.25 Per Quart—Marmalade Oranges on the Way.

Large shipments of Florida oranges have been arriving during past week. One Toronto dealer received three carloads Monday and one Saturday. Eating quality in these is said to be fine; color is good, and sizes all that are to be desired. Christmas demand has been very heavy this year, and in many cases greater business than ever has been done.

Sicily bitters for making marmalade are now picked and ready for shipment. Leaving Sicily about the end of this month they should arrive here about the third week in January. Advance orders for these have already been very heavy.

Cranberries have advanced slightly this week. Supplies are becoming scarce as only late varieties are coming on now.

California celery is now on the market and selling well. One dealer got rid of a whole car in half a day. Quality is said to be the finest in years. Stock is clean and entirely free from rust.

Fresh strawberries have been introduced on the market this week merely as a curiosity. Only one box containing 100 quarts was imported and these are moving out at $1.25 per quart. Quality is only fair and were it not that these were such a novelty at this season difficulty would be found in getting rid of them at prices quoted.

MONTREAL.

GREEN FRUITS.—As would be expected at this time of the year goods are moving out freely and prices are not at all unreasonable considering high level reached by certain other lines. Jamaica oranges are not over plentiful, in fact decidedly short, the scarcity being due to destruction of young fruit by hurricane. A considerable quantity of Floridas and Californias therefore have been brought along to fill the gap. As a result prices have advanced considerably.

Nova Scotian apples are selling freely and as they have a flavor absolutely peculiar to themselves it is likely that this variety of apples will soon take foremost place on the market.

Jamaica bananas are not on the market while other Jamaican fruit is scarce.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES. — Demand is good, prices reasonable, and a big business doing, about sums up the state of the market at present. There is nothing particular to mention, no important price fluctuation and no sign of any immediate changes.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—There has been an excellent movement in all green fruits lately. Florida oranges have been moving out rapidly and in large quantities. One car of Florida pineapple oranges has been received this week. Eating quality in these is excellent. Being almost entirely free from fibre and containing much juice they make a very palatable orange.

Grape fruit is still coming in in fine quality; 64's and 80's continue to hold first place on the market, although all grape fruit has been rather cheap this year.

Prices in lemons are expected to hold firm for January shipment. No decline is anticipated. Demand has been heavy and consumption good in all parts of the country.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bbl.	....	2 25
Greenings, No. 2, per bbl.	....	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	2 75	3 50
Oranges, Florida, case	3 00	3 25
Navels, per case	2 75	3 50
Mexican oranges, per box	....	2 25
Pineapples, per case	4 00	4 50
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Tangerines, per strap	5 50	6 75

VEGETABLES.—Little or no change has taken place in the vegetable market this week. California celery is now on the market and selling well. Quality is said to be the best for years.

Onions are slightly easier this week and prices have been dropped considerably. Many Ontario's are on the market and are tending to keep out the Valencias.

The potato market has been dull of late and prices quoted are somewhat easier. Few vegetables of any kind are offering as all attention has been turned towards fruits for the holiday trade. With the new year a better movement in all lines is expected.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	5 50
Cucumbers, Boston, hot house, doz.	....	2 00
Lettuce, doz. bunches	0 25	0 30
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	....	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	....	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	....	0 75
Turnips, per bag	....	0 60
Tomatoes, hothouse, per lb.	....	0 28
Sweet potatoes, hamper	....	1 50
Cauliflower, per case	....	4 25

When the people have had one chance to read your advertisement in the newspaper, take it out and give them a chance at another.

Mill Feed Prices Have Taken a Slump

Heavy Stocks and Quiet Demand the Cause—Flour Market Claimed To Be Growing Firmer—Fear Is Felt for Safety of the Fall Wheat as There Is Not Enough Snow—Business Generally Quiet Owing to Christmas Trade.

The most striking feature of the market this week has been the slump in mill feeds. Bran has been reduced to $20.00 and shorts to $23.00. Middlings are quoted at $25.00. Two reasons are given for this decline. Prices on corn have been very low and supplies have been known to be large. Then there has been a surplus of mill feed on the market. Farmers are still using their coarse grains and as yet have not begun to buy feed to any great extent. Further declines are not now anticipated and it is expected that prices will remain at present level till after the opening of the new year.

Some uneasiness has been felt on the primary wheat market of late. Large crops of growing winter wheat both in the States and Canada for want of snow covering are exposed to frosts. This fact has done much to put the wheat markets on firmer basis. Flour markets in Montreal are reported as firmer and even higher prices are expected. In Toronto there is as yet little life in the market.

More cereals have been coming forward of late and have relieved the shortage of the past couple of weeks. Trade has been more or less affected by the stock-taking on the part of wholesalers, and retailers devoting all their time to Christmas lines have been buying very easily of late.

MONTREAL.

FLOUR.—There is now a firm undertone to this market, the business being done in spring wheat flour both for local and country consumption being up to a satisfactory mark. There has been an upward tendency noticeable in prices for raw material of late and the present firmness in the market may be due to this move. Winter wheat grades are becoming firmer all along as Ontario millers are slow to make shipments, and as stocks on spot are light there is considerable strength in the market, and should the present heavy demand continue without a corresponding increase in supplies, it is almost safe to say that a higher range of prices will come into force.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

ROLLED OATS.—Demand has been increasing all along since decline took place, country dealers evidently having anticipated this drop and held back orders. Many millers, however, cannot cope with the rush and are behind in orders and in spite of the fact that new oats will soon be delivered, it would not be surprising to see the market stiffen a little. Cornmeal demand is good and market is easy.

Fine oatmeal, single bag lots		2 53
Standard oatmeal, single bag lots		2 53
Granulated oatmeal, single bag lots.....		2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots		2 20
Rolled oats, jute bags, 90-lb. single bag lots		2 30
Rolled oats, cotton bags, 90-lb. single bag lots		2 35
Rolled oats, barrels		4 65
Rolled wheat, bbl.		2 75
Hominy, 98 lb. sack		2 30
Bolted cornmeal, 100 bags		2 25

TORONTO.

FLOUR.—The flour situation is practically without change this week. Business has been dull with no prospect of it stiffening till after the middle of January. Between the Christmas trade and prices continually declining all life has been taken out of the market.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....		5 30
2nd patents, in car lots, per bbl.....		4 80
Strong bakers, in car lots, per bbl.....		4 60
Feed flour, in car lots, per ton	30 00	32 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Although there has been much talk about the record corn crop this year and though the reason for prices dropping so low has continually been given as due to immense supplies, still cornmeal locally is very scarce and hard to get. All mills are oversold and unable to take care of the bulk of orders which have been flowing in. Under present conditions prices are likely to remain very steady.

More rolled oats have been offering of late and the scarcity of the last couple of weeks has been very greatly relieved. Business, however, has been quiet owing to stock-taking by millers, and the attention of the retailer being turned to Christmas lines.

Rolled oats, small lots, 90 lb. sacks....		2 30
Rolled oats, 25 bags to car lots		2 20
Standard and granulated oatmeal, 98-lb. sk., small lots		2 43
Rolled wheat, small lots, 100-lb. bbls....		2 85
Rolled wheat, 5 barrel to car lots.....		2 75
Cornmeal, 98 lb. bags, 25 bag lots.....		2 00
Rolled oats in cotton sacks, 5 cents more.		

MILL FEED.—A very decided drop has taken place in price of all mill feeds this week. But it is stated that rock bottom has now been reached and that prices will go no lower. Demand lately has been very slight owing chiefly to fact that farmers are still feeding their coarse grains and have not begun to buy extensively.

Bran, in car lots, per ton		20 00
Shorts, in car lots, per ton		23 00
Middlings		25 00

The world's visible supply of lard on December 1 was 146,444 tierces as compared with 195,699 tierces on November 1, a decrease of 49,255. The visible supply on December 1, 1911, was 207,360 tierces.

J. T. May, a London, Ont., grocer, lost a valuable horse on Monday in the yard of a hotel where it strayed after getting out of its stable in the morning. Citizens trying to catch it chased it into the hotel yard where it slipped on the snow and fell against the corner of a building, killing itself. It was valued at $150.

Advance in Halibut is Expected Soon

Catch Reported To Be Quite Small—Prices May Go Up from 1 to 2 Cents per Pound—Salmon Catch Also Small—Advent Season a Good One—Oysters of Good Quality for Christmas Trade.

Fish trade during the past week has been good. Demand for all lines of frozen fish has been heavy and with the holiday season oysters have been moving out better than ever.

Large quantities of Newfoundland herring in pickle are now being stocked by the trade. Quality in these is fine and a good price is easily obtained.

With a heavy demand, and limited supply, halibut have become a scarce article on the market. Catches this year are said to have been almost a failure. Advanced prices are expected shortly.

Still some uneasiness is being felt about the future in oysters. Judging from the weather map to-day there is nothing in sight which should cause much fear at present, but last year's experience has not yet been forgotten. Quality in oysters is said to be the best for Christmas trade for some years and plenty have been offering.

QUEBEC.

MONTREAL.—Market is easy under good demand and large supply. All kinds of prepared fish are selling well while haddies, kippers, bloaters and fillets are all being bought up steadily. Prices are remarkably steady.

FRESH AND FROZEN.		
Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12

PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50

SMOKED.	
Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 11
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.	
Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk standards, gal., $1.40; selects	1 60

ONTARIO.

TORONTO.—Both the halibut and salmon catches have been well-nigh failures this year, result being great shortages and higher prices expected in the near future. Halibut, very scarce now, are in heavy demand and are expected to advance from 1 to 2 cents per pound, while salmon will likely go up about 1 cent per pound.

Trade has been remarkably brisk during the past week and all lines have been moving out freely. The holiday has done much to stimulate trade in oysters and just now there is an excellent movement in these. "Oysters are of excellent quality—the finest stock we've had for Christmas for years," was the remark made by one man this week.

FROZEN FISH.		
Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50

FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07

SMOKED.		
Ciscoes	....	0 10
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

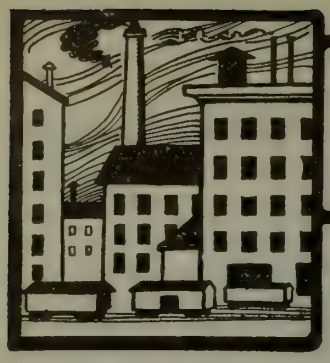
NEW BRUNSWICK.

ST. JOHN.—Week in fish has been good, with three fast days. Fresh stocks were in chief demand and run on cod and haddock particularly heavy. Smelt also shared in the sales and finnan haddies as well. The trade is now stocking in good quantities of Newfoundland herring in pickle at about $5.00 a barrel. They are nice fat stock and should sell well. Regarding shore fish, advices are to effect buyers do not want to buy at old figures and there has been consequent weakening of about 25 cents a quintal.

NOVA SCOTIA.

HALIFAX.—Lobster fishing season was opened on Nova Scotia coast this week, and the catch so far has been ahead of expectations. Weather has been favorable for fishing, and the fishermen are meeting with good success. The lobsters are of larger size than usual on the opening, and as a result the price is higher. On the local market they are retailing at $3.00 per dozen.

There is good supply of fresh fish, haddock being unusually plentiful. They are in good demand. Fresh codfish are also plentiful. Halibut are scarce and commanding 18 cents per pound.



Produce & Provisions

Butter Arrives from the Antipodes

Shipment Reaches Montreal at End of Last Week—Duty of 3 and 4 Cents Per Pound on New Zealand and Australian Butter Respectively—Provisions Remain Quiet—Poultry Well Taken Up.

In spite of a duty of 4c per lb. on Australian and 3c per lb. on New Zealand butter as well as heavy freight rates, about 500 boxes of New Zealand and Australian butter arrived in Montreal late last week from England. This is the first installment of imported butter this season and although no one doubted there was great likelihood of butter being imported within very short time still supplies were not known to be so near at hand. The quality of the New Zealand stock is said to be very choice as it is all grass make.

Demand from the Northwest and Vancouver appears to be over for the present. After being caught last season by having to pay high prices and in some cases extra express rates dealers throughout the West took precautions against such conditions this season and purchased enough butter while at lower prices to tide them over the winter.

Several complaints are still being made about the quality of creamery butter now offering. In some cases as much as 2c a lb. is being taken off on account of strong stably flavor or greasy texture.

The situation in eggs has changed but slightly. Many storage still flood the market and are tending to keep prices down. Report from the other side states that conditions in some of the larger centres are more unsettled than ever this week. Few newly laids are being offered but such as do come in are bringing very good prices.

Poultry trade up to the end of last week was quite brisk and in some cases continued on into this week but the rush for the holiday is now over and the market has taken a quieter turn.

During the next week, or until after the opening of the new year all markets are likely to be pretty quiet, and very little change in conditions of any is expected.

MONTREAL.

PROVISIONS. — Packers are more than busy filling orders and are finding the holiday rush even heavier than last year. Smoked meats are firm owing to considerable reduction in stocks following on unusually heavy demand both local and country orders coming along heavily. Dressed hog market is active but prices remain unchanged. Bacon and hams are also well looked after, prices having if anything, an upward tendency.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¾
Large sizes, 20 to 28 lbs., per lb.	0 16½
Medium sizes, 15 to 19 lbs., per lb.	0 17
Extra small sizes, 10 to 14 lbs., per lb.	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English, boneless, per lb.	0 19½
Windsor bacon, skinned, backs, per lb.	0 22½
Spiced roll bacon, boneless, short, per lb.	0 16½
Boiled ham, small, skinned, boneless	0 25½
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15¾
Cases, tins, each 10 lbs., per lb.	0 16¼
Cases, tins, each 5 lbs., per lb.	0 16⅜
Cases, tins, each 3 lbs., per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15¼
One pound bricks	0 16½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 09¾
One pound bricks	0 10¾
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00 29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

EGGS.—Prices are fully maintained for all grades, the demand for local use being strong. Orders are coming to hand freely from country points and if these keep up it is more than likely that an increase all round will take place as supplies are not over plentiful, not even of cold storage stocks.

New laid eggs, per doz.	0 45 0 50
Selects	0 32
No. 1's	0 28

POULTRY. — The expected advance has not yet taken place so that prices may now become steadier. The demand is chiefly for turkeys, but chickens are in the limelight. It is reported that the scarcity is due mostly to the advent of a number of American buyers to the chief centres; choice lots of turkeys having been carried over the border.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 20 0 22
Chickens, per lb.	0 17
Fowls, per lb.	0 15 0 16
Ducks, per lb.	0 18
Geese, per lb.	0 15

HONEY.—A firmer feeling prevails in the market due to the fact that supplies have been somewhat diminished of late, but the increased activity is no indication of any great volume of business passing, as trade this year has been very unsatisfactory.

White clover honey, in combs, No. 1 doz.	2 75 3 00
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 13
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10 0 11

TORONTO.

PROVISIONS.—The provision market has been rather dull during the past week and prospects are that it will continue so till after the holiday season is over. Offerings have been light, all attention having been turned to poultry for the Christmas trade. Prices, however, remain steady with no sign of change.

For the past week lard has been slightly easier and prices quoted by some have been about ¼ cent lower. Others have maintained original prices. It is not expected that a lower mark will be reached.

Offerings in hogs have been quite light and demand is very much easier. While some have maintained last week's prices, others quote $8.25 local, and $7.90 at country points.

Smoked Meats—	
Light hams, per lb.	0 17 0 18
Medium hams, per lb.	0 16 0 17
Large hams, per lb.	0 16 0 16½
Backs, plain, per lb.	0 21½
Backs, pea meal	0 22 0 23
Breakfast bacon, per lb.	0 18 0 21
Roll bacon, per lb.	0 14½ 0 14¾
Shoulders	0 12½ 0 13½
Pickled Meats—1c less than smoked.	
Heavy mess pork, per bbl.	22 00 23 00
Short cut, per bbl.	27 00 28 00
Cooked hams	0 24 0 25
Long clear bacon, light	0 15 0 15½
Long clear bacon, heavy	0 14 0 14½
Long clear bacon, extra heavy	0 13 0 13½
Lard, tierces, per lb.	0 14½ 0 14¾
Lard, tubs, per lb.	0 14½ 0 15
Lard, pails, per lb.	0 14⅝ 0 15¼
Lard, compounds, per lb., tierces	0 09½ 0 10

Live hogs, local	....	8 00
Live hogs, at country points	....	7 65
Dressed hogs	11 00	11 50

BUTTER.—Practically no change has taken place in the local butter situation this week. There is still the regular trade but even that is easing off on account of the holiday. There is much storage on the market—so much so that it is almost entirely taking the place of dairy and creamery of which very little is offering.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—Strictly new laid eggs are still a scarce article on the market. A few are steadily being offered and these are rapidly being snatched up. But storage eggs are here in large quantities with still greater reserves in the United States cities. Late reports from the other side state a more unsettled tone in the market. Here both butter and egg markets have been dull during past week and all attention has been turned towards poultry which now that the rush is over is quiet too.

Eggs—		
Strictly new laid, per doz.	0 45	0 50
Storage, per doz.	0 27	0 29
Pickled, per doz.	0 25	0 26

CHEESE.—Almost no change here. Poorer qualities are still being worked off and now are becoming rather scarce. Thus a firmer tone is beginning to prevail throughout the market.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY. — Poultry has all been cleaned up pretty well and business for 1912 is practically over. One local firm called in their road staff last Saturday for fear they would have a large cargo arrive here Monday evening and not be able to get rid of it. Till well on in Monday business continued fairly heavy. By that time demand was pretty well filled and most stocks well cleaned up.

POULTRY (prices paid to country merchants):

	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 11—0 12

WHOLESALE PRICES (to city dealers).

Spring chickens, dressed, lb.	0 12	0 15
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

WHAT EGG CANDLING SHOWS.

In last week's issue the experience of a Montreal retail grocer with candling of a case of eggs was given showing that a large quantity were bad. Since then the same dealer has written The Grocer to the effect that he has had another 30 dozen candled and found about 23½ dozen selects, almost six dozen rotten and eight splits. These eggs were bought as selects.

Resolve to Establish Provision Counter

Aim to Get as Much of the 1913 Business as Possible—Cleanliness Essential in Attracting as Much Trade as Possible—Keep Enough Varieties to Please Every Customer.

With the arrival of 1913, every dealer should resolve to give the provision department more attention than in the past year. Now that advent is over there will be a good call for bacon, hams, etc., and every dealer should take advantage of this fact.

In every town and city, aggressive dealers give attention to provisions by having a special provision counter in a conspicuous part of the store. Many have this counter marble-topped so that it can be kept as clean as possible. Cleanliness must be made a feature. No dealer can expect to sell much bacon or ham if the counter is always littered with meat-ends, rinds, etc. Bacon or ham stored in a dirty box or basket as sometimes is the case, is hard to sell. The meat slicer or meat knife, too, should be kept in spotless condition to insure best results. The wiping of a knife on a dirty apron is another thing to be avoided. A special wiping cloth could be kept without much trouble.

How Competition helps Trade.

Many dealers think that a provision market will not pay if there is an exclusive provision firm nearby. The experience of a Montreal dealer in this regard is convincing proof that the department can be made to pay in face of such competition.

"Why the provision house on the corner helps me," he said. "It attracts people to this section for meats, and while they are here they come in to buy groceries from me. My provision counter sells them goods. I keep it as clean and inviting as possible, use a computing scale and give the very best of service.

"No, no, I don't want to see the exclusive provision house leave; it brings me trade I would not otherwise get."

Many others have found similar results. If they operate their provision counter properly they know they can get results.

Handle Different Varieties.

As a representative of a wholesale provision firm remarked recently, many retailers do not keep sufficient varieties to hold their grocery customers. They have probably one kind of bacon and cooked ham. People get tired of too much of anything and soon want a change. If they cannot get breakfast bacon, or potted tongue at their grocer's, they go where they can secure it. This is quite likely to cause them to transfer all their provision trade.

Summing up the various points: the retail grocer should during 1913 establish, if he has not already done so, a provision counter; it should be kept spotlessly clean, being topped with marble if possible; meat slicer and knives should be carefully cleaned and sufficient varieties should be handled to please all customers.

CALENDARS AND BOOKLETS.

The 1913 calendar of Connors Bros., fish canners and packers, Black's Harbor, N.B., is entitled "Flowery Spring." It is a reproduction of one of Savage Cooper's best efforts, depicting an early spring morning in England. The young lady of the house is shown strolling through the meadow gathering apple blossoms. The trees, fields and small lake in the background make the scene a very attractive one.

* * *

Libby McNeill & Libby, Chicago, Ill., have sent out an attractive 1913 calendar. The illustration is that of a pretty little country girl carrying a bunch of sweet peas. In the background may be seen the home among the trees, driveways and green fields.

* * *

The N. K. Fairbank Co., Montreal, have issued an interesting Christmas card showing the Gold Dust twins carrying packages of washing powder.

The United Refining Co., Ltd., have received a Dominion charter to manufacture sugar, syrup, molasses, soaps, etc., with head office at Louisville, Que. Among the provisional directors are Armand Lavergne, Charles Smith and Ernest Taschereau. The capital stock is placed at $150,000.

J. Ogden Armour, defending packing-house methods at a luncheon in Chicago, is reported to have said:—

"We eat, thanks to the packers, more wholesome meat than we formerly did. My father used to tell a story about a farm boy who once called at a house and took an order for a leg of mutton. Then a day or two later the boy called again.

"'You'll have to countermand that mutton order, ma'am,' he said.

"'Yes? Why so?'

"'The sheep's improvin',' said the boy."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ⅛'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases.

	Per lb.
1-lb. pkgs. White Moss. ..	0 28
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk.	5 15
Beaver Condensed Milk	4 50

ALWAYS IN THE LEAD

EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

Established 1854

Wishing all and every one of our many friends and customers a Very Happy New Year

F. W. FEARMAN CO.
LIMITED

Curers of the "Star Brand" Hams and Bacon.

HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb	0 36
Mo-Ja, ½-lb. tins, lb	0 32
Mo-Ja, 1-lb. tins, lb	0 30
Mo-Ja, 2-lb. tins, lb	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Sur Extra Fins, ½ flacons, 40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
½-gal. 20s	26 00
¼-gal. 20s	13 50
⅛-gal. 48s sq.	17 00
⅛-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Shooting at Random

That is what you are doing, Mr. Manufacturer, if you are trying to build a successful business through Western Canada sales without an organized selling staff.

Here we are on the ground with the best representation in every pulsating point of this successful country—we can serve you and serve you well.

Large track warehouses at Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

Get in touch with us.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. ..... $ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06½
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs.	.07¼
Barrels, 200 lbs.	.06½
Kegs, 100 lbs.	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07¾
6-lb. toy trunks, lock and key, 8 in case	.08¼
6-lb. toy drums, with drumsticks, 2 in case...	.08
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes 40 lbs...	.07¾
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED

PUNCH SAUCE.	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40
HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.	
6a size, gross	$2 40
2a size, gross	2 50
NUGGET POLISHES.	Doz
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebud Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80
LUDELLA CEYLON TEA.		
Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead packages—black or mixed.

Orange Label, 1's	.23 .30
Black Label, 1-lb, retail at 25c	.20
Black Label, ½-lb., retail at 25c	.21
Blue Label. retail at 30c	.24
Green Label, retail at 40c...	.30
Red Label, retail at 50c	.35
Brown Label, retail at 60c..	.42
Gold Label, retail at 80c....	.55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 25

H. P. Eckardt & Company wish everybody a Happy and Prosperous New Year.

A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

W. P. Downey
MONTREAL

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

Season's Greetings

To

All users of

"St. Nicholas"
"Home Guard"
"Kicking" or
"Puck"

We heartily wish a year of good luck.

J. J. McCABE

Agent

Toronto, - Canada

FRANC TRACUZZI, Packer
Messina, - - - Italy

TO OUR FRIENDS:

The Canadian grocers and their clerks, we present our heartiest good wishes for a

Prosperous New Year

Mathewson's Sons

WHOLESALE GROCERS

202 McGILL ST., - MONTREAL

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

Holiday Fruits In Abundance

High class Navel, Florida and Valencia Oranges. Grapes, Pineapples, Celery, Lemons, Nuts, Dates, Figs, Haddie and Oysters,

Largest and Best assorted stocks to choose from.

WHITE & CO., LTD.

Toronto

JUST BECAUSE

Christmas is over and you have sold a great quantity of fruit; don't lose track of the fact that New Year's is still to come.

We are making **very special** prices on Oranges for the

New Year's Trade

BANANAS, GRAPE FRUIT,
MALAGA GRAPES, CRANBERRIES
Everything the Veribest.

HUGH WALKER & SON

THE HOUSE OF QUALITY.

GUELPH and NORTH BAY
Established 1861

BIG SALES 1913 **BIG PROFIT**

Specialize on CHINESE STARCH during the next year and you will come out ahead. Chinese Starch gives best results to the housewife and makes big sales and profits for the dealer. Full 16 oz. to the package.

O. Lefebvre, Prop.
OCEAN MILLS
Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

A good display of

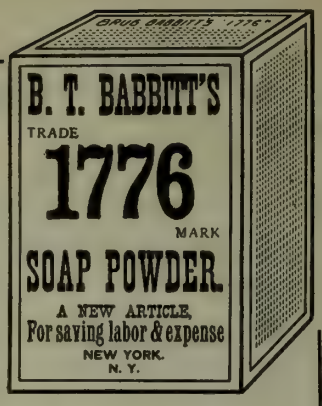
Heinz 57 Varieties

will help wonderfully to sell *HEINZ FOODS.*

We are constantly telling your customers about our pure food products through the most widely circulated magazines, in the street cars and on the billboards all over the country, to induce them to come to you for *HEINZ PRODUCTS.*

This publicity brings customers. The superfine *QUALITY* of *HEINZ 57 VARIETIES* keeps them coming steadily, which means big sales at good profits.

H. J. HEINZ COMPANY
PITTSBURGH, PA.



When Your Customers Ask For 'Soap Powder'

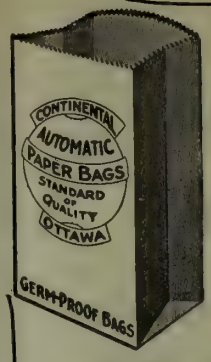
SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. **Manitoba, Alberta and Saskatchewan:** Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

BROOMS
OF
QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

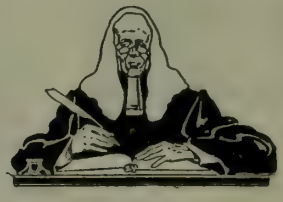
COOKS FRIEND
THE
COOK'S FRIEND
BAKING
POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal



A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," **"Daily Bread,"**
"Regal," **"National,"**

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

STUHR'S

GENUINE CAVIARE, ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

A want ad. in this paper will bring replies from all parts of Canada.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Frequency of Sailings

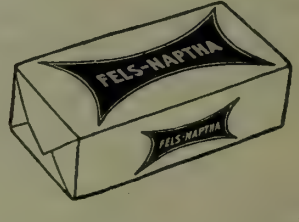
Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

When writing advertisers, kindly mention having seen the ad. in this paper.

There always was a spirit of enthusiasm about the selling of Fels-Naptha soap ---because our advertising people **knew** that if Fels-Naptha was just used right, there was really nothing to quite take its place as a modern, efficient time-saving laundry soap.



THREE DELICIOUS DISHES

FOSTER'S LINCOLN { **HAND BRAND PEAS TWIN-VEG** AND **PARSLEY-BEANS**

Agents: MACLURE & LANGLEY, 12 Front Street East, TORONTO

QUALITY JAM KING BRAND

You owe this line a trial. It's the best that can be produced from a clean, wholesome factory. Satisfy that insistent demand for the best of goods and make

KING

your leader.

Our prices will surprise you.

Write

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces	J. Hunter White
Western Provinces	J. J. Gilmor & Co., Winnipeg

ANTI-DUST Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

The Lion's Share for You in 1913

We wish to thank our many patrons for their hearty support and co-operation during the outgoing year.

Though the year just passed has been good to you, our one best wish is that the new may hold for you a fuller share of success, happiness and contentment.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George **Ontario**

By Special Royal Permission.

"King Oscar"
on Sardines
is like
"STERLING" ON SILVER

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

J.W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

CASTILE SOAP

"LA VIERGE"
The Virgin Brand
EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—German, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Feed Your Bookkeeping Worries to

The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.
The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

THE BEST FROM THE SEA TO LAND, IN FISH IS

BRUNSWICK BRAND

They can be relied on to give the fullest satisfaction. The fish are caught in the famous Passamaquoddy Bay, and our modern and sanitary methods of catching cleaning and packing insures a retention of the fresh, natural sea flavor.

Brunswick Brand Herring in Tomato Sauce and Kippered Herring are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

CONNORS BROS., LIMITED

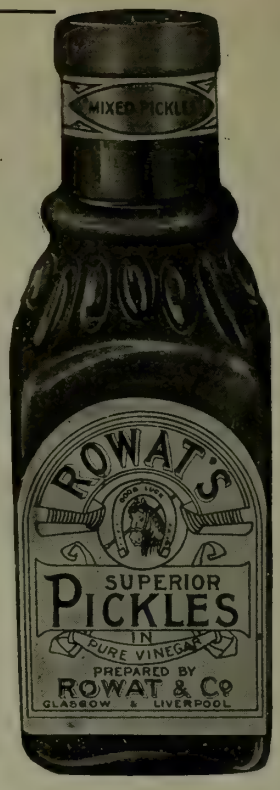
Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

A Line That is in Constant Demand the Year Round is

ROWAT'S Superior Pickles

You should handle these ready sellers. They add to the success of the Grocery business.



ROWAT & CO.

Glasgow - Scotland

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both in materials and in processes of manufacture is the explanation of the wonderful popularity of

Sterling Brand Food Products

For business building there are no rivals for "Sterling" Lime Juice, Jams, Mixed Pickles, Sweet Pickles, Relishes, Extracts, Marmalades, Crushed Fruits and Fountain supplies.

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Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.

This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

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By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

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Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

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A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

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QUALITY backed up with extensive advertising make them profitable to handle.

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A LITTLE MILDER
THAN

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ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

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MISCELLANEOUS

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COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

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The

Condensed Ad.

page

will interest you

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

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Coffee, Its History, Classification and Description

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This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
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189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanoraie, P.Q.

McDOUGALL
Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
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WRITE TO
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Satisfy every user. Let's tell you why.
Address
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The "want ad." is the great force in the smal affairs and incidents of daily life.

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Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
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"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
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OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
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Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want **Quality Cocoa** all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
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Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

All germs are killed by this strong and refreshing disinfectant sweeping powder
"NO-DUST"
Sold in bulk only.
NO-DUST MFG. CO.
8 Market Sq., St. John, N. B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers, kindly mention having seen the ad. in this paper.

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The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

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Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

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Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
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HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont,
Established 1903
Offers for prompt shipment in wholesale lots
1912 Crop
White Beans
Split Peas
Evaporated Apples
Split Lentils

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

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T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

ENGLISH FIRM manufacturing LARD COMPOUND and BEEF SUET desires BUYING AGENTS.
Replies to Box 93
CANADIAN GROCER,
88 Fleet Street,
LONDON, ENGLAND

A want ad. in this paper will bring replies from all parts of Canada.

YOU CAN SELL IT
If you have it in stock,
MAPLEINE
The Flavor de Luxe.
Order of your jobber, or
Frederick E. Robson Co.,
25 Front St. E., Toronto.
Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE, - WASH.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish.
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

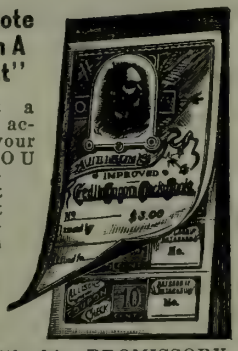
As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

A Promissory Note Is Better Than A "Book Account"

When you let a man "run an account" he has your goods and YOU HAVE NOTHING, except YOUR account of his indebtedness. When you use



ALLISON
Coupon Books

you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business. Allison Coupon Books save thousands of dollars a year for merchants like you.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00 — no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By The Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

DRIED FRUITS—CLEARANCE

20,000 Packages

We have the following to offer. Quality is of highest, and price right. No further detail necessary.

CLEANED CURRANTS.
36 1 lb. pkgs. to case. Loose, 25 and 50 lb. boxes.

VALENCIA RAISINS.
4 crs. Layers and F. O. S. 28 lb. boxes.
FINEST SELECTED, 7 lbs. and 28 lb. boxes.

CLEANED SULTANA RAISINS.
In 1 lb. pkgs. Loose, 25 and 50 lb. boxes.

MALAGA TABLE RAISINS.

"Conqueror"	In 1 lb.
"Empress"	and
"Princess"	5½ lbs.
"Duchess"	and
"Countess"	22 lb. boxes

CALIFORNIA MUSCATEL RAISINS
3 crs. in 50 lb. boxes.
"Choice" and "Fancy" Seeded, in 12 and 16 oz. pkgs.
"Seedless" in 12 oz. pkgs.

CALIFORNIA PRUNES.
25 lb. boxes. Size from 30-40 to 90-100.

HALLOWEE DATES.
30 1 lb. pkgs. to case.
Loose, 50 lb. boxes.

PEELS.
Lemon, Orange, Citron,
In 7 lb. boxes.

EVAPORATED FRUITS.
Apples, 25 and 50 lb. boxes.
Apricots, Pears, Peaches etc., etc.
In 25 lb. boxes.

FIGS.
Gloves, in 12 and 16 oz.
Umbrella and square boxes, in 10 lb. boxes.
Natural in bags and matts.

NUTS.
Full assortment of **Grenoble,** Marbots, Filberts,
Brazil, Tarragona, Large Pecans

PEANUTS—"Bon Ton," "G," and "Coon."

SHELLED ALMONDS, SHELLED WALNUTS

LAPORTE, MARTIN ET CIE, LIMITEE, 568 St. Paul St., MONTREAL
Telephone Main 3766

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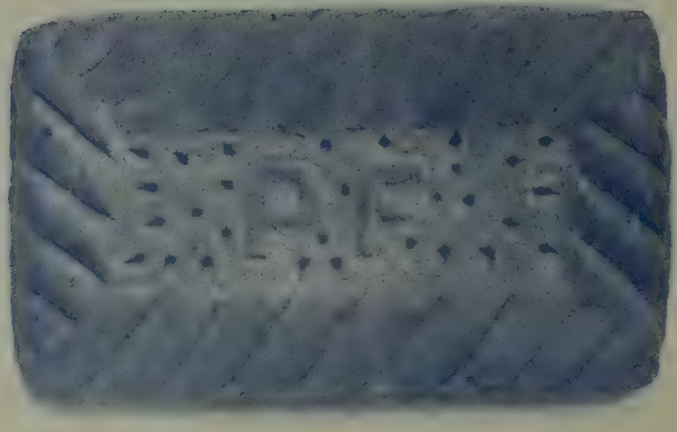

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